Growing Importance of Used Parts

Now Noted by Entire Industry

At anytime, since the last war (World War II), any mention of “used parts” would have sounded utterly ridiculous.

But, some months ago, The Cash Box warned the trade that any machine was “most definitely worth the parts that machine contained.”

Some hardened to this advice. Others paid little, or no, attention to it.

Today, there is suddenly popping up in distributors’ showrooms and repair departments, from coast to coast, “used parts” departments.

Why? Because parts are becoming more and more difficult to obtain.

The transformer in a used pinball machine is, today, extremely valuable.

The fifteen inch permanent magnet speaker in any old phono is, today, a rare and pleasant and valuable sight.

Those who are still able to obtain parts, supplies and components, may not yet realize what this means.

But, each and every day, out of the nation’s capital, come more and more rules and regulations and, each regulation carries with it restrictions which mean the end of many, many important parts, components and supplies.

All have noted the disappearance of chrome and nickel from new machines.

In their stead has come highly polished aluminum which, regardless of all polishing and lacquering will, in time, turn dark. And will have to be repolished and relacquered to again look, or at least duplicate the look, of chrome or nickel plating.

These are but minor headaches regarding parts and supplies. The big problems are the motors, transformers, solenoids, and other items (many thousands of them) which go into the making up of an automatic phono or a pinball game or a shuffle bowler or, in fact, any other product in the industry.

Some of the nation’s most noted distributors have assumed the job of actual “auto-wreckers.” They are now pulling apart old model machines and attempting to salvage every important item in those machines.

One well known distributor put it this way:

“Instead of wasting expensive storage space with these complete old machines, we are using the cabinets as ‘bins,’ and filling the bins with the used parts that we salvage from the machines.”

“We believe,” he continued, “just as your articles in The Cash Box reported sometime ago that, if the situation continues as it has been, and it seems like it most definitely will, we will be selling ‘used parts,’ just like we used to sell new parts, to keep many machines operating.”

The fact remains that even should the Korean incident come to an end, and even should all other trouble spots in the world cease being trouble spots, Uncle Sam cannot depend on this sudden peacefulness to continue for any definite period of time.

He must be prepared for whatever will eventually come about.

Therefore, Uncle Sam wants to strengthen his store for the possibility of any emergency. He simply must be prepared. He knows now that his enemies are (most completely) prepared.

Regardless of whatever ending to the present Korean fracas, Uncle Sam must continue to prepare himself. And to do so he must gobble up the metals which make up many important domestic products.

Therefore, those distrubtors who are wrecking old model machines, and using the parts, setting them up in a valuable supplies-category, will find themselves ahead of those others who just allow machines to lie about here and there in basements, attics, barns, etc.

The entire industry has suddenly noticed that “used parts” are becoming important, ever since The Cash Box first broached the subject.
BECAUSE OF YOU

TONY BENNETT
CA-1645 (F-1237)—Les Baxter
DE-27765 (9-27765)—Richie Havens
DE-27767 (9-27767)—Arthur Prysock
ME-5171 (5171x45)—Eddy Howard O

SIN

FOUR ACES—EDDY HOWARD
CO-39563 (9-39563)—Somerv Kaye
ME-5772 (5772x45)—Dinah Washington
CO-39569 (9-39569)—Fontaine Sisters

COLD, COLD HEART

TONY BENNETT
CA-1775 (F-1775)—Les Baxter
DE-27766 (9-27766)—Leslie Armstrong

I GET IDEAS

TONY MARTIN
CA-1577 (F-1577)—Perry Lee
ME-5773 (5773x45)—Eddy Howard O

DOWN YONDER

DEL WOOD
AR-2395—Lawrence "Piano Roll" Cook
CO-39565 (9-39565)—Champ Butler
DE-2432 (9-2432)—Champ Butler
DE-2453 (9-2453)—Joel Casey
KE-788 (4-788)—Elmore & The Chief

AND SO TO SLEEP AGAIN

PATTI PAGE
CA-1784 (F-1784)—Margaret Whiting
CO-39564 (9-39564)—Paul Weston O
DE-27771 (9-27771)—Dick Haymes

THE WORLD IS WAITING FOR THE SUNRISE

LES PAUL & MARY FORD
CA-1774 (F-1774)—Les Paul & Mary Ford
WE-23771 (9-23771)—Les Brown

TURN BACK THE HANDS OF TIME

EDDIE FISHER
DE-2589 (9-2589)—Sens. Fisher

UNDECIDED

AMES BROTHERS & LES BROWN
CA-1784 (F-1784)—Ray Anthony
CR-6066 (9-6066)—Les Brown

WHISPERING

LES PAUL & MARY FORD
CA-1774 (F-1774)—Les Paul & Mary Ford

JUKE BOXES
Establish America's...

Moneymaking TUNES
Moneymaking ARTISTS
Moneymaking DISKS

The major record companies, through their spokesmen Kenneth Raine, testified before the Subcommittee on Antitrust & Monopoly in May during hearings on the proposed ASCAP Bill, have reaffirmed once and for all the importance of the juke box to the establishment of America's popular hits.

We quote from Mr. Raine's testimony:

"The coin machine affords to the public an opportunity of choosing what music is to be popular. Rosemary Clooney's "Come On-A My House" would not have attained its popularity, and consequent spectacular sales but for the promotional effect of the coin machine. So important is the coin operated machine that the weekly selection from the records, which are most popular in coin machines is the equivalent of radio's Hit Parade. Records chosen on coin machines represent the public's current taste."

What could be clearer than this statement? It is exactly the way the major disk firms themselves feel about it.

And for an indication of what the artists think of the coin machine's importance, all that was necessary was a look at the turnover for the New York Music Operators' dinner held last week. The biggest names in the business, including such stars as Ezzio Pinza, Frank Sinatra, Rosemary Clooney, Eddie Fisher, Ray Starr showed up to encourage the operators for starting their records on the road to the top.

There is just no question that the juke box is basic to the establishment of a hit record in America. And this is constantly being acknowledged by the record company, the artist, and the music publishers. The juke box is the machine that the public indicates what it is willing to pay for; it is from the juke box that potential customers hear the records which they then go to retail shops to buy.

And just why is juke box music America's most popular music? Because it is music at its best. It is the artist at his best, the musician at his best.

It is only through records that an artist can make as many tries as necessary to get a song perfect. It is only through records that every wrong note can be eliminated. It is only through records that the performer's full effect can be captured. It is only through records that he can be at his peak through an entire rendition.

No wonder then that records highlight an artist's talents as no other medium can. For neither on stage nor anywhere else can he be continually sustained performance disclosing throughout his best form. Personal appearances are subject to all sorts of quirks and audience responses. Only on recorded music can an artist try and try and try again until he reaches the perfect take.

The music America listens to, then, and loves is recorded music, music at its best, performers at their height.

And the way this music reaches America is through the 550,000 juke boxes located in every city, every town, every hamlet of this great nation of ours.

America's juke boxes establish America's hits. It seems only common sense then that this form of entertainment should be stimulated and encouraged to grow by each and every individual who benefits from the industry.

Were America's juke boxes to be cut down in numbers the effect upon the music business would be devastating. Not only would the sale of records be slashed but the income for writers, publishers and artists would collapse.

With the juke box the basic support of the record industry in America, the loss of most of this outlet would be a blow to everyone who derives any income at all from popular music.

The juke box, music and record industries are three that go completely hand in hand. America judges its popular music through records. America's greatest showcase for these records is the network of juke boxes located throughout the nation. Each of these is dependent upon the two others. Hurt one and the others are hurt.

The wisest course is to encourage all three to greater heights and prosperity.
THE TEN RECORDS

DISK JOCKEYS PLAYED MOST THIS WEEK

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

1. SIN ........................................ Four Aces (Victoria)
2. BECAUSE OF YOU ....................... Eddy Howard (Mercury)
3. AND SO TO SLEEP AGAIN ............... Patti Page (Mercury)
4. COLD, COLD HEART ..................... Tony Bennett (Columbia)
5. UNDETECTED ............................... Del Wood (Tennessee)
6. DOWN YONDER ............................. Tony Martin (RCA Victor)
7. I GET IDEAS ............................... Tommy Edwards (MGM)
8. IT'S ALL IN THE GAME ................. Les Paul & Mary Ford (Capitol)
9. JUST ONE MORE CHANCE ............... Tony Martin (RCA Victor)
10. DOMINO ..................................... Bing Crosby (Decca)

WEBN in Worcester, Mass., celebrates its fifth anniversary December 5 and would like recorded greetings from artists as 30-second station breaks. Dick Smith, formerly with WNTM in Portland, Maine, now located at WORC-Worcester, Mass., Columbus, Ohio disk jockeys attended a cocktail party for Marion Morgan last week. The Fontaine Sisters have a new Xmas disk called "Howdy Doodly." Any dj who wants to run a Howdy Doodly Xmas Contest with plenty of worthwhile prizes can get in touch with Nat Shapiro.... Hal Benson (WMPM-Memphis, Tenn.) has a potential stellar for Miss Jackie Austin, whom he discovered while vacationing in Grenada, Miss. Jackie now has a program of her own at WMPM and a recording company is very much interested in signing her.

The appealing voice of Del Ward is being heard every night from WGN in Chicago. Del is a straw blonde from Macon who works the station's all night disk jockey show; probably the only female disk jockey in the country. Broadcasting an all night stint, Del's accent fairly drips with magnolia blossoms and the pert little girl has already made a terrific impact on listeners throughout the Chicago land area. Bud Wendell (WJMO-Cleveland) has followed the lead of Bill Gordon on WKB. Bill was the first dj to do a "special" Nash Rambler. Now, Ford and Pack Nash have given one to Wendell. Says Wendell, "I wonder if the U. S. Mint would like to sponsor my show?"... Shep Horton (WJSW-Saxton, Pa.) now does a Hit Parade every Saturday featuring the Lucky Seven of the Week. Each sponsor features one tune with seven sponsors as the total take. . . Allan Curtis (WFPM-Fitchburg, Mass.) runs a "Rollin' Stone" contest giving an autographed copy of the record to the first three listeners sending in a lock of hair (. Perry's barber connection) and a stone (pebble). . . Eddie Hubbard (WIND-Chicago) now uses The Cash Box Top Ten once a month on Saturday night.

HAL Tenis (WMGM-New York) has had his Dumont TV show, "Ring The Bell," extended and the option renewed by the network. Bob Perry (WLAW-Boston) has been using a gag voice named Pertram on his show to help him with the household hints he gives to his housewife listeners between records. Bertazam, which is actually Perry through a filtered microphone, has become so much a part of the deejay that he is sometimes surprised at his own ad lib. . . Gary Lester (WNN-J Newark, N.J.) is spending his off the air time raising his young family. The tricks of the trade, Who knows, the bird may make a good summer replacement. . . Gay Taylor, formerly assistant record librarian of WCBS, New York, is now assistant to Kelvin Keech on WJZ. Keech is doing three fifteen minute disk jockey shows a week and an hour and a half morning show on Saturdays. Gay will program most of the records.

This week's

New Releases

... on RCA Victor

RELEASE 21-15-48

POPULAR

EDDIE FISHER with Hugo Winterhalter and his Orch.
Any Time Never Before
#20-4359 (47-4359)*

BUDDY MORROW
and his Orch.
Bubeck's Farm On The Old Farm Potatoes
#20-4361 (47-4361)*

RALPH FLANAGAN
and His Orch.
Charmaine
#20-4375 (47-4375)*

VAUGHN MONROE
and His Orch.
Charmaine
#20-4375 (47-4375)*

ROBERT MERRILL with Hugo Winterhalter's Orch.
My Beloved Still Water
#20-4382 (47-4382)*

COUNTRY-WESTERN

THE OKLAHOMA WRANGLERS
Savannah River Rag
Unhappy New Year
#20-4376 (47-4376)*

CHET ATKINS
Sweet Bunch Of Daughters
In The Mood
#20-4377 (47-4377)*

THE JORDANAIRES
The Four Horses
Mansion Over The Hillock
#20-4378 (47-4378)*

SPIRITUAL

THE FRIENDLY BROTHERS QUARTET
Every Day And Every Hour
Elijah
#20-4379 (47-4379)*

PIANO RED
Hey, Good Lookin'
It Makes No Difference Now
#20-4380 (47-4380)*

FOP-SPECIAL

SIX FAT DUTCHMEN
Make Me Go Round And Around
Duster Polka
#20-4374 (47-4374)*

RED SEAL SPECIAL
MARIO DEL MONACO
Aida Act I
CELESTE AIDA (Heavenly Aida)
I Pagliacci: Act I
Vesti La Guerra (On With The Play)
#39-3076* 45 rpm catalog no.

WEEK OF NOVEMBER 10

Slow Poke
Post War King
21-0468 (45-4468)*

Music Makin' Mamma
The Highest Bidder
Hush Money
20-4344 (45-4344)*

I Get Ideas
Take Me There
20-4345 (45-4345)*

Turn Back The Hands Of Time
Eddy Fisher with Hugo Winterhalter's Orch.
#20-4376 (47-4376)*

Rugged But Right
Phil Harris
20-4347 (45-4347)*

Domino
It's All Over But The Memories
Toby Mark
20-4345 (45-4345)*

(It's No) Sin
Savannah Churchill
20-4338 (45-4338)*

The Loveliest Night
Of The Year
Maria Lausa
10-5239 (47-5239)*

I Wanna Play House With You
Something Old, Something New
Eddy Arnold
20-4345 (45-4345)*

Heart Strings
Somebody's Been Beatin' My Time
Eddy Arnold
20-4375 (47-4375)*

It's Beginning To Look Like Christmas
Perry Como
20-4316 (45-4316)*

The Lie-De-Lie Song
Oh, How I Need You, Joe
Dinah Shore
20-4317 (45-4317)*

Cold, Cold Heart
The Fontaine Sisters
#20-4376 (47-4376)*

Oh, Holy Night
Maria Lausa
10-5245 (47-5245)*

Never Stop Singin' You Better Stop Tellin' Lies About Me
The Fontaine Sisters
20-4341 (45-4341)*

* indicates records which, according to actual sales, are recognized as the largest selling records of the week. These records are selected from a group of those records which have been the subject of the most prominent when current stocks begin to approach the "sold-out" stage.

www.americanradiohistory.com
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"
### Best Record of 1951

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Cold, Cold Heart&quot;</td>
<td>Hank Williams</td>
<td>9,829</td>
</tr>
<tr>
<td>&quot;I Want To Be With You&quot;</td>
<td>Eddy Arnold</td>
<td>7,705</td>
</tr>
<tr>
<td>&quot;If You've Got The Money&quot;</td>
<td>Lefty Frizzell</td>
<td>8,833</td>
</tr>
<tr>
<td>&quot;Kentucky Waltz&quot;</td>
<td>Eddy Arnold</td>
<td>8,720</td>
</tr>
<tr>
<td>&quot;There's A New Moon For My Baby&quot;</td>
<td>Tennessee Ernie</td>
<td>5,809</td>
</tr>
<tr>
<td>&quot;I Can't Help It&quot;</td>
<td>Hank Williams</td>
<td>7,111</td>
</tr>
<tr>
<td>&quot;You Were Meant For Me&quot;</td>
<td>Hank Snow</td>
<td>6,381</td>
</tr>
<tr>
<td>&quot;Rumba Boogie&quot;</td>
<td>Hank Snow</td>
<td>6,297</td>
</tr>
<tr>
<td>&quot;I Love You 1000 Ways&quot;</td>
<td>Lefty Frizzell</td>
<td>5,992</td>
</tr>
<tr>
<td>&quot;I Want To Do With You Always&quot;</td>
<td>Lefty Frizzell</td>
<td>5,815</td>
</tr>
<tr>
<td>&quot;Hey, Good Lookin'&quot;</td>
<td>Hank Williams</td>
<td>5,809</td>
</tr>
<tr>
<td>&quot;There's A Change In Me&quot;</td>
<td>&quot;Eddie Arnold&quot;</td>
<td>4,707</td>
</tr>
<tr>
<td>&quot;Golden Rocket&quot;</td>
<td>Lefty Frizzell</td>
<td>4,666</td>
</tr>
<tr>
<td>&quot;Look What Thoughts Will Do&quot;</td>
<td>Lefty Frizzell</td>
<td>3,113</td>
</tr>
<tr>
<td>&quot;Percy &amp; Jeanie Blue&quot;</td>
<td>&quot;Johnny &amp; Jack&quot;</td>
<td>3,064</td>
</tr>
<tr>
<td>&quot;I'm Moving On&quot;</td>
<td>&quot;Hank Snow&quot;</td>
<td>2,976</td>
</tr>
<tr>
<td>&quot;Always Late&quot;</td>
<td>Lefty Frizzell</td>
<td>2,972</td>
</tr>
<tr>
<td>&quot;The Longest Day&quot;</td>
<td>&quot;Carl Smith&quot;</td>
<td>2,668</td>
</tr>
<tr>
<td>&quot;Poison Love&quot;</td>
<td>&quot;Johnny &amp; Jack&quot;</td>
<td>2,129</td>
</tr>
<tr>
<td>&quot;Cherokee Boogie&quot;</td>
<td>&quot;Moon Mulligan&quot;</td>
<td>2,014</td>
</tr>
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### Best Female Vocalist of 1951

<table>
<thead>
<tr>
<th>Artist</th>
<th>Songs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patti Page</td>
<td>10,061</td>
</tr>
<tr>
<td>Rosemary Clooney</td>
<td>8,116</td>
</tr>
<tr>
<td>Dinah Shore</td>
<td>8,522</td>
</tr>
<tr>
<td>Patty Andrews</td>
<td>8,116</td>
</tr>
<tr>
<td>Don Gibson</td>
<td>6,559</td>
</tr>
<tr>
<td>Kay Starr</td>
<td>7,015</td>
</tr>
<tr>
<td>Jo Stafford</td>
<td>6,952</td>
</tr>
<tr>
<td>Margaret Whiting</td>
<td>6,840</td>
</tr>
<tr>
<td>Sarah Vaughan</td>
<td>6,599</td>
</tr>
<tr>
<td>Mindy Carson</td>
<td>6,258</td>
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### Best Male Vocalist of 1951

<table>
<thead>
<tr>
<th>Artist</th>
<th>Songs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tony Bennett</td>
<td>10,821</td>
</tr>
<tr>
<td>Perry Como</td>
<td>10,096</td>
</tr>
<tr>
<td>Nat &quot;King&quot; Cole</td>
<td>9,262</td>
</tr>
<tr>
<td>Jo Stafford</td>
<td>9,614</td>
</tr>
<tr>
<td>Frank Sinatra</td>
<td>8,778</td>
</tr>
<tr>
<td>Joe Eddie</td>
<td>8,187</td>
</tr>
<tr>
<td>Guy Mitchell</td>
<td>8,005</td>
</tr>
<tr>
<td>Bing Crosby</td>
<td>7,438</td>
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### Best Vocal Combination of 1951

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<tr>
<th>Artist</th>
<th>Songs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ames Brothers</td>
<td>7,991</td>
</tr>
<tr>
<td>Andrews Sisters</td>
<td>7,187</td>
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<tr>
<td>The Weavers</td>
<td>6,216</td>
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<tr>
<td>Mills Brothers</td>
<td>6,003</td>
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<tr>
<td>Billy Williams Quartet</td>
<td>5,834</td>
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### Best Country & Western Record of 1951

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;On Top Of Old Smoky&quot;</td>
<td>&quot;Pee Wee King&quot;</td>
<td>8,456</td>
</tr>
<tr>
<td>&quot;Tennessee Waltz&quot;</td>
<td>&quot;Pee Wee King&quot;</td>
<td>8,385</td>
</tr>
<tr>
<td>&quot;Ruthless&quot;</td>
<td>&quot;Pee Wee King&quot;</td>
<td>8,118</td>
</tr>
<tr>
<td>&quot;Mockin' Bird Hill&quot;</td>
<td>&quot;Les Paul &amp; Mary Ford&quot;</td>
<td>5,034</td>
</tr>
<tr>
<td>&quot;Hot Guitar&quot;</td>
<td>&quot;Pee Wee King&quot;</td>
<td>4,629</td>
</tr>
<tr>
<td>&quot;Mockin' Bird Hill&quot;</td>
<td>&quot;Pee Wee King&quot;</td>
<td>2,219</td>
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### Best Western Artist of 1951

<table>
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<tr>
<th>Artist</th>
<th>Songs</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Pee Wee King&quot;</td>
<td>7,916</td>
</tr>
<tr>
<td>Gene Autry</td>
<td>7,189</td>
</tr>
<tr>
<td>Jimmy Dorsey</td>
<td>7,189</td>
</tr>
<tr>
<td>Pinetoppers</td>
<td>5,720</td>
</tr>
<tr>
<td>George Morgan</td>
<td>5,698</td>
</tr>
<tr>
<td>Cowboy Copas</td>
<td>5,685</td>
</tr>
</tbody>
</table>

### Voting Results in Sixth Annual Music Poll

**Music Votes**

- Best Record of 1951
- Best Female Vocalist of 1951
- Best Male Vocalist of 1951
- Best Vocal Combination of 1951
- Best Country & Western Record of 1951
- Best Western Artist of 1951

**Rush Votes**

- Best Record of 1951
- Best Female Vocalist of 1951
- Best Male Vocalist of 1951
- Best Vocal Combination of 1951
- Best Country & Western Record of 1951
- Best Western Artist of 1951

**Music Ops**

- Best Record of 1951
- Best Female Vocalist of 1951
- Best Male Vocalist of 1951
- Best Vocal Combination of 1951
- Best Country & Western Record of 1951
- Best Western Artist of 1951

**Best Small Instrumental Group of 1951**

- Les Paul & Mary Ford
- "King" Cole Trio
- George Shearing Quintet
- Louis Jordan & His Tympany Five
- "Trix Turf"
- "Trio"
- "Living Fields Trio"
**“SANTA’S ON HIS WAY” (2:02)**

MA. MY TOYS ARE BROKEN
(Bill Tabbert)

Bill Tabbert

"(400) — 2001"

- Two Xmas tunes which should get a good play during the Xmas season show up here done by Bill Tabbert, who everyone knows from “South Pacific.” Bill lends a great deal of warmth to the upper deck and runs through the novelty on the lower half in pleasant style. Joe Lipman does the orchestration at either end. The top deck gets the nod.

**“SAY A PRAYER” (3:02)**

MRS. SANTA CLAUS (2:49)

Skip Farrell & Jack Fulton

(Capitol 1847; F-1847)

- Joe “Fingers” Carr is hanging out those tunes on the piano again, this time accompanied by Candy Candide, who makes some weird noises known as vocals. In very cute style, the pair run through a couple of numbers which should do very well as a change of pace. Osa oughta listen in.

**“CECILIA” (2:32)**

SNUGGLE BUG (2:13)

Joe “Fingers” Carr & Candy Candide

(Joe’s "Fingers" is getting out those numbers on the piano again, this time with Candy Candide, who makes some weird noises known as vocals. In very cute style, they run through a couple of numbers which should do very well as a change of pace. Osa oughta listen in.)

**“THE THREE BELS” (2:59)**

THE WINDMILL SONG (3:34)

Andrews Sisters

- A tune that’s been getting quite a push gives the Andrews Sisters one of their most potent entries in a long while. Titled “The Three Bells”, this number has rhythm type overtones, gets a first rate rendition from the girls and should be a big disk for them. Osa will want to tune in and gather the coin that this one is gonna draw. With Gordon Jenkins’ orchestra backing the group up, the Andrews Sisters tell a story set to a pretty melody. The bottom half is a novelty called “The Windmill Song” and as the title signifies, it has a Dutch background. Again Gordon Jenkins provides the musical setting as the girls, with oats in the lead, go through another story. The top deck is the strong side however. It looks as if it could do it.

**“GET HAPPY” (2:53)**

I WOULD DO ANYTHING FOR YOU (2:48)

Frances Langford

(Frankie Laine)

- An exciting oldie, right up Frankie Laine’s alley, is offered on the upper half. Frankie really throws himself into this one giving it all he has as Carl Fischer and the orchestra do the backing. The bottom half is another oldie which Frankie handles well. The top deck gets our nod.

**“YES YOU ARE” (3:02)**

OH, SHE’S GONE, GONE, GONE (2:35)

Bobby Wayne

(Rosemary Clooney)

- Bobby Wayne has a strong entry here. The upper half is a new ballad which delivers in beautiful style as he goes through it in slow fashion with a good backing. The bottom end to help out as Bobby sings the lyrics in dynamic fashion. Osa won’t want to miss this platter.

**”NOOON” (2:50)**

LOVE IS HERE TO STAY (3:14)

Dorothy Kirsten

(Columbia (2:50)

- Two wonderful old Gerahsin melodieves get a grand going over on this platter from Dorothy Kirsten. Both ends display some of his best work and leave the soundstress interpreters them makes them come through at their best. In the right locations, this one should garner plenty of coin.

**“TWO BROTHERS” (3:11)**

ON A HONKY TONK HARD WOOD FLOOR (2:56)

Kay Starr

(RCA Victor 20-4310; 47-4310)

- An unusual song gives Kay Starr some work to do with the first half. With a backing from Billy May’s orchestra, Kay gives this item the recognizable style. Bottom half is a dynamic tune again done in typical Starr fashion.

**“IT’S ALL OVER BUT THE MEMORIES” (2:44)**

SWEETHEART (2:28)

Gus MacKenzie

- A new plug ballad is given a good go on this platter by Gus MacKenzie. Gus sings it with a chorus and Billy May’s orchestra backing her up. The second end is a lighthearted swingy sort of thing which is pleasant to hear. This is a filler item.

**“HALLALUHIAH” (2:39)**

MORE THAN YOU KNOW (2:56)

Robert Farnon Orch.

(1062)

- A very exciting version of an old standard turns up on the upper half by Robert Farnon’s orchestra. With the George Mitchell Choir singing the lyrics in a terrific manner, this end is great to listen to. Bottom half is another oldie done as an instrumental. The top half is the side.

**“THE THREE BELLS” (2:30)**

I ONLY HAVE ONE LIFE TO LIVE (2:22)

Sammy Kaye Orch.

(Columbia 39620; 4-39602)

- A tune with religious overtures that’s been making a lot of noise gets a typical Kaye treatment here. With Tony Russo handling the vocal and the Choir to help out, this makes for a good listener. Lower end is a new ballad for the Choir. Osa will do ok with this disk.

**“APRIL IN PARIS” (2:55)**

LONDON BY NIGHT (3:05)

Frank Sinatra

(Columbia 39592; 4-39592)

- Frank Sinatra takes a standard and gives it one of his better treatments. Sinatra lends a lot of charm to this pretty old ballad and Axel Stordahl’s orchestra, of course, backs him up. Lower end is another ballad which doesn’t have as much commercial appeal as the first side. Osa should do well with the upper deck.

**“Cry” (2:52)**

MY OLD FLAME (2:58)

Georgie Gibbs

(1951)

- A lovely ballad gets one of its best renditions on the top deck from Georgie Gibbs. Georgie does this number in great style as Glenn Egan’s orchestra provides a suitable setting. The sentimental end is an oldie which is also right for her. Osa won’t want to miss the upper half.

**“THE CASH BOX”**

November 17, 1951

**BEST BETS**

In the opinion of The Cash Box music staff, records listed below, in addition to the “High” and “Slower” Of The Week, are those most likely to achieve popularity.

- YES YOU ARE — Bobby Wayne
- SANTA’S ON HIS WAY — Bill Tabbert
- IN A LITTLE SPANISH TOWN — Perez Prado
- HERE’S TO MY LADY — Henry Adkins
- TING-A-LING-A JINGLE — Ames Brothers
- CRY — Georgia Gibbs

- Mercury 7457; 7455 x 45
- Mercury 7454; 7454 x 45
- RCA Victor 20-4310; 47-4310
- RCA Victor 20-4344; 47-4344
- Mercury 6265; 6265 x 45

- Mercury 4625; 4625 x 45

- Mercury 7457; 7455 x 45
- Mercury 7454; 7454 x 45
- Mercury 7454; 7454 x 45
- Mercury 6265; 6265 x 45
- Mercury 6265; 6265 x 45
NEW YORK:
Persistent rumors keep recurring which have Dave Kapp going to a major... Dave Miller, proxy of Palda Records, taking a five day rest cure at the midwest release "Christmas Tree In Heaven" which is getting heavy initial orders. Murray Sporn has been added to the contact staff of the American, Choice and Montclair music firms in N.Y. ... Eleanor Russell, vocalist with Tommy Reynolds' band in the New Yorker is breaking it up with her grand interpretations. Tommy's orchestra, by the way, sounds better than it ever did. Record dates should be coming much more often. ... Capitol owns have decided to do an all-out job on their new singing discovery, Ann Gibson. The throne has just cut her first fourteen songs and she's been looked for a forthcoming engagement at Cafe Society. ... The Buddy Baesch office is signing them by the flock with Mimi Benzell, Johnny Long and Al Morgan joining in one week. ... Art Morton is acting as M.C. and vocalist on the Paul Weston show originating from Hollywood over CBS every Friday night. ... The Irving Fields Trio will perform at The Embers from November 19 to December on the Meadowbrook in New Jersey, went over the three million mark this week with its all time favorite recording "Jealous Heart." ... Arthur Godfrey has been playing Kay Armen's tune "The Tinkle Song" on his radio and TV shows and producing the tinkle sound as it was done on the record—with water filled glasses. ... Nellie Lutcher is at the Sky Bar in Cleveland for ten days. ... Norman Granz' Jazz at the Philharmonic tour is still breaking all its previous box-office records on its 11th annual tour. ... One of the most popular songs to come out of World War II, "I Still Love You" was born on a 15 mile flight of an old PL-43 from Fort Slocum to Ardsley, N.Y. in the Spring of 1944. Private Willie Duckworth began the chant and made up the words as the 250 weary men needed element. This developed into the "Duckworth Chant" which was distributed to military posts all over the world.

CHICAGO: 
There's quite an effort afoot to bring back some of the musical glory that was Chicago's for so many, many years... "Chicago-style jazz" clicked wherever jazz musicians played this style. It's remained. It's known from coast to coast. But, very gradually, due to radio and now TV, Chicago has somehow faded in the big overall musical picture. Therefore, the few who remain, are trying very hard to bring back some of the glory. And, as the old adage goes, "from little acorns mighty oaks grow." In the accombach are four organizations who, in the past year or so, have come to be known as the "Chicago Jazz Historical Society". ... Jimmy Martin and his Sharp Records is beginning to get national attention. His latest, "I Want Four Jacks"-"Love Me Baby"—is starting to kick up dust here and there about the country. Jimmy is continuing right ahead and a new disk at record store in a few weeks. ... Leonard and Phil Chess of Chess Records have staunchly established themselves this last year. Jackie Brenston's "Rocket 88" started them off big in the rhythm and blues field. They have continued to turn out one hit after the other. Their latest, Eddie Johnson's "Walk Softly, backed with, "Cold Cold Heart" is getting going. ... Erv Victor and Joe Cooper have also had a musical career here this year. Their Juke Records are just getting rolling and, almost each week, they've been naming new distributors. Their click, "Big Blue Eyes," featuring Don Bello's ork with Sundy. ... Their "Chasing the Tune" that has them great intangibility. "Hey Joe", backed with, "Give Me Lovin' While I'm Livin'", also featuring Don Bello's ork and using Gini Patton for the vocal, has grand potential. ... Newest of the newcomers to the world of the Lou Simpkins and his United label on rhythm and blues, his Tab Smith disk, "Because Of You", is hitting first spot in this territory & B & B jug box hit tunes. These new indie discers have many problems. But, they're trying and they're trying hard to bring back to Chicago its former musical glory.

LOS ANGELES: 
There's a whole afoot the way Columbia's Tony Bennett is clicking on every spinning thing in these parts and across the country... It's one of those rarely contagious situations that have been enjoyed by such few artists as Bing Crosby, Perry Como, Dinah Shore, Billy Eckstine and Frankie Laine, whereby they could follow a hit with a version of "Ring Around A'Rosie" and sell a quarter million. That's not meant to imply that Tony's follow-up to "Because of You" and "Cold, Cold Heart" are not of really hot calibre, but we have observed that people are buying records and pushing the buttons on "Blue Velvet" and "I Won't Cry Anymore" much more aware of the artist than of the tune... Only thing Columbia needs in mind is the old senility of too many big bands spoiling the fun. ... Passing by brand new Buick was Corlis distributor, Mike Kurlan, who frankly admits that selling 20,000 platters of the Ames Bros. and Les Brown's "Imbedded" had much to do with deciding to give the band a shot. For the Zander Boys, his three-hole yest. ... Maybe Mike should have held out for a Caddy, that was with Corlis having some of the top movers in Les Brown's "American in Paris", Chuck Murphy's "Lay Something on the Bar Besides Your Leg" and "Country Boy".

TONY BENNETT

"Elbow" (a cutie), Neal Heff's "Charade" and Jimmy and Mildred Muehl with "Drifting and Dreaming."

TONY BENNETT

SINCE SIGHTED WITH SID TALMADGE visiting with Les Sills at Norbert Saks and glad to hear Sid has another big one taking off, in addition to James Warren's "Janco Partner" on Sittin' In, via Sonny Boy Williamson's "Don't Do It If You Don't Want To Do It" on the Trumpet label. Irving Ribo of Bibo Music and co-writer of "Jimminy Christmas" buzzed up with news of the warm reception given co-writer Havin' Gillespie's Mississ by the Chicago deejays as they spread the Christmas cheer early with the Jimmy Dorsey record on Columbia.

"It's What's in THE CASH BOX That Counts"
"IN A LITTLE SPANISH TOWN" (3:30)  

"CEST SI BON" (3:10)  

PEREZ PRADO ORCHESTRA  
(RCA Victor 20-4310; 47-4310)  

• A pair of interesting and novel mambo are waxes by Perez Prado and his orchestra. Both sides are on the receiving end of grand instrumental treatments. The top half is an oldie that is wonderful for listening and dancing. The bottom half is another oldie that gets a vocal by Dave Lambert. Our nod goes to the upper end.

"HERE'S TO MY LADY" (3:12)  

"IF WISHES WERE KISSES" (3:02)  

PERRY COMO  
(RCA Victor 20-4344; 47-4344)  

• Perry Como throws another likely ballad into the battle of the disks. This upper level is a lovely sounding number that is done easily and softly by Perry and the Mitchell Ayres orchestra. The lower half is a pretty ballad that gets a fine send off by Perry and the Fontane Sisters. We think it's the first side.

"I GIVE IT BACK TO YOU" (2:28)  

"DADDY'S COMING HOME" (2:45)  

PENNY SINGLETON  
(Society 18)  

• Penny Singleton delivers a whispering type vocal to a pleasant sounding ballad on the top half. Penny is sided on both ends by the Russ Garcia orchestra. The lower disk is a soft and easy going ballad which gets a very strong advocation. Oop might have a listen to this disk.

"JALOUSIE" (2:51)  

"STRANGE INTERLUDE" (2:46)  

BILLY ECKSTINE  
(MGM 11111; K11112)  

• Billy Eckstine adds his waxing to the old recorded oldie that is being currently revived. Billy presents a good rendition to make this end a strong contender. The bottom half is another oldie that's done very slowly and seems made to order for Billy's crooning. Pete Rugolo supplies the music for both disks. Oop's have their choice of either lid.

"SHRIMP BOATS" (2:43)  

"CRY" (3:10)  

BILL FARRELL  
(MGM 11113; K11113)  

• A couple of new tunes that seem destined to take off are worked over in a pleasing manner by Bill Farrell. The top disk is a dynamic number that is treated to a splendid rendition by Bill and the George Bassman orchestra. The lower level is an excellent ballad that also carries lots of listening appeal. Both ends are loaded.

"SLEEPER OF THE WEEK"  

"I REMEMBER YOU LOVE" (2:59)  

"DON'T BLAME ME" (2:45)  

VIC DAMONE  
(Mercury 3764; 3744 x 45)  

• A lovely tune with a folk air makes up the fine material Vic Damone has on the upper end. This number can be classified as a ballet and yet it contains the folk quality that has marked many recent hits. Vic does a tremendous job on the lyrics and comes up with one of his most likely disks in quite a while. To complete a wonderful side is the fine musical backing dished up by George Bassman and his orchestra. The lower half is an oldie that carries lots of warmth and Vic again turns in a top notch performance. This end brings out more of Vic's crooning ability and should go big with the tremendous following this artist has. The side that oops can't afford to forget is titled, "I Remember You Love". This number is going to be heard again and again and our advice is to get with it fast.

"CHARMAINE" (2:34)  

"FOR ALL I KNOW" (2:29)  

BILL HAYES  
(MGM 11112; K11112)  

• The upper disk finds Bill Hayes with a current hit and he delivers a fine vocal to make this end come out ok. The second side is another slow tune that has been waxed quite often and Bill brings home a likely half. The baton twirling is handled ably by LeRoy Holmes. Oop can choose from either lid.

"SHRIMP BOATS" (2:45)  

"JALOUSIE" (3:00)  

DICK BEAVERS & LES BAXTER ORCHESTRA  
(Capitol 1987; F-1873)  

• An exciting version of a sure fire comer is turned out by Dick Beavers and Les Baxter with a wonderful assist by a chorale group. The under lid continues along the same lines as Dick holds to the popular oldie with a tango beat. Each half shows Dick to fine advantage and oops should find lots of play on either disk.

"I'M AFRAID" (2:38)  

"WHEEL OF FORTUNE" (2:32)  

JOHNNY HARTMAN  
(RCA Victor 20-4349; 47-4349)  

• With Johnny Hartman handling the lyrics in a fine fashion and the Norman Leyden's orchestra setting the scene musically, this top disk comes out as a strong Latin American number. Flip offers Johnny a pretty sounding thing that the entire crew finishes in a listenable manner.

"MY LOVE" (2:50)  

"HOW CLOSE" (2:44)  

GORDON MacRAE  
(Capitol 1946; F-1846)  

• Two ballads are turned out here by Gordon MacRae. Both get a good vocal and a backing that's right in the mood. The bottom half starts with a narrator and then goes into a vocal by Bob Simmons. The top disk looks very strong.

"I STILL SEE ELIZA" (2:45)  

"A WEAVER OF DREAMS" (2:39)  

BING CROSBY  
(Decca 27852; 9-27852)  

• A new ballad that is currently being revived gets a striking rendition from Gordon Jenkins and the orchestra. This beautiful number gets an excellent vocal from Bob Carroll and a backing that's right in the mood. The bottom half starts with a narrator and then goes into a vocal by Bob Simmons. The top disk looks very strong.

"CHARMAINE" (2:30)  

"CABIN IN THE COTTON" (2:51)  

NEAL HEFFI ORCH.  
(Coral 60599; 6-60599)  

• The much recorded revival has another go here, this time with Neal Heffi's orchestra. This Jazzed up version has the Cavaliers on the vocal and is a change of pace from the slow renditions available. The lower end is a bluesy item with Frances Wayne singing out the lyrics.

"LULLABY OF THE LEAVES" (2:42)  

"IT AIN'T NECESSARILY SO" (2:49)  

CY COLEMAN  
(Decca 27847; 9-27847)  

• Two standards are given excellent piano treatments from Cy Coleman on this platter. Both sides have a chorus making with the words in the backrounds as Cy runs through the tunes in sparkling style. Oop's who have a more sophisticated clientele will do well with this one.
ANOTHER MILLION FOR FRANKIE

NEW YORK—Frankie Laine this week won for the sixth time the record industry's traditional award for a disk that has hit the 1,000,000 sales mark.

On the stage of New York's Paramount Theatre, Columbia Records President James B. Conkling and popular records chief Mitch Miller presented Laine with a gold pressing of "Jezebel," which has just topped the magical one-million mark.

Frankie Laine's first Columbia recording, "Jezebel" was coupled with the highly successful "Rose, Rose, I Love You," giving the singer a double-sided hit debut disk.

It is hoped that number 7 in the Laine collection of gold trophies for 1,000,000-hitters will be his newest recording, "Jealousy," a vocal interpretation of the famous tango.

Zooming to the Top

"IT'S SENSATIONAL"

"ON MY MIND"

B/W "FIND 'EM, FOOL 'EM & FORGET 'EM"

FEATURING

Ray Pearl and His Orch.

vocal by LOIS COSTELLO

JEB NO. 3908

JEB RECORDS SOLD ON MONEY BACK GUARANTEE

YOU CAN'T LOSE WHEN YOU BUY JEB RECORDS

“IT'S What's in THE CASH BOX That Counts”
he's the boy next door

columbia recording artist

Because of You
Cold, Cold Heart
Blue Velvet
Solitaire
I Won't Cry Anymore
Sing You Sinners
Boulevard of Broken Dreams

also available on 45 rpm

“it's What's in THE CASH BOX That Counts”
Gary Lesters
WVVA—Newark, N. J.
1. BECAUSE OF YOU (Tony Bennett)
2. COLD, COLD HEART (Tony Bennett)
3. WOODIES GANG (Tony Martin)
4. WHISPERIN’ (Paul-Ford)
5. I’LL BE WAITING FOR THE SUNRISE (Paul-Ford)
6. CAME ON MY HOUSE (Rosemary Clooney)
7. TOO YOUNG (Nat “King” Cole)
8. IF I ONLY KNEW (Donna Drake)
9. ME ANDERSON (Yvonne Monroe)

Ross Smitherman
WKAR-Mobile, Ala.
1. BLUES (Ralph Flanagan)
2. TRAVELIN’ (Nat “King” Cole)
3. SIN (Terry A.)
4. MIXED EMOTIONS (Rosemary Clooney)
5. I’LL WAIT FOR YOU (Cuffie Ayers)
6. BOOGIE WOOGIE BUDDY (Buddy Morrow)
7. AND SO TO SLEEP AGAIN (Patti Page)
8. COLD HEART (Tony Bennett)
9. WHAT’S IN A NAME (Tony Martin)
10. FARWELL TO TOKOHAMA (Johnny Long)

Bad Bros
1. BECAUSE OF YOU (Tony Bennett)
2. TELL ME THAT YOU’RE MINE (Four Aces)
3. IT’S ALL IN THE GAME (Tony Edwards)
4. SO TO SLEEP AGAIN (Patti Page)
5. AND SO TO SLEEP AGAIN (Patti Page)
6. COLD, COLD HEART (Tony Bennett)
7. THERE’S STILL SOMETHING IN THIS GAME (Ames Bros-Bea’s Brown)
8. UNDECIDED (Ames Bros-Bea’s Brown)
9. I REMEMBER YOUR LOVE (Vic Dana)

Jay McMaster
WMEX—Boston, Mass.
1. BECAUSE OF YOU (Tony Bennett)
2. TELL ME THAT YOU’RE MINE (Four Aces)
3. IT’S ALL IN THE GAME (Tony Edwards)
4. SO TO SLEEP AGAIN (Patti Page)
5. UNDECIDED (Ames Bros-Bea’s Brown)
6. THERE’S ALWAYS A ROOM AT YOUR HOUSE (Tony Martin)
7. COLD HEART (Tony Bennett)
8. WHILE YOU DANCED, DANCED, DANCED (Tony Martin)
9. DOMINO (Tony Martin)
10. JULIETTE (Francoise Lain)

Mac McGuire
1. SIN (Frankie Laine)
2. UNDECIDED (Ames Bros-Bea’s Brown)
3. BECAUSE OF YOU (Tony Bennett)
4. JUST ONE MORE CHANCE (Paul-Ford)
5. COLD, COLD HEART (Tony Bennett)
6. WOODIES GANG (Tony Martin)
7. I’LL BE WAITING FOR THE SUNRISE (Paul-Ford)
8. CAME ON MY HOUSE (Rosemary Clooney)
9. I REMEMBER YOUR LOVE (Vic Dana)

Hal Tate
WBKX—Chicago, Ill.
1. SIN (Frankie Laine)
2. UNDECIDED (Ames Bros-Bea’s Brown)
3. BECAUSE OF YOU (Tony Bennett)
4. JUST ONE MORE CHANCE (Paul-Ford)
5. COLD, COLD HEART (Tony Bennett)
6. WOODIES GANG (Tony Martin)
7. DOMINO (Tony Martin)
8. CALLA CALLA (Vic Dana)
9. LONGING FOR YOU (Vic Dana)

Art Tacker
WCOP—Boston, Mass.
1. OUT IN THE COLD AGAIN (Richard Haynes)
2. SOLITAIRE (Tony Edwards)
3. MY EVENING PRAYER (Kenny Kirk Senior)
4. JALOUSIE (Frankie Laine)
5. JOST ONE MORE CHANCE (Paul-Ford)
6. WHO AM I (Riss Morgan)
7. WHO AM I (Riss Morgan)
8. YOU LOVE (Tony Martin)
9. CALLA-CALLA (Vic Dana)

Bob Watson
WSB—Atlanta, Ga.
1. SIN (Sevannah Churchill)
2. COLD, COLD HEART (Tony Bennett)
3. THE WORLD IS WAITING FOR THE SUNRISE (Tony Martin)
4. HANGIN’ AROUND WITH YOU (Tony Bennett)
5. MY SILENT LOVE (Billy May)
6. I’M A FOOL TO WANT YOU (Frank Sinatra)
7. OUT IN THE COLD AGAIN (Richard Haynes)
8. BLUE CASTLE SHRIMP—MIXED J (Louis Armstrong)
9. HONEY (Robert Q. Lewis)
10. THERE SHE WAS A BABY (Dolores Gray)

Clarence Hamman
WBAI—New Orleans, La.
1. IT’S ALL IN THE GAME (Tony Edwards)
2. COLD, COLD HEART (Tony Bennett)
3. DOWN YONDER (Frank Petri Tri-)
4. CAN’T HELP IT (Gay Mitchell)
5. SOLITAIRE (Tony Bennett)
6. SHRIMP BOATS (La Steppro)
7. OVER A BOTTLE OF WINE (Tony Martin)
8. AND SO TO SLEEP AGAIN (Patti Page)
9. UNDECIDED (Ames Bros-Bea’s Brown)

Chuck Thompson
WFOR—Hattiesburg, Miss.
1. UNDECIDED (Ames Bros-Bea’s Brown)
2. DOING IT AGAIN (Ames Bros-Bea’s Brown)
3. HOW’S THE FEELING (Tony Martin)
4. I NEED YOU (Tony Martin)
5. DOMINO (Tony Martin)
6. DOMINO (Tony Martin)
7. DOING IT AGAIN (Ames Bros-Bea’s Brown)
8. UNDECIDED (Ames Bros-Bea’s Brown)

Murray Jordan
WJIE—New York, N. Y.
1. SIN (Frankie Laine)
2. AND SO TO SLEEP AGAIN (Patti Page)
3. COLD, COLD HEART (Tony Bennett)
4. END OF A LOVE AFFAIR (Marlene Whiting)
5. I’LL ALWAYS REMEMBER YOU (Patti Page)
6. WHILE YOU DANCED, DANCED, DANCED (Tony Martin)
7. DOMINO (Tony Martin)
8. JULIETTE (Francoise Lain)

Brad Phillips
WIN—New York, N. Y.
1. UNDECIDED (Ames Bros-Bea’s Brown)
2. DOING IT AGAIN (Ames Bros-Bea’s Brown)
3. HOW’S THE FEELING (Tony Martin)
4. CALLA CALLA (Vic Dana)
5. UNDECIDED (Ames Bros-Bea’s Brown)
6. DANCE, DANCED, DANCED (Tony Martin)
7. I REMEMBER YOUR LOVE (Vic Dana)
8. COLD HEART (Tony Bennett)
9. COLD HEART (Tony Bennett)
10. DANCE, DANCED, DANCED (Tony Martin)

Norm Prescott
WOR—Boston, Mass.
1. CHARMAINE (Montavon)
2. I’LL BE WAITING FOR THE SUNRISE (Paul-Ford)
3. IN THE COLD AGAIN (Richard Haynes)
4. BLUE VELVET (Frank Petri Tri-)
5. COLD HEART (Tony Bennett)
6. COLD HEART (Tony Bennett)
7. I’LL BE WAITING FOR THE SUNRISE (Paul-Ford)
8. COLD HEART (Tony Bennett)
9. I NEED YOU (Tony Martin)
10. I REMEMBER YOUR LOVE (Vic Dana)

Bill Stewart
WHE—Boston, Mass.
1. BECAUSE OF YOU (Tony Bennett)
2. UNDECIDED (Ames Bros-Bea’s Brown)
3. MY IDEAS (Frank Petri Tri-)
4. MIXED EMOTIONS (Rosemary Clooney)
5. DEEP NIGHT (Ray Austin)
6. COLD HEART (Tony Bennett)
7. DOMINO (Tony Martin)
8. COLD HEART (Tony Bennett)
9. I’LL BE WAITING FOR THE SUNRISE (Paul-Ford)
10. I REMEMBER YOUR LOVE (Vic Dana)

Wally Nilsen
KRSC—St. Cloud, Minn.
1. BECAUSE OF YOU (Tony Bennett)
2. COLD, COLD HEART (Tony Bennett)
3. SIN (Four Aces)
4. THE WORLD IS WAITING FOR THE SUNRISE (Tony Martin)
5. I REMEMBER YOUR LOVE (Vic Dana)
6. COLD HEART (Tony Bennett)
7. I REMEMBER YOUR LOVE (Vic Dana)
8. THE WORLD IS WAITING FOR THE SUNRISE (Tony Martin)
9. I REMEMBER YOUR LOVE (Vic Dana)
10. DOMINO (Big Crab)

"It's What's in THE CASH BOX That Counts!"
"The Christmas Song" (CAMEO CHRISTMAS WITH PATTI PAGE)

Orchestra directed by

JACK RAEL

Mercury Record No. 5732

From the album "CHRISTMAS WITH PATTI PAGE"

"It's What's in THE CASH BOX That Counts!"

Nov. 17, Nov. 10

1—(It’s No) Sin
CO-3567 (4-35697) — SAVOY
Jane Farnham

Waiting

2—Because Of You
CO-2962 (4-29629) — TONY
I Want You

3—Cold, Cold Heart
CO-1849 (4-18497) — TONY
White Winter

4—I Get Ideas
CA-1573 (F-15737) — PEGGY
To Tell You Truth

5—Down Yonder
AB-15053 (F-15053) — LAWRENCE
Roll Call

6—And So To Sleep Again
CA-1784 (F-17840) — FLAMMERS
How Does It Feel

7—World Is Waiting For The Sunrise
CO-35694 (4-35697) — PAUL
Glory Of Love

8—Undecided
CA-2184 (F-21842) — RAY
Just A Moment

9—Turn The Hands Of Time
CA-2784 (F-27842) — JERRY
I Never Was Loved

10—Domino
CA-1649 (F-16490) — MARY MAYO
Find Me

11—The Loveliest Night Of The Year
CA-1643 (F-16431) — MELIN
Tobias My Island

12—Whispering
CA-1744 (F-17440) — LES PAUL
I May Be Waiting For The Sunrise

13—Blue Velvet
CA-1848 (F-18483) — NORMAN
Petrol From A Faded Glass

14—It’s All In The Game
CO-3655 (4-36559) — TONY
Be Mine Tonight

15—Hey, Good Lookin’
CA-1659 (F-16590) — EDDIE & MARY FORD
Jazz Me Blues

16—Gammeda
CO-3675 (4-36759) — STAFFORD & LACINE
Hey, Good Cookie

17—Just One More Chance
CA-1825 (F-18250) — LES PAUL & THE BARBERSHOP
Why You

18—Slow Poke
CA-1637 (F-16371) — HELEN
I Wanna Play House

19—Castle Rock
CA-1717 (F-17171) — DAVE & BARBARA
La Bote

20—Detour
ME-5882 (586245) — PATTI
Who Will Show Me My Pretty Feet?

21—Rollin’ Stone
DE-2793 (9-27937) — TERRY
What Is This Feeling?

22—Whispering
ME-5707 (570745) — PATTI
With All My Heart And Soul

Queen of them all...

Patti Page sings...

THE CHRISTMAS SONG

(MERRY CHRISTMAS TO YOU)
TWO GREAT SIDES... BOTH PROVEN MONEY-MAKERS
on one great record...

“RUDOLPH THE RED-NOSED REINDEER”

and I ALL WANT FOR CHRISTMAS IS MY “TWO FRONT TEETH”

on RCA Victor
20-4315 47-4315

"It's What's in THE CASH BOX That Counts"
Top Recording Stars Turn Out For New York Operators’ Dinner

NEW YORK—Many of the country’s top recording stars turned out for the Automatic Music Operators’ Association dinner at the Commodore Hotel, Saturday night, November 3. Not only did they meet in person the men who get their disks before the public via juke boxes throughout the metropolitan area, but they put on a dazzling show with one top star after another getting up to perform.

The dinner, which was in celebration of the fourteenth anniversary of the AMAO as an organization, gathered together in one room most of the people in the city who are in any way connected with the making and distributing of recorded music.

Many of the singers were coming together with the operators for the first time. Some had been there before. But all did a wonderful job in ingratiating themselves with the men who are so responsible for their record success.

Between talent performances, the artists and recording directors were able to go into a huddle with the music operators to discuss their mutual problems, the most important of which was what songs to wax. The operators, who have an intimate knowledge of their locations and the kind of disks which people spend their coins for, were helpful in recommending the type of tunes they thought best for their spots.

Among the talent that appeared were: Frank Sinatra, Sergio Franchi, Rosemary Clooney, Kay Starr, Eddie Fisher, Robert Q. Lewis, The May Kaye Trio and Norman Kaye, Bill Hayes, Champ Butler, Eileen Barton, Art Lund, Florian Zabach, Dolores Gray, Dorothy Loudon, Tommy Hughes, the Cigarettes, Vinni De Campo and Una Mae Carlisle.

Maurice Scott conducted the orchestra. Axel Stordahl conducted for Frank Sinatra. Buddy Hackett shared M. C. duties with Robert Q. Lewis.

The show also included the dance team of Carlo and Fernandez and the comedy act, The Barton Brothers.

HAVE YOU HEARD

PATTI PAGE
singing

“Christmas Chair”?

HUDSON MUSIC CORP. 1650 Broadway New York, N. Y.

Exclusively on Capitol

“I TANT WAIT TILL QUITHMUTH”

Recorded by

MEL BLANC

Capitol Record # 1853

Published by

HARTLEY MUSIC CO.
117 West 48th Street, New York, N. Y.

“It’s What’s in THE CASH BOX That Counts”
New Songstress—Old Machine

NEW YORK—Dorothy Loudon, who recorded "The Nickelodeon Rag" for Abbey Records is pictured looking at the grand daddy of juke boxes, the nickelodeon. The old machine is located in Jahn's Ice Cream Parlor in Long Island and is the only original antique music maker in the East. On the strength of her recording for Abbey, Dorothy has been signed to a contract by RCA Victor.

Two Pubs Make Unique Arrangement To Exploit Same Song

NEW YORK—A unique music publishing arrangement has been effected between World Music, Inc., Sammy Kaye's firm and Dartmouth Music, Inc., Howie Richmond's firm whereby the two independent music publishers will undertake to exploit a single song, namely, "Green Sleeves," by Dick Manning, Jack Wolf and Bernice Parks. The song will be published under the World Music, Inc. imprint, but all recording and professional activities will be on a cooperative basis.

Two different versions of "Green Sleeves," an Elizabethan ballad several hundred years old, had been independently submitted recently to record companies by the two music publishers. When it became evident that two separate versions would create considerable confusion among recording companies, record dealers and the music trade, the two publishing houses got together and agreed to combine forces to exploit a single version.

Recording companies, which had been planning records of either one of the two versions submitted, expressed particular gratification that an amicable arrangement was made between the publishing houses. This eliminated the possibility of two varied interpretations, which eventually would have dissipated whatever value a concentrated plug on the records might have.

The situation is unprecedented in recent years and now paves the way for a double music publisher campaign on a single edition of "Green Sleeves."
Marion Morgan Fetes Deejays

CHICAGO, I11.—The Music Operators of America will hold their annual convention at the Palmer House in Chicago on March 3, 4, and 5, 1952.

The convention will be along the lines of the previous meets, with constructive meetings of an educational nature for three days. The entire seventh floor of the hotel is being set aside for exhibit space and applications for exhibitors will be in the mail in the near future.

*With such important topics scheduled for discussion as the present copyright legislation and the OAS problem that faces the industry, every music operator in the nation will want to attend the next convention so that he can better prepare to meet the problems that confront him.

The entrance fee for exhibit rooms will cost as follows: Small rooms, $100; Medium rooms, $150; and the large corner exhibit rooms, $200 each.

All other expense will be handled by the Palmer House. Exhibitors will check in on Sunday and out on Thursday.

Reservations for sleeping rooms can be made directly through Palmer House by mentioning the MOA convention or they can be made through the MOA office, 128 East 14th St., Oakland, Calif.

Ray Cuniff and Phil Levin, who will act as Co-Chairmen for exhibit space and reservations, can be contacted in Chicago, Ill., at 3018 East 51st St.; phone ESaxes 5-0500. Ray Cuniff will also act as Co-Chairman with George A. Miller who is National Program Chairman.

Clem Stetson of California will be Co-Chairman and he and his committee will handle the sale of all tickets for the banquet.

New Tabbert Disk Gets Strong Promotion

NEW YORK—"Santa's On His Way" and "Ma, My Toys Are Broken," the new Bill Tabbert recordings on the "400" label, are scheduled for a nationwide top of the season radio campaign, according to Bennett Bencaco, vice president of the recording company.

Elaine Bergman, who is handling the record promotion for the firm, has Tabbert, the young singing star of "South Pacific," lined up for a series of deejay interviews and personal appearances in New York, Boston, Philadelphia, Newark, Hartford and throughout New England and New Jersey. Jack Richmond, veteran contact man, has arranged a large array of television and radio talent to keep the two tunes in the next few weeks.

National distribution of both numbers, which have been coupled on one disk by "400," is being handled by Jack Bergman, who announces an increasing interest on the part of distributors. Disks are available across the country assuring a supply of records on hand for the expected demand.

MIAMI BEACH, FLORIDA—During Marion Morgan's appearance at the Casa Blanca Hotel in Miami Beach, local disk jockeys flocked to see her and admire her sparkling performance. In return, Marion gave a cocktail party which they all attended and gathered for this photo taken by Ken Lawrence. Seated left to right: Tony Donald, WQAM, Miami; Marion Morgan; Cy Russell, WVCG, Coral Gables; and Bill Ross, WIOD, Miami. Standing left to right: Bob Stevens, WVCG; Bob Hildreth, WVCG; Bill Rega, WMIE, Miami; and Lee Taylor, WMIE.

"Manhattan" Has Fourth Round

NEW YORK—For the fourth time in its history, the first success ever written by Richard Rodgers and Lorenz Hart is on its way towards becoming a hit again. The song is "Manhattan" which the pair wrote originally for "The Garrick Gaieties" in 1926. It scored an immediate success then and also later when it was recorded by Paul Whiteman's orchestra. It came back for a third time, being featured in the film "Word's and Music." And now for its fourth round, it has been recorded by Dinah Shore and Tony Martin on the RCA Victor label.

THE "CHOICE" TUNES ARE "AMERICAN" TUNES

"TURN BACK THE HANDS OF TIME"

Recorded by
Eddie Fisher—Victor
Jerry Gray—Decca
Bob Sands—Capitol

"BLUE CHRISTMAS"

Recorded by
Hugo Winterhalter—Columbia
Hugo Winterhalter—Victor
Jesse Rodgers—Victor
Billy Eckstine— MGM
Russ Morgan—Decca
Ernest Tubbs—Decca
Jan Garber—Capitol
Bob Atcher-Denny Sisters—Capitol
Curt Massey—London

"THE WINTER SONG"

Recorded by
Geo. Cates Orch. & Chorus

CHOICE MUSIC, INC.
Sylvestor Cross, Pres.
Hollywood—9109 Sunset Blvd.

Wally Brady, Prof., Mgr.

AMERICAN MUSIC, INC.

New York—1576 Broadway

Murray Sporn, N. Y.
The HALE You Say
by natt hale

Being the first of what we hope will be a lengthy series of dissertations about the record industry, recording artists, record representatives, flacks, and any other cognates under which we labor, this kick-off should serve, primarily, to make a proper introduction to all and sundry. In the twelvefifteen years we've been entrenched in this business, we've been subjected to almost all phases of the record world: We've swept the floor, slipped the records, taken orders, managed a branch, managed a distributorship, district represented, promotional represented, free-lance promoted and been "at liberty." We've been ordered around, booted about, laughed at, cursed at, put on the back, stabbed in the back, roamed about, and talked about. All in all, we feel that we've covered the phases so thoroughly, from production to merchandising, that we're certain of but thing—we know we still have a lot to learn.

In thinking back about the many experiences we've enjoyed in the years past, we conclude that it hasn't been so bad, at that. . . . True, we now have accumulated about nineteen tailored street-jackets with slashes to match and we keep hearing bells ringing all the time. In our daily rounds amongst the disc jockeys, librarians, program directors, station managers, music directors, publicists, etc., we've never been able to figure out just who that guy in the white coat is who insists on accompanying us . . . But, as we said, it's a helve great business, and we wouldn't trade our spot for all the money in the world. (See—by we have those made-to-measure jackets with the sleeves that tie around?)

In the time to come, we are going to reel off some of the complexities that make us glare and glare whenever somebody gives us a wide-open stare with the baby-blues and exclamations: "Oh, you're in the record business? And you do promotion! And you meet all the stars! Gosh, how fascinating!" That's the cue for us to don the white gauze and yell for the ice sheet.

We'll tell you all about our weird activities each week, and trust that you'll still be around to read them.

Meetings of Operatios' Associations

Nov. 12—Wisconsin Phonograph Operators' Association
  Place: Not Yet Determined
  13—California Music Guild
  Place: 511 Club, Oakland, Cal.
  13—Automatic Phonograph Owners' Association
  Place: Gibson Hotel, Cincinnati, Ohio
  14—Music Merchants' Guild
  Place: Narragansett Hotel, Providence, R. I.
  14—Music Operators of Northern Illinois
  Place: Not Yet Determined
  15—Michigan Automatic Phonograph Owners' Association
  Place: Macnab's Building, Detroit, Mich.
  21—Westchester Operators' Guild, Inc.
  Place: American Legion Hall, White Plains, N. Y.
  26—Central State Phonograph Operators' Association
  Place: 805 Main St., Peoria, Ill.
  26—Phonograph Owners' Association
  Place: Broadway Hotel, East St. Louis, Ill.
  27—Automatic Machine Association of Philadelphia
  Place: Broadway Hotel, Philadelphia, Pa.
  28—Music Merchants' Guild
  Place: Narragansett Hotel, Providence, R. I.

Another BMI Pin-Up Hit
"SOLITAIRE"
published by BMI
by TONY BENNETT—Columbia
DEAN MARTIN—Capitol
TOMMY EDWARDS—M-G-M
TOMMY DORSEY—Decca
Licensed Exclusively by
BROADCAST MUSIC, INC.

DON'T CRY

"CRY"
Buy "CRY" . . . NOW!
Mellow Music Publishing
1619 BROADWAY, N. Y.

"It's What's in THE CASH BOX That Counts"
HAMILTON ASSIGNS ROYALTIES TO STATE OF ISRAEL

NEW YORK—Lionel Hampton, noted American band leader, has assigned all royalties from the sales of his MGC recording which features two songs of Israel content, to the Zionist Organization of America projects in the State of Israel, according to an announcement made this week jointly by the Zionist Organization of America and Lionel Hampton.

Louis A. Falk, chairman of the Israel Projects Fund, participated in the ceremonies at which Mr. Hampton made the assignment as a concrete token of his admiration for the people of Israel in the building of a free and independent state. Acting as intermediaries were Dr. Bernard L. Kahn of Philadelphia, Pa., veteran member of the ZOA and a long-time friend of the band leader, and Carl Alpert, Director of the Education Department of the ZOA.

Dedicated to the new State of Israel, the new MGC recording features Lionel Hampton and his orchestra with choral accompaniment and with the band leader himself at the xylophone. "Shalom! Shalom!" is a modern version of the popular Israeli folk song "Anu Banu Artzah." On the reverse of the record is an original song entitled "Bannah! Bannah!" Both songs have been favorably received in the world of popular music and are being "plugged" by disc jockeys on the air.

In a statement meantime Mr. Hampton made the interest of Mr. Falk added that "production of records of this type constitutes another cultural link being forged, on the popular level, between the United States and Israel."

OKEH SIGNS REGAL ARTISTS

NEW YORK — Danny Keodor, A & R head of Okeh Records, this week announced the signing of Larry Darnell, Paul Gayten, Annie Laurie and Tito Turner. All four had been on the Regal label, but will now go under the Okeh wing. This constitutes another step in the steady growth of the company, as Mr. Darnell, who has been with the firm for many years, has developed a strong and distinguished reputation in the business.

The new Regal artists will include, among others, Okeh's "Dame Edna" and "Kiddie Kats." The latter group, consisting of five girls, is currently on a West Coast tour, and will make its first appearance in New York late this month.

HOWLING SMITH IT'S OVER

NEW YORK — "Howling" Smith, the eccentric and controversial figure who has been a source of amusement and scandal to the record industry for many years, has returned to the scene with a new recording, "It's Over." The song, which was written by Smith and Gordon, is a bitter commentary on the decline of rhythm and blues and a plea for better music.

In an interview, Smith said: "I've been around long enough to know that the rhythm and blues business is a sick business. I've seen it from the inside, and I know what's going on. I've seen the records being played, and I know what's happening. I've seen the money being made, and I know what's going to happen."

The new recording is being released by the Okeh label, and is available at all records stores.
The Top Ten Tunes Netting Heaviest Play, Compiled From Reports Submitted Weekly To The Cash Box, By Leading Music Operators in Dallas, Los Angeles and Other Cities Listed.

**1.** **HOT**

**HOW MANY MORE YEARS?**
The Howling Wolf (Chess)

**FOOL, FOOL, FOOL**
Clivers (Atlantic)

**SEVEN LONG DAYS**
Charles Brown (Aladdin)

**BEST WISHES**
Ray Milton (Specialty)

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

**ROCKIN' CHAIR**
Fats Domino (Imperial)

**I'M IN THE MOOD**
John Lee Hooker (Modern)

**SMOOTH SAILING**
Elle Fitzgerald (Decca 27693)

**'WEENIN' AND CRYIN'**
Griffin Brothers (Dot)

**FLAMINGO**
Earl Bostic (King)

**THE GLORY OF LOVE**
The Five Keys (Aladdin)

**BECAUSE OF YOU**
Tab Smith (United)

**SIOALOS, IND.**
1. Castle Rock (Johnny Hodges)
2. I Got Loaded (Pepermint Harris)
3. Chains Of Love (Joe Turner)
4. Glory Of Love (Five Keys)
5. You're Walking Just Fine (Lucky Millinder)
6. I'm In The Mood (Joe Lee Hooker)
7. Fool, Fool, Fool (Clivers)
8. Smooth Sailing (Ella Fitzgerald)
9. Seven Long Days (Charles Brown)
10. Sixty Miles, Man (Dominos)

**SAVANNAH, GA.**
1. Smooth Sailing (Ella Fitzgerald)
2. Glory Of Love (Five Keys)
3. Fool, Fool, Fool (Clivers)
4. I Got Loaded (Pepermint Harris)
5. Big Town (Roy Brown)
6. Bloodshot Eyes (Wesley Harris)
7. Seven Long Days (Charles Brown)
8. Hey, Little Girl (John Hutton Tri)
9. T-Pop Blues (Jimmy Nelson)
10. Prayin' For Your Return (Perry Mayfield)

**ATLANTA, GA.**
1. I'm In The Mood (John Lee Hooker)
2. Seven Long Days (Charles Brown)
3. Fool, Fool, Fool (Clivers)
4. Smooth Sailing (Ella Fitzgerald)
5. Rocking Chair (Fats Domino)
6. T-Pop Blues (Jimmy Nelson)
7. Glory Of Love (Five Keys)
8. How Many More Years? (The Howlin' Wolf)
9. Chains Of Love (Joe Turner)
10. New Rockin' B.B (Jackie Brenston)

**NEWARK, N. J.**
1. I Got Loaded (Pepermint Harris)
2. Fool, Fool, Fool (Clivers)
3. Glory Of Love (Five Keys)
4. Smooth Sailing (Ella Fitzgerald)
5. I'm In The Mood (John Lee Hooker)
6. Don't You Know I Love You? (Clivers)
7. I Guess You're Satisfied (Victorians)
8. Seven Long Days (Charles Brown)
10. Prayin' For Your Return (Perry Mayfield)

**OAKLAND, CAL.**
1. Because Of You (Tab Smith)
2. Fool, Fool, Fool (Clivers)
3. Best Wishes (Ray Milton)
4. Cold, Cold Heart (Shirley Washington)
5. She's Gone Again (James Althuban)
6. Loaded (Little Willie Littlefield)
7. Git Go (Joe Bill Lewis)
8. High Street (Joe Turner)
9. Sentimental Over You (Tab Smith)
10.1' M In The Mood (John Lee Hooker)

**THE CHARTS DON'T LIE**

**"BECAUSE OF YOU"**
by

**TAB SMITH**

**United Record Co.**
5052 Cottage Grove Ave., Chicago 15, Ill.

*It's What's in THE CASH BOX That Counts*
November 17, 1951

**THE CASH BOX**
**JAZZ n BLUES REVIEWS**

*AWARD O' THE WEEK*

"**WEEPIN' AND CRYIN'**" (3:07)
"**SHUFFLE BUG**" (2:14)

**GRiffin Brothers**

- Every once in a while a tune is waxed that is truly different.
  The top deck fits this ball and sounds great too. The Griffin Brother
  s and their orchestra with a tre-
  mendous vocal turned in by Tommy
  Brown have a novel thing called,
  "WEEPIX". The vocal is done
  with plenty of feeling and as
  an added attraction a constant
  wave of strong and heartfelt
  sentiment follows through the
  end. This, combined with a fine
  orchestral interpretation, gives
  this side a terrific sock. Here is
  a disk that ops must hear to
  realize its great potentialities.
  The under level is a dynamical
  instrumental featuring some fine
  sax playing. The entire crew
  jumps this tune for a fast spin
  and once more offers ops good
  material. But it's the top side
  we're raving about and ops ought
  act now.

"**FOR ALL WE KNOW**" (3:25)
"**FOOL'S WORLD**" (2:40)

**Sonny T**

- Another waxing of a current pop
  hit seller is turned out by Sonny T.
  Sonny does a soft and warm job
  of this pretty melody and makes it
  sound real good. Flip is a slow
  number that also features the easy
  singing style of Sonny. Ops have
  much more on the top side of this
  disk.

"**PLEASE COME BACK TO ME**" (2:18)
"**LOVE AND WINE**" (2:38)

**Varetta Dillard**

- The sparkling voice of Varetta
  Dillard is matched with an equally
  powerful ballad on the first half.
  The result is a dynamic and heartfelt
  rendition that we feel can easily
  happen. Through the use of forceful
  blues number that Varetta again
  handles in fine style, Ops can't afford
  to miss the top side.

"**PRETTY BABY BLUES**" (2:35)
"**I'LL ALWAYS LOVE YOU**" (3:02)

**The Cardinals**

- The top end presents good listen-
  ing as the Cardinals lope through
  a honey tune. The group sounds
  great and this should go big in
  the boxes. The bottom lid is a slow
  and forceful blues item that is
  handled beautifully by the crew's
  vocalist. Ops have a pair of
  good sides here.

"**WOMAN IS A FIVE LETTER WORD**" (2:20)
"**GOT YOU ON MY MIND**" (2:38)

**John Greer**

- John Greer dishes up a jump ver-
  sion of a pop novelty tune and
  makes it a wonderful half. John
  does a good job with wams of this
  nature and this one is no exception.
  The under level is a slow and
  pretty tune and again John
  comes up with a pleasant half.
  Our nod goes for the first lid.
CINCINNATI, OHIO—Johnnie Ray (left), Columbia's new singing sensation, demonstrates what he can do for Mauri Kose, sales manager for Columbia's Cincinnati distributor and Rex Dale of WCKY, who, incidentally, is sporting his new type tie. Ray, who scored an instantaneous success with his initial recording of "Whisper and Go" is due for a tremendous play with his latest disk "Cry" backed with "The Little White Cloud That Cried."

Townsend Appointed Sales Promotion Head Of Columbia Records

NEW YORK—The appointment of Irving Townsend as Sales Promotion Manager for Columbia Records has been announced by Albert B. Earl, Advertising Manager of the company. Townsend will supervise album cover design and packaging for Columbia records as well as all sales promotion activity, reporting to Earl. He will make his headquarters in the company's New York office. The appointment is effective immediately.

For the past four years Townsend has been an account executive with Donhue & Coe, Inc., in charge of the MGM Records account. He was previously associated with RCA-Victor in both the Camden, New Jersey and New York offices, and with Columbia Records in both the Bridgeport, Connecticut and New York headquarters. With Townsend's appointment, Columbia completes the reorganization of its Advertising-Sales Promotion Division, Effective December 1, all copy, art and production now handled in Bridgeport will be transferred to the New York office under Townsend's supervision. Cooperative Advertising, Radio Service and Catalog activities will continue to center in Bridgeport under the supervision of George Svendberg.

Wigler To Run Own Firms, Not Lincoln

NEW YORK—Sam Wigler denied this week the story which appeared in another trade paper that he would run Abner Silver's Lincoln Music Firm, following Silver's split with Ed Kassner, who had been a partner in the pubbery. Wigler will operate his own firms of Pollsam and Ford Music.

The first tune in "Merry Christmas Everywhere" with a recording by Frankie Laine. After Kassner's exit from Lincoln, he announced this week that he had acquired Edwards Music whose catalogue has a great deal of standards and educational songs.

Army Hospital Station Calls For "Hot" Disks

FORT HOOD, TEXAS—Peter R. Dreyer of Radio Station KGHT of the U.S. Army Hospital at Fort Hood, Texas, has sent out a call for records from some of the independent labels. Wrote Dreyer: "Most of the fellows stationed here are from the North and like their music "Hot." We just don't get any of the labels that are producing this type of music. We get some of the smaller outfits and that's the type we need the most."

Dreyer is particularly interested in getting the tunes that are listed in the Cash Box "Hot" charts and says that everyone listening to his station would be greatly cheered if he could obtain those disks.

New Pebble For Stones

MARTI, FLA.—The Henry Stones (he's the well known Miami record distributor) became the proud parents of a baby girl on October 31. She was named Crystal Wallis.
Wesley Tuttle (Capitol) has an hour and a half of country records on KPVD in Los Angeles six days a week.

Verne Koenig, country d. j. of KDEC in Decorah, Iowa, took over part ownership of station on November 1st. Purchase had been on file with FCC for some time with approval recently.

Hank Williams (M-G-M) scheduled for Columbus, Ohio on November 11th, does a network TV shot from New York on the 14th, and plays a week around Flint, Michigan, beginning November 18th.

Montana Slim (RCA Victor) booked into Niagara Falls on November 24th by Lou Schrifer, popular d. j. on WJIL.

Hank Snow (RCA Victor) scheduled as guest on Prince Albert’s Grand Ole Opy network seq from WSM on November 10th. Moon Mullican (King) follows as guest on November 17th.

Lennie Dee (Decca) in Nashville Nov. 5th for session with Paul Cohen supervising for Decca. 

Martha Carson (Capitol) cut first session of solos in Nashville this week. Formerly her recording work was duel billed as James and Martha. Session supervised by Ken Nelson for Capitol.

Mel Foret, Acuff-Rose rep., is on a promotional trip to cover states of Tennesee, Arkansas, Louisiana and Texas.

Joel Cooper, proxy of JEB Records of Chicago, was in Nashville recently handling JEB matters along with attending the Saturday night Grand Ole Opry.

Dot Prusman and Jerry Nolan, president and secretary of Rex Allen’s fan club were in Nashville for Allen’s guest appearance on WSM’s Grand Ole Opy. Their appearance at shindig was a backstage standout.

Bill Taylor, M-G-M Records promotion man, in Nashville for special d. j. work. Taylor was also a welcome visitor at Grand Ole Opry.

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**NEW YEAR BELLS** (2:12)  
"TAKE YOUR TEARS" (2:32)  
JACK SWANSON & DOTTIE TRAVIS  
(Decca 15057)

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**I STILL LOVE TO KISS YOU GOODNIGHT** (2:25)  
"SLOW POKE" (2:45)  
JOHN GORDY SEXTEETH  
(Bullet 1099)

---

**TURN THAT GUN AROUND** (2:14)  
"MISTREATED BLUES" (2:31)  
JESS WILLARD  
(Capitol 1855; F-1855)

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**LONESOME WHISTLE** (2:45)  
"GOTTA CIT A GITTAR" (2:39)  
TEXAS JIM ROBERTSON  
(RCA Victor 15046; 474326)

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**TENNESSEE CENTRAL** (2:15)  
"CHINA DOLL" (2:30)  
CLIFFIE STONE  
(Capitol 1861; F-1861)

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**"THE CASH BOX" Folk and Western Record Reviews**

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**THE CASH BOX Folk and Western Record Reviews**

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**THE CASH BOX Folk and Wilder Record Reviews**

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**"IT’S WHAT’S IN THE CASH BOX That Counts"**
<table>
<thead>
<tr>
<th>City</th>
<th>Top 10 Records</th>
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<tr>
<td>New York, N.Y.</td>
<td>1. COLD, COLD HEART (Tony Bennett) 2. COLD, COLD HEART (Tony Bennett) 3. COLD, COLD HEART (Tony Bennett) 4. UNDECIDED (Ama Bros &amp; Les Brown) 5. UNDECIDED (Ama Bros &amp; Les Brown) 6. TURN BACK THE HANDS OF TIME (Fisher) 7. TURN BACK THE HANDS OF TIME (Fisher) 8. TURN BACK THE HANDS OF TIME (Fisher) 9. TURN BACK THE HANDS OF TIME (Fisher) 10. TO KISS A WEEKEND (Tony Bennett)</td>
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HIGHER TAXES MAKE FOR PLAY BOOM
Less Take-Home Pay May Create More Customers for Economical Coin Operated Entertainments and Boom Play, Many Believe

Ops Acclaim "All Shows Same Week" Plan
But Orgs Won't Consider

Cut In CMP Metal Over-Allotments Due In 2nd Quarter

WASHINGTON, D. C.—DPA Administrator Manley Fleischmann confirmed this week that the problem of further reduction in allotments of metal for the second quarter of 1952 is under consideration and that the reduction in present over-allotment percentages is probable.

DPA will probably reduce the amount of planned over-allotment of steel, copper and aluminum when it passes out controlled materials in the second quarter next year.

Fleischmann indicated that experience so far under CMP discloses that holdings of copper and aluminum are growing and that present thinking is that planned over-allotment must be reduced to from 3 to 5 per cent.

The situation is not so critical for most steel products, but he indicated that the intense demand for structural and plate steel probably means that the over-allotment of these products must follow the trend for copper and aluminum. In such products as sheets, he said, the present 12 per cent over-allotment is high enough.

Over-allotment rates for copper and aluminum in the first quarter were about 10 per cent. While slightly lower than last quarter, prices on aluminum, he said, are still based on World War II experience when the direct defense production was taking a much larger share of the controlled material.

Fleischmann said the methods he will use to improve the operation of CMP include lowering the over-allotment percentages, doing a better job of scheduling the production of the steel, copper and aluminum shapes and forms needed, and increased use of directives to see that military demands are met.

Coinmen Attend Petroleum Convention In Chicago

CHICAGO—Many coinmen from various cities and states were here this past week attending the Petroleum Convention at the Conrad Hilton Hotel, formerly the Stevens Hotel. These men have oil distributing businesses as well as propane gas businesses in their local areas.

Some of the men reported that they found their oil and gas businesses were proving very profitable.
It’s a fact. One small boy, plus a nickel (or a dime) can get music from the “D” immediately. There’s no call for instruction, nothing puzzling about pressing the one single button with its tune title alongside.

Because it’s so easy to play, patrons of all ages play the “D” again and again.
Japanese Op Wants Williams’ ‘Spark Plugs’

CHICAGO—The new five-ball amusement games, “Spark Plugs,” and, after playing it for a while, re-entered Bill Ryan’s office with the remark that he would very much like to have this game exclusively for the Osaka area.

Wondering whether a Japanese exclusive operating deal may or may not prove even more diplomatically, Bill is holding off while this well known Japanese operator contacts his partners in Osaka and explains the game to them.

Bill Ryan did report, “This is the first foreign operation which has come to our factory since we introduced ‘Spark Plugs.’”

“We have had operations from all over the world, but the Japanese are very skillful operators and all these foreign operators have been asking us for instant shipment.”

In the meantime Bill is arranging for a Japanese interpreter so that when they arrive he will be able to present all the facts necessary in the language of this Osaki op.

5c Play “A Slow Death”

SUFFOLK, VA.—A. E. Sadler, City Music Company, of this city, who has been operating coin and music machines for over 25 years, enthusiastically advocates dime play.

“There is no chance for an operator to stay in business on 5c play.” Sadler says, “with the price of labor, trucks, city and state licenses, records, bulbs, parts, rent, etc. Those who stay on 6c play will find it a slow death.

63.400.000 Jobs By End Of 1952

WASHINGTON, D. C.—Altho coin-operated amusement, argu ing pro and con as to the effects of the new federal taxes on the play of coin-operated equipment, all in the trade are sure to benefit with the great numbers of people who are now taking home weekly pay envelopes, and the many others who will be employed by firms to take care of defense items in the future.

Labor Secretary Maurice J. Tobin has predicted that 4,500,000 additional workers will be shifted to defense jobs in the next year.

In a new booklet, outlining the results of a survey on manpower and national mobilization, Tobin said 2,600,000 additional workers will be needed by the end of 1951.

By the end of 1952, the Nation will have 6,450,000 workers engaged in defense activity, compared with 2,700,000 in 1950, the Secretary said.

“Over the next year a growing number of these ‘new’ communities will experience labor shortages, but no National defense shortage is anticipated under the partial defense mobilization program,” stated Tobin.

The report indicates defense activity, expected to peak by the end of 1955 at the rate of approximately 60 billion dollars a year.

The Bureau of Labor Statistics estimated the work force to reach a peak of 63,400,000 late in 1952.

NPA Urges Use Of Substitute Metals To Replace Copper

WASHINGTON — In view of the fact that copper is expected to become even more scarce than steel or aluminum in the next few years, NPA has urged industry to conserve copper by greater use of aluminum.

NPA officials pointed out that aluminum has been successfully substituted for copper in Europe and that satisfactory usage of aluminum wire for motor field windings is being done in this country dates back 40 years.

Industry representatives who met with NPA instead stated that limited quantities of aluminum should be placed at their disposal for experimentation purposes.

They pointed out 1) No metal other than silver will conduct electricity as efficiently as copper; 2) A maximum copper substitute of about 25 percent of aluminum is recommended for missiles; 3) Limited substitution of aluminum for copper is possible in bus bars, motor windings, control wiring, etc.; 4) Among the disadvantages of aluminum as a copper substitute are: Lower conductive efficiency; greater brittleness; lower melting point; and greater difficulty in making connections.
STILL NO. 1 CHOICE...

OF LOCATIONS for BIG PLAY —
OF PLAYERS for FUN and ACTION —
OF OPERATORS for TOP EARNINGS!

Williams

SPARK PLUGS

★ 3 Selections for 1 Coin! ★ Change
Selection in Mid-Race! ★ Hilarious
Racing Action! ★ High Score!

SEE IT ... 
BUY IT ... 
AT YOUR 
DISTRIBUTOR 
NOW!

CREATORS OF 
DEPENDABLE 
PLAY APPEAL!

4242 W. FILLMORE ST. 
CHICAGO 24, ILLINOIS

MOA Convention Mar. 3, 4 & 5

OAKLAND, CALIF.—Music operators Of America (MOA) will hold its convention and display on March 3, 4 and 5 at the Palmer House, Chicago, it was announced by George A. Miller, president. At the same time Miller stated MOA will hold its convention separately and apart from all other conventions. "It is the policy of MOA to only display merchandise that is closely allied to the automatic phonograph business" said Miller.

"With the present copyright legislation and the OPS problem that faces the industry, every music operator in the nation will want to attend the MOA convention so that we can be better prepared and organized for future problems that will confront this particular industry" stated Miller. It was announced that the banquet will be held on Tuesday night, March 4, and top recording stars will take part in the floor show. A nationally known recording star will MC the banquet.

New Coin Wrapper

SACRAMENTO, CALIF. — Hendezize, Inc, this city, is featuring its new coin counting and wrapping device, called "Rap-A-Coin". The low priced item counts and wraps pennies, nickels and dimes. The operator simply inserts the desired tubular wrapper into the end of the corresponding tube. Coins are stacked on edge in the tube until it is filled, which gives a correct count.

"Ask the Man who Owns One"

RISTAUCRAT S-45

RISTAUCRAT, Inc. 1216 E. Wisconsin Appleton, Wisc.

Prepares Surprise For Music Ops

CHICAGO—The nothing official has been issued for publication as yet, it has become known that Ben Coven of Coven Distributing Company, Wurlitzer factory distributor in this territory, is preparing a unique surprise for music operators.

"At the present time", Ben Coven stated, "we are not prepared to divulge just what this surprise is, or will be.

"We will make official announcement just as soon as we possibly can and, we believe, the music ops in our territory will greatly welcome the surprise we are preparing.

"It is noticeable, at Coven Distributing headquarters, that much building and other carpenter work is in progress at this time.

Many changes are being made in the general layout of the firm's service departments.

Whatever the surprise is, Coven won't us yet give any details. He insists, instead: "It is something that means a great saving of expense and time for every music operator in this entire territory."

"It's What's in THE CASH BOX That Counts"
It's well past the rumor stage that Dan Stewart is the latest addition to the jobbers along the L. A. Coin Row, with his name being up in letters that are a bit too big for us to see. We haven't been able to find out the scheduled opening date, it appears to be soon, and while it's not yet officially announced, everybody along the street seems to know about it. Though we haven't been able to look, the newest Dan seems to be handling a fantastic photographic line. His competitors will have to do the jumping. As the season grows shorter, we now understand why Johnny told us a few weeks back that he's concentrating on novelties at least until Christmas. If there's anything any of us can use, we're buying his child, age or friend. Hawley has it from toys to furniture, from A-B-C blocks to radios.

Speaking of Christmas shopping for the folks, Badger Sales has issued a one-shooter announcing "Do A Favor for a Friend or a Customer. It's Wise and Sociable. All Merchandise in Our Stores is Filled and Shows Christmas Colors. Also OLA Real DeLuxe Machines, Wall-Type Machines, Beautifully Decorated. We've Doubled Our Stock of Beautiful Machines, and Show Christmas Colors. We're Confident of Delivery—" These will be at sale prices. We'll have a couple of items for sale to give away every week, AND—at a LOW, LOW PRICE FOR OUTSTANDING QUALITY. Comes in beautiful Green or striking Red—plastic color 17 inches in diameter. Order A BOX TODAY FOR REAL SAVINGS! USE YOUR PLAYING WRITE, Wire, Phone!"

Big news from Phil Robinson, who really looks as if he's dropped at least 25 pounds on that diet, is his recent trip to Mexico with a delegation of fellow merchants. Phil and his party spent a week in Mexico City and also went to the border cities. They were joined by a number of Mexican merchants, all of whom seemed to be enjoying the trip. Phil reports that he found the Mexicans to be very friendly and welcoming. He says he was impressed by the beauty of the country and the hospitality of the people. He also reports that the weather was very pleasant, with temperatures in the 70s most of the time.

On the Row: Wayne Teipel of Las Vegas... Santa Ana's Wm. Merrill... Roy Jones, Jr. of Ridgecrest... South Gate's Jim Cameron... R. G. Patterson of Corona... John P. Knowles of Long Beach... R. L. Gray from San Bernardino... Pomona's S. L. Griffin and Lloyd Barrett... G. F. Cooper from Riverside.

THROUGH THE CASH BOX

PLASTIC LADY SUSAN

An outstanding, beautiful all-precision colorful Plastic Lady Susan with a huge, gorgeous action, for $5.99 is sure to delight everyone. One of the best items for play or trade wherever you sell it. And—at a low, low price for outstanding quality. Comes in beautiful Green or striking Red—plastic color 17 inches in diameter. Order a box today for real savings! Use your playing write, wire, phone!

Ace PREMIUM SALES

1155 MILWAUKEE AVE.
Chicago 22, Illinois
(Phone: AT 8-6262)

SHUFFLEBOARD SUPPLIES

Shuffle Board Wax
Cone (10) $ .30
Cone (1) .05
Pecks (Set of 8) .10
Steam Seats $ .70
Fluorescent Lights, Panels .15
Used Wall-Type Scoreboard .75

We've Got Premiums! Write for our list!

PURVEYOR SHUFFLEBOARD COMPANY
3422 N. WESTERN AVENUE, CHICAGO, ILL.
(All Phones: Jumpeir 8-1846)

SHUFFLEBOARD SUPPLIES

Flying Fins
Top Capels
12.00
4.00

UNIVERSAL TWIN BOWLER

18-20 Foot Deluxe 8-Ball
Better Quality

ROCK-OLA SHUFFLEBOARDS

101

$129.50

$119.50

FOR QUANTITY PRICES!!

UNIVERSAL

PURVEYOR

We Buy

SHUFFLEBOARDS

101

$129.50

$119.50

FOR QUANTITY PRICES!!

We were very glad to see George Prock of General Distributing Company on his feet again after the serious accident he was in last week. For three of those of you who haven't heard, he went out one day to visit a friend, Ward Winters of Port Stockton, when a truck carrying a load of granite hit the side of his car. Winters was killed and Prock was in the hospital for almost a week. He came back to work after the accident happened just outside Waxahachie, Texas. We know how Prock escaped alive—his Cadillac is beyond repair. Lou Sebastian, the Southwestern representative of Rock-Ola, and Phil Weinberg, the Southwestern representative of Daily Manufacturing Company, were in town this week visiting the boys over at Walbox Sales Company, so Fred Barber reports. Two of the main cogs at American Distributing Co., and colorists for Matrosen's have been planning a goose hunting trip. They are going with Bob De Priest and Red McCallum. The hunt is to take place at College Port on the Gulf Coast. Says Joe, "We're taking the entire fall of which business will be our "Some season." Henry Manning, also of American Distributing, went to Waco this weekend to see the Texas Christian University vs. Baylor University. We hope he wasn't a Baylor fan for if so his trip was a failure, Baylor lost.

Gil Selheimer of B. & B. Vendor Company in El Paso was in Dallas not long ago on his way to the Texas A&M Baylor Game at Col. ice Station. He dropped in to see his friends at Commercial Music Company. Jack Sprockett of Temple was in Dallas on a buying spree. He is adding machines to his coin machines route and buying new cases for his cab company. Bob R. Wilson of Mineral Wells is setting a number of machines at Camp Wolters. Bill Helms of Childress is adding a whole new route to his operation. Hugo Jouris of Amarillo, who has converted to dime play on some of his machines, reports that his take has doubled. He wants to change all his machines to dime play. Vincent Lover of Fort Worth is changing over to one play for a dime and three plays for thirty cents. L. C. Newland of Plainview reports that business is good in his neck of the woods. Carl Casperon is back on the job after a stay in Baylor Hospital.

DALLAS DOINGS

MINNESOTA MUSINGS

The Minnesota and Dakota territory has had its first real snow fall of the year and it really came down and blanket the entire area to such an extent that the roads were blocked and practically impassible in several spots. It was a most refreshing outlook for the winter season.

Please mention THE CASH BOX when answering ads. It proves you're a real coin machine man!
Military And Manufacturing Activity Adds Population To 12 Areas

Ops Look For Additional Biz

WASHINGTON, D. C.—The Defense Production Authority this week added another group of critical defense housing areas to its list, involving vital defense and military establishments.

Pensacola, Fla. area. Increase in the number of military personnel amounts to almost 2,000 officers and enlisted men since 1950. Long-range plans will boost this number by several thousands. Civilian personnel necessary to maintain Air Force facilities at present constitute the entire available labor supply, indicating that future expansion of the base will require additional civilian workers.

Camp Stewart, Ga. area. Reactivation as a military installation in June has resulted in an overcrowding in adjacent areas.

Lorain County, Ohio, area. Manufacturing plants in the vicinity engaged in defense work have hired thousands of more workers.

Cocoa-Melbourne, Fla. area. Due to increased activity at the Patrick Air Force Base and the Guided Missile Base, approximately 4,000 additional persons will be added to the labor force by July 1952.

Babbitt, Minn. area. Mining activities essential to the defense program has created an influx of workers.

Benton, Ark. area. Expansion of aluminum ore mining facilities here since World War II has required many additional workers. Additional expansion by 1952 will bring another large group into this area.

Aberdeen, Md. area. With much activity at the Proving Grounds great expansion has brought many in from outside, and greater demand for skilled and professional personnel cannot be met from permanent population, and will require more immigration.

Rapid City-Sturgis, S. D. area. The Air Force base at Rapid City has increased from about 5,000 to more than 10,000 in military personnel since June 1950.

Rainbridge-Ekton, Md. area. Reactivation of the Naval Training Center near Port Deposit in January has crowded the area with civilian and naval personnel.

Barstow, Calif. area. Since the Marine Corps Depot of Supplies increased its activities many civilian and military personnel have been added.

Fort Sill-Lawton, Okla. area. An influx of military personnel has raised the camp's strength about 900 per cent since June 1950.

Camden - Shumaker, Ark. area. Stepped-up activity at the Naval Ammunition Depot has resulted in an influx of more than 5,000 workers.
The 14th annual banquet of the Automatic Music Operators Association, held Saturday night, November 3 in the Main Ballroom of the Hotel Commodore, exceeded even the most optimistic prognostications of the association officials. The attendance was larger than expected, with approximately 200 persons on hand; and the entertainment was absolutely tremendous, with practically every top recording artist in town making an appearance. Prior to the opening of the ballroom, two phonographs, Rock-Ola, entertained operators in private suites. Ed Wurgler, general sales manager for Wurlitzer, and A. D. Palmer, advertising and sales promotion manager for Wurlitzer, Hank H. Barber, head of the advertising account, with Joe Young and the staff of Young Distributing (Wurlitzer distributors) played hosts to leads of ops and their families. In the Rock-Ola suite, in addition to viewing the 80 selection Wall Box, and the “Super Rocket” phonos, operators and their families were able to interact with Art Weinand, J. Raymond Bacon and Bill Ravenscroft of Rock-Ola; and Bob White, Tom Burke, Bob Slifer, Charley Reissner, Ed Adams, Herman Halperin and Ed Wimby of Seaboard Distributors, the factory’s local distributors.

Many out-of-town ops and factory execs were on hand for the music ops banquet. From Connecticut, representing the state association, were; Abe Fish, president; Frank Marks, vice president; Irv Geldzer, a former assn. vice president; Jimmy Tolsiano; and Byron Atleon. . . Ben Becker, hustling special representation for Bally, had returned from the Canadian tour, and was staying on for the show. Several Rock-Ola distributors also were in to see Weinand and Bacon, but didn’t stay around for the banquet. These were: D. D. Lazar of Lynn, Mass., Morris Silverberg of Baltimore; and Cliff Ballie of Syracuse. Bally, by the way, just opens his Ballie Distributing Company at 647 So. West St., Syracuse, N. Y., where he will distribute the Rock-Ola line as well as wholesale all types of used equipment. . . Had quite an interesting talk with Bill Seussens, local op, who’s been at it since the early days of John Gabel. . . The “Senator,” Al Rock-Ola, wound up the all-night fete with a speech.

Max Weiss, Brooklyn op, tells us he’ll take in the NAMA show in Cleveland. . . Charley Sachs, Brooklyn op, had his minus and teen-aged daughter in tow—both beautiful, with daughter exceptionally so. . . Milly Green, who operates locally and in Miami, Fl., jubilant over the new Florida association. . .

Frank Calland, heads of the union connected with the music machine industry, once again brings his entire family, and his teen-aged son has quite a time lining up autographs of the recording artists. Frank will hold an important announcement to make regarding his union affiliation in about two weeks. . . Larry Serlin and Lou Price of Long Island, trip the light fantastic with their wives—and quite efficiently. . . Charley Arenson, Brooklyn Amusement Co., falls for the gag we pull on him every year. Bill Albers, Charley’s partner, quite ill, we understand. . . Mac Pearlman, former N. Y. wholesaler (pre-war) in Connecticut, at Al Koeppel’s represents his company at the banquet—the only half, Lucky Schenck, has to stay home and baby sit. . . Don’t get much chance to do more than say “hello” to Al Denver, president of the assn. Nash Gordon, his mgr., and Dorothy Wolsey, who spend a hectic evening, seeing that everything comes off as scheduled. The first of the Rock-Ola bands opens Thursday at Koeppel’s in Atlantic Highlands, N. J., most attractive, bright, evergreen. No hair. . . Stanley Feldman drops over to the table to say hello. . . Harry Siskind, who has quite an influence in the success of “The Story Of You,” very excited about a new male singer, whom he brings with him.

Members of the Tavern Owners’ Association, meeting in all boroughs of New York City on Tuesday, November 6, voted informally to raise the price of a glass of beer to 15c—and to add a nickel to the price of all other drinks. It was said that all but the smaller neighborhood houses in Manhattan had already raised the price of beer to 15c, usually for a nine oz. glass. It was stated that the same may retain their current prices of 11c per glass, it would be necessary to give the buyer a smaller glass. The increase was brought about by the rising tax and higher labor costs, according to the association. The price hike has been discussed by the Rock-Ola Distributing Co., R.O. Adams, president; Koeppel Distributing Co., John Christophano, arcade owner, and Hymie Rosenberg. . . Harry and Hymie Koeppel, Koeppel Distributing Company, since their disassociation from Harsh Coin, Machine Company on the plastics business, have been supplying the Rock-Ola Machine Company with many types of plastics for phonos, as well as that on used music machines has been booming the past month. . . Al Simon, Albert Simon, Inc., displaying ChiCoin’s 6-Player Bowling Alley with the new large, realistic, permanent light-up pins. . . Morris Rood, office manager of Runyon Sales Co., N. Y., moves into his new home in Maplewood, N. J., but finds out as an odd job, lawn and roses. The recent rain storm flooded his cellar, and he now has an unwanted swimming pool.

It’s what’s in the CASH BOX that counts.
Sensational Value Buys on Outstanding Equipment

Just off Location
Wurlitzer 1015
$169.50
Seebeurg 146
89.50

Used Shufle Games

Daily Shufle Bowler
$25.50
equip.
Super Twin Bowler
130.50
daily

Golf

UNI. Shufle Alley W/Covy
19.50
Mrs. Double Header
98.50

Shuffle Games

Shuffle Alley
58.50
Shuffle Statue
16.50

Used Jumbo Pin Games

Special Entry
37.50
Entry
10.50

Citation
120.50
Challenge
160.50
Turf King (All Series)
325.00

New Shuffle Games

19 Pin Game
49.50

United 6-Player
19.50

Chicago Chatter

Chase 6-Player
18.50

Coven Distributing Company

3181 Elston
Chicago 18, Ill.

Independence 3-2210

Authorized Distributor for

Wurlitzer Phonographs 1400 & 1450
Bally Products
Ferro Point Needle

It's what's in the CASH BOX That Counts!


WANT—Warlitzer Model 1250’s. 1100’s, 1015’s, Seaborg-M-100, 1100’s, late pin games, alley or arcade equipment. Write, wire or phone, HUSH DIST. CO., 286 N. 29th ST., MIAMI, FLA. Tel.: 3-4623.

WANT—Mills & Jennings Rolls, Consoles, Pin Ball Games, Used Phonos, Solotone Model A, Selective Wall Boxes & Master Entrepreneurs. REG. U. S. PAT. OFF., 779 BANK ST., OTTAWA, CANADA.

WANT—Now, surplus stock of new major labels. Mail us quantity of brands and your name and address. We will mail you top quotations. G. A. O. DIST. CO., 4142 W. ARMITAGE AVENUE, CHICAGO, I11. Tel.: Dickens 2-060.

WANT—Warlitzer 1100, 1250, 1400, 1017, 1217, Seaborg-M-100, AMI C-1000. Also late 50’s, 60’s and early 70’s Wall Boxes, Scales, Speakers, Adaptors, Mutos, Stoppers, etc. Write stating condition. HOPE TRION CIC, THOMAS ST., CHICAGO 26.

WANT—We want used Turf Kings. Used Shelle Board scoring units. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVENUE, SEATTLE, WASH.

WANT—Your used or surplus records. We buy all year round and pay top prices up to 5% blues and race. No lot too large or too small. We also buy closeout inventories. BEACON SHOPS 821, NO. MAIN ST., PROVIDENCE, R. I. Tel.: UNION 1-0350.

WANT—All types of post-war flipper five ball games, in any quantity. Give us the prices you are in, and when ready to ship. MANN & SEV. CO., 5 PARKHURST AVE., NEWARK 2, N. J.

WANT—What have you in new lines of equipment? Write us first. ROCK ISLAND DISTRIBUTING CO., 2505 S. 13TH AVE., ROCK ISLAND, I11. Tel.: 6-6477.

WANT—Used Records from 500 to 50,000. Give us the names of labels, quantity and prices paid for rhumbas. We pay freight. C & L MUSIC CO., 11 BAYBERRY ROAD, FRANKLIN SQ., L. I., N. Y.

WANT—Unload unwanted equipment. Tell us what you have. We carry a complete line of pin games, legal equipment and phonographs. We can arrange to pick up equipment. We will offer attractive price and delivery. 101 MAIN ST., BUFFALO, N. Y. Tel.: Lincoln 9106.


WANT—Post Card Vendors. 5¢ or 2¢ Vendors, Moving Picture Machines all makes. Write: J. W. LANDI, 323 SANFORD RD., UPPER BARRY, PA.

WANT—By Operator: Bally One Balls, Citation, Champion, Turf King. Also late 50’s and post-war phonographs. All machines must be A-1 and ready for location. ACTIVATION & MANUFACTURING CORP., 2920-80-82, GOSSET ST., ANDERSON, S. C. Tel.: 2310.


WANT—One or a hundred phonos and all makes. Kill waiting. Will buy your old records, of use or music, or games. Also want. tabs, parts, supplies of all makes. Write, Wire, Phone. C. A. ROBIN- SON CORP., 2341 W. PICO BLVD., ANGELES, CALIF. (Tel. Dünkirk 3-1810).

WANT—Turf Kings for cash or we will trade for U. S. LIEBERMAN MUSIC CO. 257 PLYMOUTH AVE., NO. MINNE- SAPO.

How To Use "The Confidential Price Lists"

FOREWORD: Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter "The Confidential Price Lists" can only feature the market prices they observe. "The Confidential Price Lists" acts exactly the same as the market quotation board at the Stock Exchange—passing the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. "The Confidential Price Lists", rather than show no price, retain the last known prices for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices may be very widely divergent. Someone on the West Coast may feel a certain machine worth $5.00 whereas someone on the East Coast may think it is worth $75.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. (Some equipment offered by outstanding firms, having a reputation for shipping completely reconditioned machines, will be offered at higher prices than others, due to the added costs of reconditioning.) "The Confidential Price Lists" for goes each in as it made and depends on the subscriber to make average price adjustments to fit the peculiarities of his territory.

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

EXPLANATION

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

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WURLITZER

SEEBURG

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CONFIDENTIAL PRICE LIST

PHONOGRAFHS

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THE CASH BOX, Page 36

November 17, 1951

COPYRIGHT 1951. REPRODUCTION OR QUOTATION NOT PERMITTED.
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<th>PACKARD</th>
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**This Week's Used Market**

The readers following the trading in the used machines market will have noticed that these columns have noticed that in the past few weeks prices and activity have risen sharply. As usual, there was a marked decrease in the asking prices for machines. The important items that sold best were 1-2-cent base machines. It is the fact that some wholesalers have lowered their prices as far as the low figures in the price range is concerned, but all wholesalers seem to be under a pressure to have even raised prices as far as the high figures are concerned. This represents a very important trend in the used machine market. The most important pin, shuffle, and arcade pieces are still very active as it has the past few weeks, and the prices also held comparatively fast with little fluctuation either up or down. S earlier, Sales of pinball equipment and even some of the more dormant pieces were the equipment responsible for the slight decline noticed in this week's trading. Pins showed the most active market of all and this division, too, carried the greatest amount of merchandise. The result has been quoted for many weeks.

As usual the pins represented the greatest volume of trading, and it is a result it carried the largest amount of items that have fallen in price. This, however, is not an alarming situation, for it was the more dormant equipment that showed these decreases and most of the popular pieces continued to bring the prices set by past trading.

The music division showed a fair amount of trading with machines like the Wurlitzer 1915 and 1100 leading the way. All other machines have been in the general pattern developed by this week's buying and selling.

The arcade and shuffle equipment represented a true picture of the current market with the big sellers holding to somewhat of a constant price and the machines showing most of the fluctuations. This division also continued to be as active as it has been during the current surge in all equipment.

**The following was the most active equipment in this week's used market:**

<table>
<thead>
<tr>
<th><strong>Most Active Used Music</strong></th>
<th><strong>Most Active Used Pin Games</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Held—Wurlitzer 500K $59.00-$71.00</td>
<td>Held—Champion (B 34) $69.50-$87.50</td>
</tr>
<tr>
<td>Held—Wurlitzer 1050 35.00-45.00</td>
<td>Held—Up &amp; Down 650 $30.00-45.00</td>
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<tr>
<td>Held—Down 1050 165.00-295.00</td>
<td>Held—Down 850 45.00-55.00</td>
</tr>
<tr>
<td>Held—Seeburg 195 195.00-250.00</td>
<td>Held—Up &amp; Down 1100 350.00-450.00</td>
</tr>
<tr>
<td>Held—Seeburg 142 195.00-225.00</td>
<td>Held—Up &amp; Down 142 295.00-350.00</td>
</tr>
<tr>
<td>Held—Packard Pla Mor 10.00-15.00</td>
<td>Held—Down 147 195.00-225.00</td>
</tr>
<tr>
<td>Held—Packard Manhattan 125.40-165.00</td>
<td>Held—Down 147M 195.00-225.00</td>
</tr>
<tr>
<td>Held—Down 147M 195.00-225.00</td>
<td>Held—Down 147M 195.00-240.00</td>
</tr>
<tr>
<td>Held—Down 147M 195.00-240.00</td>
<td>Held—Down Turf King 225.00-345.00</td>
</tr>
<tr>
<td>Held—Down Winner (Univ) 175.00-275.00</td>
<td>Held—Down Winner (Univ) 175.00-275.00</td>
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</tbody>
</table>

**Manufacturers New Equipment**

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

<table>
<thead>
<tr>
<th><strong>A&amp;M, INC.</strong></th>
<th><strong>Bally MFG. CO.</strong></th>
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</thead>
<tbody>
<tr>
<td>Model: B-40 Phonograph $795.00</td>
<td>Shuffe Line $430.00</td>
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<tr>
<td>Model BS-3M Hideaway $755.00</td>
<td>Bride's Companion $25.00</td>
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<tr>
<td>Se-Hc Wall Box (40 Selections) $28.00</td>
<td>Euchre $415.00</td>
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<tr>
<td>Se-Hc Wall Box (50 Selections) $35.00</td>
<td>Whist $415.00</td>
</tr>
<tr>
<td>Se-Hc Wall Box (60 Selections) $45.00</td>
<td>Whiz $415.00</td>
</tr>
<tr>
<td>Wall &amp; Ball Wall Box $50.00</td>
<td>Wills Box Score $35.00</td>
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<tr>
<td>Wall &amp; Ball Wall Box $50.00</td>
<td>Wall &amp; Ball Wall Box $50.00</td>
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<tr>
<td>Wall &amp; Ball Wall Box $50.00</td>
<td>Wall &amp; Ball Wall Box $50.00</td>
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</table>

**AMERICAN RADIO HISTORY**

This issue of American Radio History contains articles on the history of radio and television. The articles are written by experts in the field and provide a comprehensive overview of the development of these technologies. The issue also includes a section on the history of sound recording, featuring articles on the history of phonographs and gramophones. The newsletter also includes a section on the history of music, with articles on the development of popular music and the role of radio in promoting new artists. The issue concludes with a section on the history of broadcasting, covering the evolution of radio and television stations across the United States. The issue is available for purchase through the website www.americanradiohistory.com.
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