One of Dave Kapp's first functions on joining RCA Victor as Director of pop A & R, was to help Freddy Martin celebrate his thirteenth anniversary on the Victor label. Freddy, who has been at the diskery longer than any other artist who is currently recording, has sold a total of more than 20 million discs. Left to right are Dave Kapp; Dorothy Loudon, who is at the opposite end of the scale from Freddy, being the most recently signed Victor artist; Freddy Martin; and George R. Marek, Director of all Victor A & R activities.
From Every Angle the Phonograph that fills Operator's needs!

To help you make more money—all phonographs are set at the factory for 1 play for 10c—3 plays for 25c—Easily changed for other combinations desired.

ROCK-OLA MANUFACTURING CORP. 800 North Kedzie Avenue - Chicago 51, Illinois
INTERPRETATIONS to Clarify Various Rulings

With the approach of the New Year many changes have come about in the industry.

Methods which were in vogue for many, many years, have now completely changed.

New laws and new rulings, which have come into effect, have been responsible for creating an entirely new type industry.

Not only new national, but new state, city, and village laws are now in effect.

These make for new methods, new type business operations and, especially, for an entire change in the overall sales and operating picture of this trade.

For years there has been a hush-hush attitude regarding obtaining interpretations of new laws.

In years gone by all believed that, somehow, as time went on, interpretations of new legislation and rulings would come about of their own accord in the natural course of events, and that the industry could then proceed more freely.

But, those were the days when investments in this field were comparatively, very small.

Today, investment in the coin operated machines businesses all over the nation, for small and large operators alike, runs into many, many thousands of dollars.

Men with so much money invested want to know how to proceed. What they can, and what they cannot do, so that they do not endanger the large investments they have in their businesses.

As one noted leader in the field stated just a short time ago:

"It's high time for the trade to get interpretations to clarify the various new laws and rulings which have come into effect."

The legislative crusade seems to have run its course and, at long last, has settled down, after raising the roof with many businesses.

There are now so many, many rulings in effect, one piled atop the other, that the statement by this leader is sound and logical.

Complete clarification of all new rulings thru official or judicial interpretation is the one and only way in which the peoples engaged in the industry can learn just where they stand.

This is the only way the members of the field will know how to proceed in the future.

There is no one in business today who wants to endanger his investment thru ignorance of the facts.

Few know, even among those who created the legislation which has come into effect, just what interpretations can be, or should be made, regarding the laws created.

But there are men with many thousands of dollars invested. Some have worked an average lifetime to accumulate these investments. Others entered into the field on the theory that whatever they have invested is safe.

These men, as well as all others in the trade, want to know where they stand.

What are they doing which may, in any fashion whatsoever, be construed as opposite of the new legislation and rulings which have come into being?

Few dare to tread the stairway of legal or official entanglements in these days even to clarify their own business situation.

But, the time has at last arrived, when men of stony hearts and inquisitive, as well as intelligent minds, must face the facts.

They want to know just how they stand.

They want to know what they must do to stay within the limits of the new rulings.

The one and only way they will ever know, so as not to endanger their large investments, is to obtain official or judicial interpretations which will most completely clarify all questions regarding the new rulings.
THE TEN RECORDS

DISK JOCKEY'S PLAYED MOST THIS WEEK

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

1. **SIN**
   - Eddy Howard (Mercury)
   - Four Aces (Victoria)
2. **undeCIDE**
   - Amos Bros. & Les Brown (Coral)
3. **CHARMAINE**
   - Mantovani (London)
4. **CRY**
   - Johnnie Ray (Okeh)
5. **COLD, COLD HEART**
   - Tony Bennett (Columbia)
6. **SLOW POKE**
   - Pee Wee King (RCA Victor)
7. **SHRIMP BOATS**
   - Jo Stafford (Columbia)
8. **JEALOUSY**
   - Dolores Gray (Decca)
9. **BECAUSE OF YOU**
   - Frankie Laine (Columbia)
10. **LITTLE WHITE CLOUD**
    - Tony Bennett (Columbia)
    - Tony Bennett (Columbia)

Sol Handwerger of MGM passes along a couple of notes from Betty Jeanne (WMUS-Muskegon, Mich.) and Bill Ahles (WG&T-Gettysburg, Pa.) thanking him for the way in which he handled their gripe regarding lack of MGM Records. Sol says he's happy this column lets him know about jockeys who aren't getting his company's disks, otherwise he'd never find out about it. ... Ed Penney (WTAO-Boston) now has 72 commercials in 4 hours—not that he's complaining, mind you. ... Lonesome Leo (KTLW-Texas City, Texas) has a daily guest star show. He'd like some ideas and records. ... Bil Randle due for a visit to New York. ... Bill Williams (WJZ-New York) now conducting the show from Howie's. ... Collier's is doing a Mitch Miller story with quotes from several publishers.

Jerry Wexler, who is now handling publicity for Robbins, Feist and Miller, is dreaming up all sorts of gimmicks and script ideas for disk jockeys. Any dj who has a good idea for Jerry to work on, can drop him a note. ... Bud Brees, who's been doing a bang up job at WPEN in Philadelphia, opened at the Rendevous Club last week. ... Jimmy Martin gave a cocktail party for djs in the Parade Room of the Ambassador East Hotel in Chicago last Friday introducing his MGM distributor line. ... Bill Lynch has returned to the staff of WYVO in Rochester, Pa., after an extended stay on the KQV, Pittsburgh staff. ... Sid Dickler has been given the "go back to work" OK from his doctor after a rather severe seige of virus, sinus and other ailments. Sid's now doing "On The Record" via WMCK, McKeesport, Pa., a program which he originated for the station four years ago. Also doing his own "Review In Rhythm" and "Swinging Down The Lane" sessions when he has guests. ... Danny Fusso, pop dj over WBN in Utica, N. Y., getting excellent reaction to Bull Moose Jackson's King recording of "Trust In Me." Danny doesn't do as much play rhythm and blues, but this one is liked.

Dotti Checchi (WMEX-Boston) is in St. Elizabeth's Hospital, Brighton, Mass. Cheer-up letters from the music boys will help her get well faster. ... John Wriley (WFGM-Pittsburgh, Mass.) writes that "Disc-Jockey USA" his Cash Box show, has become the local authority on the nation's top ten Del Ward (WGN-Chicago) is now going pop in addition to her folk record program. She uses pop material from 12 midnight to 3 A.M. and folk and hillbilly from 3 to 6 A.M. ... Herb Sheldon, on his afternoon show from WJZ-New York, almost broke up with laughter when his guest June Valli told him that when she was called upon to sing at a wedding recently the first tune that came into her head, and the one she sang, was "Stormy Weather." "I guess it was a little inappropriate for the occasion," she admitted.
"THE CASH BOX"

"DOWN IN THE VALLEY" (2:52)
"RED RIVER VALLEY" (2:49)
ANDREW SISTERS
(Decca 27894; 9-27894)
- The Andrews Sisters take two standards and give them a lovely working over on this platter. The first half is done by the girls and a chorus with Vic Schoen doing the accompanying. It comes out real pretty. The lower end is another pleasant sounding side featuring the harmony of the girls. Ops won't want to miss this.

"DANCE ME LOOSE" (2:49)
"SLOW POKE" (2:52)
ARTHUR GODFREY
(Columbia 19632; 2:4632)
- Arthur Godfrey goes into a Dutch accent to turn out a side which has been getting a bit pegs. A happy sounding novelty, this item is helped along by the Charlottees and Archie Bleyer's orchestra. Godfrey's current hit is current which Godfrey also does in his own style. The top half might go.

"DOUL LOOK-A-THERE, AIN'T SHE PRETTY?" (2:48)
"KEEP ME IN MIND" (2:45)
BUDDY GRECO
(MGM 11125; K11125)
- A standard receives the Buddy Greco treatment on the upper end as Buddy and the Three Sharps go through their paces. With a good vocal and some piano work to match, this one sounds fine. Bottom half is a ballad which Buddy also does ok with. The top deck gets our nod.

"SWINGIN' DOWN THE LANE" (2:39)
"SWOON MAN" (2:31)
HELEN FORREST
(MGM 11128)
- A reissue of a couple of wonderful sides by Helen Forrest makes for terrific listening here. The upper half of the platter is a grand oldie which Helen knows exactly how to do. While the bottom half is another tune which she sings beautifully, Ops will want to listen in here.

"YASAS" (2:50)
"DOMINO" (2:20)
SINDEY TORCH ORCHESTRA
(Coral 60611)
- A fast moving number with a foreign flavor to it is belted home in a convincing manner by the Sidney Torch orchestra and the Torch Singers. The chorus and the treatment make this an interesting end. Fill is a current hit that seems to have a ripened rendition from the orchestra. Both sides should get some play.

"THE NIGHT IS YOUNG AND YOU'RE SO BEAUTIFUL" (3:05)
"LULLABY OF THE LEAVES" (2:53)
LLOYD SLOOR & BOB MITCHELL
(Tempo 12946)
- Two similar sounding ends are turned out by the organ playing duo of Lloyd Sloor and Bob Mitchell. The boys combine their talents and blend nicely on both sides, which are oldies that are done slowly and softly. This type of music could go if ops have the right locations.

"WAGON WHEEL" Rave-On
"HEAVEN DROPPED HER CURTAIN DOWN"
RCA Victor 20-4401; 47-4401
"DIXIE JUMP" Ralph Flanagan
RCA Victor 20-4402; 47-4402
"A WEAKER OF DREAMS" Billy Eckstine
(MGM 11125; K11125)
"DANCE ME LOOSE" Arthur Godfrey, Columbia 39362; 4-39362

- ROSEMARY CLOONEY
(Columbia 39631: 2:39631)
- With the current accent on the honky tonk tunes, Rosemary Clooney gets right into the swing of things and comes up with one of the more likely discs. The number is labeled "Why Don't You Love Me" and it contains all the bounce and happy quality of sounds of this kind. Rosemary, who adjoins her singing mood to fit almost any thing, again fits right into the feeling of the number and delivers a first class job. Percy Faith and his musical crew present a top flight musical setting for this half and make the lid one side ops will want to get with real soon. The lower deck is another powerful entry in the form of a new tune with a lovely melody. Here too Rosemary does out a wonderful vocal to the excellent backing afforded by Percy and the orchestra. Ops have in this disk a two sided entry and they can't afford to miss it up on it.

"IN A LITTLE SPANISH TOWN"
"TAHITIAN DANCE"
JOSE MELIS
(Mercury 5757; 5753 x 45)
- An oddie that's been transformed into a Latin American number is once again given another whirl by Jose Melis. This instrument should draw coin. The lower deck is another instrument of a fast moving samba and here too the boys do a good job. The lower deck deserves some attention from ops.

FOREVER BEGINS TODAY"
"SIT DOWN YOU'RE ROCKIN THE BOAT"
AL JELANE
(2:56)
CURT MASSEY
(Coral 60615; 9-60615)
- A pleasant ballad is eased through on the upper half by Curt Massey and the Heartbeats, with George Cates supplying the musical backdrop. The upper side is an old ditty with new lyrics and a new format in the form of a Mexican Shuffie. Ops have their pick of either of.

"I'LL ALWAYS LOVE YOU SOME"
"LET ME DREAM"
(THE FOUR MATYS BROTHERS
(Coral 60616; 9-60616)
- A ballad ballad is made to sound appealing on the first side by the Four Matys Brothers. The vocal lead does the song well and puts a lot of life in this neat material. The boys have themselves another slow number on the lower portion of the disk and with the help of a steel guitar come up with a listenable item. Ops should look in.

"THERE'S A HOLE IN THE BOTTOM OF THE SEA"
"UNCLE POCKETS"
DANNY KAYE
(Decca 27895; 9-27895)
- An old favorite comedia is given a new and novelistic of Danny Kaye. Danny and the chorus make this cute novelty number sound real. The bottom deck is another novelty that Danny handles easily and here too ops have some interesting material to work with.

"A WEAVER OF DREAMS"
"TAKE ME BACK"
BILLY ECKSTINE
(MGM 11125; K11125)
- Two pretty ballads are given the typographic treatment by the Eckstine on this new waxing. Both sides are done softly and smoothly with Billy in a distinctive style. The disc goes through to first rate completions. Nelson Riddle and his orchestra do the musical setting. Ops should watch both halves carefully.

"SHINE OF SAINT CECILLA"
"SOMETIMES REMIND ME TO TELL YOU"
PHIL BRITO
(MGM 1117; K11127)
- The upper end features Phil Brito with the vocal of a slow, easy going ballad. Putting lots of feeling into the lyrics Phil comes out with a potent platter. The second level is another slow one. At least Phil and the orchestra bring home here as a listenable lid. Our nod goes to the first disk.

"JALOUSIE"
"LULLABY"
"(2:45)
"(2:39)
Buddy MORROW ORCHESTRA
(Mercury 5753; 5753 x 45)
- A current revival is sent through fast fashion by the Buddy Morrow orchestra and the result is a pleasure ful hall. Buddy himself handles the trombone and adds to the listenable appeal with a fine bit of blowing. Fill is a current hit that seems to have a dreamy and again the boys have an ok side. Ops might take a peek at the upper end.

"BE MY LIFE'S COMPANION"
"THE OKLAHOMA POLKA"
GEORGE GIBBS
(Mercury 5758; 5785 x 45)
- A current plug tune that seems destined to be for long play is run through in a interesting manner by Georata Gibbs and the Glenn Oscher orchestra. On the lower deck the Gibbs and the boys belt a fast moving and happy polka around. Above the level is the one that's gonna make noise and ops should watch it.
The Cash Box, Music

December 22, 1951

The FOUR ACES thank...

DECCA RECORDS

... for helping to make our first Decca release such an outstanding success.

"TELL ME WHY"

and

"GARDEN IN THE RAIN"

Decca #27560

SLEEPER OF THE WEEK

(from CASH BOX—Dec. 1, 1951)

...a hit on the top deck which looks as though it's gonna stay "Tell Me Why"... The hit of the week. This one has got mileage and a terrific performance from the group... On the lower end, they tackle an oldie called "Garden In The Rain" and give it their own kind of treatment...

WALTER WINCHELL—who says (from Sunday Mirror, Dec. 2nd) Carry Me 7} song is "Sin"... Force songwriting is no small task... and an unknown group (The 4 Aces) matching two CBS songsmiths of Ch-town, Pa.

COLUMNS and NEWSPAPERMAN

... for their resounding reception and their wonderful reviews of our efforts wherever we've had the opportunity to perform...

... our appreciation, too, to the MANY OTHERS who have helped us all along the way.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
“MARCHETA” (3:08)
“DON'T TAKE YOUR LOVE AWAY FROM ME” (2:49)

TOMMY DORSEY ORCH.
(Decca 27890; 9-27890)

- A couple of old Tommy Dorsey sides are reassured here and they still make for wonderful listening. The upper half is a standard which Jack Leonard sings in grand style as the orchestra backs him up superbly. The lower half is a ballad done as an instrumental and this too comes off smoothly. This is a good bet for ops.

“BERMUDA” (3:21)
“THE LITTLE WHITE CLOUD THAT CRIED” (2:31)

ROBERTA LEE
(Decca 27893; 9-27893)

- Roberta Lee comes through with two strong sides. The top end is a new one written by a ten-year-old and it certainly sounds terrific. The bottom half is a tune which is already climbing on the charts and this version will give it another push. All in all two fine sides.

“DOMINO” (2:43)
“CHARMAINE” (2:39)

ETHEL SMITH
(Decca 27896; 9-27896)

- Two current pop hits are taken in tow and given the Ethel Smith treatment here. Ethel runs through these tunes making with her grand organ music. Both sides have been getting a big play and for the spots which go for organ music, these treatments should be just the thing.

“PUT YOUR LITTLE FOOT RIGHT OUT” (2:43)
“DIXIE” (2:40)

RUSS MORGAN ORCH.
(Decca 27846; 9-27846)

- A happy sounding side is dished out by Russ Morgan as he shows up with a good version. He and the Morganaires come through on the vocal as the orchestra makes with the music. The bottom half is an old favorite getting a new version. The top deck looks good.

“WAGON WHEELS” (2:40)
“THERE'S NO USE PRETENDING” (2:36)

THE RAVENS
(Mercer 8259; 8259 45)

- The vocal harmony of the Ravens is out to wonderful use on the top end. As a result the boys break out with a lovely oldie that might easily go all the way again. The second level is a ballad that the group also carries through in a winning fashion. The side to watch closely is the upper one.

“SLEEPER OF THE WEEK

“I WANNA SAY HELLO” (2:29)
“I LOVE THE SUNSHINE OF YOUR SMILE” (2:28)

SIR HUBERT PIMM & ELLEN SUTTON
(Kem 2710)

- A honky tonk number that's breaking all over the country bids fair to be the next sensational record hit. With a piano workout from Sir Hubert Pimm and a shouting vocal from Ellen Sutton, this one has a sound which could very well make it step out. Ops should find it a steady coin catcher in their machines. The voices in the background give the disk a happy setting which makes you feel as though you're in a large group and the combination of the piano playing and music hall vocal is enough to send it across. The bottom half, done in the same style is a tune which was first introduced several months ago. It too gets the treatment from Sir Hubert Pimm and Ellen Sutton. It’s the first half that's breaking, however. Ops better not pass it up.

“DON'T LEAVE MY POOR HEART BREAKING” (2:44)
“LOVIN’ MACHINE” (2:34)

ELLIO LAWRENCE ORCH.
(King 15137)

- The Elliot Lawrence orchestra, with Lloyd Copas and Rosiland Patton handling the lyrics, turn out two contrasting sides. The first level is a western sounding ballad that comes out ok. The second level is a new rhythm and blues number that is given a listenable treatment. Ops might take a peek.

“SIN” (2:26)
“AIRPLANE POLKA” (2:21)

GAYLE WALTON
(Pyramid 374)

- Gayle Walton offers a pair of organ solos on this new waxing. The top end is a pretty rendition of a country hit and this side could prove interesting in the right spots. The bottom deck is a likely solo that also varies lots of appeal and ops with the proper locations oughta watch it.

“HEAVEN DROPPED HER CURTAIN DOWN” (3:25)
“I WOULD IF I COULD” (2:22)

FREDDY MARTIN ORCH.
(RCA Victor 20-4401; 47-4401)

- A very pretty ballad is given a good send off by the Freddy Martin orchestra on the top disc. Merry Griffin, who takes care of the lyrics, does a first class job to round out the lid. The lower half is a happy sounding thing that's done with a popula flavor. Ops oughta get with the first side.

“DON'T LET JULIA FOOL YOU” (2:46)
“I'VE TRIED A MILLION TIMES” (2:43)

BENNY STRONG ORCH.
(Capitol 1896; F-1896)

- The top deck is a cute oldie that's given a first rate treatment from Benny Strong and his orchestra. This half is a novelty number and it might prove interesting material. The lower end too is done in the novelty vein and ops in the market for a disk of this nature oughta look in.

“IT'S ALL IN THE GAME” (2:55)
“ALL OVER AGAIN” (2:45)

BETTIE CLOONEY
(King 15150)

- Two wonderful ballads get lovely vocals from Bettie Clooney on this new waxing. Both sides are current favorites and this alone can easily make the disk attractive fare. Bettie receives a good musical assist from the Elliot Lawrence orchestra in putting the tunes over. Ops should take a look.

“SHUT THE DOOR” (2:50)
“I IDOLIZE MY BABY'S EYES” (2:55)

JOHNNY LONG ORCH.
(King 15177)

- A jumpy novelty number with some very cute lyrics is handled pleasantly by the Johnny Long orchestra. Rod Kinder pipes the lyrics here and adds to the appeal of this half. The bottom disc is another cute novelty thing that finds Jimmy Sedlar on the vocals. Looks like a toss up here from.

“BLUES” (2:45)
“FLAPPERETTE” (2:30)

JERRY MURAD'S HARMONICATS
(Mercury 5756; 5756 X 45)

- A tune that has had the top instrumental groups making recordings is now dished up by Jerry Murad's Harmonicats. The distinctive harmonica playing of these artists make for some grand listening. Again in the under siding the group turns in a fine performance of a cute sounding thing. Ops should watch it.

“DIXIE JUMP” (3:24)

“JUST ONE MORE CHANCE” (2:55)

RALPH FLANAGAN
(RCA Victor 20-4402; 47-4402)

- A terrific instrumental is turned out by that Ralph Flanagan orchestra on the upper end. It's an oldie that gets a wonderful send off by the whole group and it should make good jive box fare. The second side finds Harry Freeman handling the lyrics to another oldie that has currently been revived. Ops oughta get with the top deck.

“CRAZY HEART” (1:58)
“ANY TIME” (2:11)

HELEN O'CONNELL
(Capitol 1895; F-1895)

- From the western lead comes a tune by Helen O'Connell going through in an enjoyable manner on the top side. Helen O'Connell offers the musical setting here and continues his fine baton twirling on the under half which is another grand number that Helen brings home easily. Ops can take their pick here.

“OUT IN THE COLD AGAIN” (2:58)
“CHARMAINE” (3:00)

JULIA LEE
(Capitol 1896; F-1896)

- A tune that's still hangin' around is sent through its paces in a slow and feeling manner by Julia Lee and Her Boy Friends. Dave Cavanaugh and his sax are featured on this top end. The lower lid is a fast moving instrumental that shows the fine drumming of Baby Lovett to good advantage. Both numbers have drawing power.

“CRYIN' SHAME” (2:26)
“SAVOY BLUES” (2:50)

BO GROBY
(Capitol 1894; F-1894)

- Bob Groby, assisted by Jeanne Gayle and the Bobcats, spins through a novelty number that comes out as good listening. These artists give the tune a thorough going over and their treatment has been well done. The bottom disc is a slow instrumental that also makes for easy listening. Ops have their choice of either lid.

December 22, 1951
NEW YORK:

We know a father who's a little worried about his daughter. She's just turned six and she hasn't written a song yet. . . . Patry Montana is the writer of 'I Wanna Be A Cowboy's Sweetheart,' Patti Page's latest, and not another writer as one of the trade journals reported. . . . Somewhere Louise Carlyle will have a spot in the forthcoming musical "A Month Of Sundays" which will break in in Boston, December 24. . . . Following on the heels of a nine-song pop album which she wrote 'Snowflakes' comes two sisters, one ten and one sixteen, who have written 'Bermuda' which they recorded themselves for Victor under the name of the Bel Sisters. . . . Writer Joe Shuster has left his spot with Oxtrow Music to go out on his own as a publisher. First plugin to be, "In Your Hat." . . . The Four Aces' hit 'Tell Me Why' has been turned over to Human Music for selling agents. . . . A fast talking promoter has been contacting artists with the story that he represents over 1000 juke boxes locally and seeking personal appearances at juke box locations with the promise of presenting them with an award. This is strictly a phony and artists are cautioned to check thoroughly. . . . Early Bootie, hurt in an automobile accident in Georgia, was flown to a New York hospital. . . . Sir Hubert Pimm, the pianist on the Kem disk "I Wanna Say Hello," is really Jimmy McDonald, the arranger. . . . Savoy has signed Billy Fitzgerald, Everett LeGall and "H-Bomb" Ferguson. . . . The writers of 'Cruising Down The River' have come up with another called 'River In The Moonlight.' The majors have it covered. . . . Guy Mitchell goes into the Roxy starting December 26 at a top star's figure. . . . Derby has inked Chuck McClain, banjoist and Earl Robbins, vocalist. . . . "Stompin' At The Savoy" the Modernaires' newest sounds like the Glenn Miller days. . . . Earl Garner into Cafe Society for a month's stay. . . . Charles Gable planning to bring Billy May's Capitol recording outfit East for the Spring.

CHICAGO:

Pee Wee King broke into town this past week but, didn't get a very cordial greeting from this big shouldered, bustling, windy city of Chicago. Pee Wee parked his car in a parking lot near United Broadcasting studios, and when he returned, his very expensive ($1,500) accordion was gone. Stolen. And just after he had spent some hundreds of dollars to have new and beautifully etched straps put on the instrument. Anyway. Pee Wee said, I'm still happy over the fact that we received our forthcoming tune, "Silver & Gold," looks like a "natural" to follow-up "Slow Poke." (Tune was penned by Bob Crosby and Del Charly.)

There are whispers about town that some of the tunes Jimmy Martin hasn't yet pressed may soon appear on a major label. Hal Tate phoned to state he's on his way to Noo Yawk to talk TV disc jockey pies. . . . David LeWinter thrilled to bits over the news that "A Pump Room At The Pump Room" album gone so great Columbia may make singles out of some of the platters. . . . Jeri Southern's deal, "You Better Go Now" going all over. . . . Last week Friday was the day of the big cocktail bazaar. Both Capitol and Jimmy Martin ganged up on the deejays with cocktail parties. Capitol held their's at the Penthouse of the Sherman Hotel, Jimmy had his that evening at the Paradise Room of the Ambassador East. Many a guy staggered home. . . . Frank Albert is doing a very, very grand job at the Chez and the crowds are coming to kill. She's certainly developed into definite movie material. And what great pipes. . . . Christine Nelson advises us, at long last, leaving the Butte. . . . Nelson's been a local. Longest stay of any gal at this noted spot. . . . Sherman Hayes reported to be terrifically pleasing the pack crowds at the Mayfair Room. . . . for certain, Lyn Burton is now a restaurateur. Lyn's in with Bert Wilson and Peggy Sabel as owners of the Steak House, Chicago at Bush. . . . Soooowhat are you waiting for?

LOS ANGELES:

It was Capitol's turn at the cocktail party circuit this trip, the occasion being Yma Sumace's opening at the Coconut Grove. . . . On tap at the party were the usual group of deejays, newspaper columnists and trade reps with a little time, varying degree of thirst and, in this case, an honest curiosity about the fabulous Miss Sumace. . . . We, too, got up close to meet the Peruvian beauty with the amazing vocal range of four octaves and found that she speaks, with a South American accent, in quite a normal range, maybe no more than one octave. . . . Charming she is and with an unquestionable, great and rare talent. . . . In addition to Capitol's Hal Cook and Joe Mathews, among others the Hollywood office and downtown distrib staffs, local deejays and scribes and a generous batch of those Ambassador Hotel snick-snacks and liquor cheer, there were several of the most beautiful looking gals we've seen in some time. . . . Whether they were somebody's wives, friends or there just for window dressing, we'll never know, alas.

Speaking of personal appearances, Mercury's with the boys and girls now at the Mocambo and Patti Page coming into the Coconut Grove on January 17. . . . The boys are still finding "Sinn" (Eddy Howard version) just about the most profitable thing they've ever had out of this business. As for neighbor Mike Nolan of Modern Distries, he's not at all undecided about "Underdell," Ames Bros., and Lee Brown on Coral, being close to the best thing that's happened to him since he hung out his shingle.

Harry Bloom and Lee Palmer are going to be busy little promoting heavens with Billy May's, now at the Mocambo and Patti Page coming into the Coconut Grove on January 17. . . . The boys are still finding "Sinn" (Eddy Howard version) just about the most profitable thing they've ever had out of this business. As for neighbor Mike Nolan of Modern Distries, he's not at all undecided about "Underdell," Ames Bros., and Lee Brown on Coral, being close to the best thing that's happened to him since he hung out his shingle.

RAY PRICE

Weary Blues (From Waiting)
I Made a Mistake and I'm Sorry
78 rpm 20883 • 45 rpm 20880

STUART HAMBLEN

Just Let Me Love You
You're Always Brand New
78 rpm 20880 • 45 rpm 20880

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
 Listings below are reprinted exactly as submitted by leading disk jockeys throughout the nation for the week ending December 15 without any changes on the part of THE CASH BOX.

Phil Wilson
WLIE—Richmond, Va.
1. CHARMAINE (Paul Weston).
2. SINFUL (Redd Foxx).
3. KNEAD TO SLEEP AGAIN (Paul Peter).
4. UNFORGETTABLE (Nat King Cole).
5. SLOWpoke (Les Brown).
6. ONCE (Vaughn Monroe).
8. BECAUSE OF YOU (Tony Bennett).
9. YOU'VE DRIVEN ME CRAZY.
(Billy Eckstine & George Shearing).

Lee Ellis
WSPR—Springfield, Mass.
1. SINFUL (Redd Foxx).
2. KNEAD TO SLEEP AGAIN (Nat King Cole).
3. BECAUSE OF YOU (Tony Bennett).
4. SLOWpoke (Les Brown).
5. YOU'VE DRIVEN ME CRAZY.
(Tony Martin-Dolores Show).
6. HE'LL BE COUNTRY DOWN THE CHIMNEY.
(Gary Lambdas).
7. BLUES THEME (Ralph Rupfen).  
8. JEALOUSY (Frankie Laine).
9. I'M TURNING (Tony Martin-Taylor).
10. FOR ALL WE KNOW (Yvonne of W. Schumann).

Don Bell
KXMT—Des Moines, Iowa.
1. SINFUL (Redd Foxx).
2. SLOWpoke (Les Brown).
3. KNEAD TO SLEEP AGAIN (Paul Peter).
4. BECAUSE OF YOU (Tony Bennett).
5. SLOWpoke (Les Brown).
6. YOU'VE DRIVEN ME CRAZY.
(Tony Martin-Dolores Show).
8. SLOWpoke (Les Brown).

Clarence Hammon
WJMA—New Orleans, La.
1. CRAY (ohnny Ray).
2. SLOWpoke (Les Brown).
3. KNEAD TO SLEEP AGAIN (Paul Peter).
4. YOU'VE DRIVEN ME CRAZY.
(Tony Martin-Dolores Show).
5. SLOWpoke (Les Brown).
6. BECAUSE OF YOU (Tony Bennett).
7. SLOWpoke (Les Brown).
8. YOU'VE DRIVEN ME CRAZY.
(Tony Martin-Dolores Show).
9. I LIKE IT (Jane Ture).
10. OUT IN THE COLD AGAIN (Richard Hayes).

Earle Pudney
WGY—Schenectady, N. Y.
2. COLD, COLD HEART (Tony Bennett).
3. COLD, COLD HEART (Tony Bennett).
4. SLOWpoke (Paul Martin).
5. SLOWpoke (Paul Martin).
6. IT'S ALL OVER BUT THE MEMORIES.
(Yank Martin).
7. IT'S BEGINNING TO LOOK LIKE CHRISTMAS.
8. THE THREE BELLS (Jerry Vass).
9. THE THREE BELLS (Hot Tuna).
10. I'LL BE ALL THE WAY HOME (Johnny Martin).

Bob Anthony
KRMG— Tulsa, Okla.
1. SINFUL (Redd Foxx).
2. BECAUSE OF YOU (Tony Bennett).
4. SLOWpoke (Les Brown).
5. SLOWpoke (Les Brown).
6. COLD, COLD HEART (Tony Bennett).
7. SLOWpoke (Paul Martin).
8. SLOWpoke (Paul Martin).
9. JUST ONE MORE CHANCE.
(Les Paul-Mary Ford).
10. SOLITAIRES (Tony Bennett).

Pat Chambers
WFLA— Tampa, Fla.
1. SINFUL (Redd Foxx).
2. KNEAD TO SLEEP AGAIN (Paul Peter).
3. MS. DAVIS (Chamburs, Hot Tuna).
4. SHIPMAN BOATS (Studebaker).
5. BONDS (Tony Martin).
6. SLOWpoke (Paul Martin).
7. THEY CALL THE WIND MARIA.
8. UNDECIDED (Louisiana State University).
9. FOR ALL WE KNOW (Nat King Cole).

Dick Coleman
WCBM—Baltimore, Md.
1. SINFUL (Redd Foxx).
2. SINFUL (Redd Foxx).
3. SINFUL (Redd Foxx).
4. SINFUL (Redd Foxx).
5. BECAUSE OF YOU (Tony Bennett).
7. SLOWpoke (Les Brown).
8. I'LL BE ALL THE WAY HOME (Johnny Martin).

Frank White
KMYB— Denver, Colo.
2. CHARMAIN (Mantovani).
3. SLOW poke (Les Brown).
5. UNFORGETTABLE (Nat King Cole).
6. SOLITAIRE (Tony Bennett).
7. SLOW poke (Tony Martin).
9. BECAUSE OF YOU (Tony Bennett).
10. SLOW poke (Les Brown).

Don Larkin
WATT—Norwich, N. J.
1. SLOW poke (Phil West).
2. CHARMAIN (Mantovani).
3. SLOW poke (Les Brown).
5. UNFORGETTABLE (Les Paul—Mary Ford).
6. SLOWpoke (Les Brown).
7. SLOW poke (Les Brown).
8. BECAUSE OF YOU (Tony Bennett).
10. MY CONCERTO (Tommy Edwards).

Donn Tibbetts
WXML—Concord, N. H.
1. SOLITAIRES (Tony Bennett).
2. HEARTBREAK HILL (Dorothy Rogers).
3. SLOW poke (Les Paul—Mary Ford).
4. SLOW poke (Les Brown).
5. SLOW poke (Les Brown).
6. SLOW poke (Les Brown).
7. SLOW poke (Les Brown).
8. SLOW poke (Les Brown).
10. SLOWpoke (Les Brown).

Bud Wendell
WJMO—Cleveland, Ohio.
1. THE THREE BELLS (Chamburs, Hot Tuna).
2. GARDEN IN THE RAIN (Four Acres).
3. CRY (ohnny Ray).
4. CHARMAIN (Mantovani).
5. SLOWpoke (Les Brown).
7. SLOW poke (Les Brown).
8. SLOW poke (Les Brown).
10. SLOW poke (Les Brown).

Del Ward
WGN—Chicago, Ill.
1. SLOW poke (Phil West).
2. SLOW poke (Phil West).
3. SLOW poke (Phil West).
4. SLOW poke (Phil West).
5. SLOW poke (Phil West).
6. SLOW poke (Phil West).
7. SLOW poke (Phil West).
8. SLOWpoke (Les Brown).
9. SLOW poke (Phil West).
10. SLOW poke (Phil West).

Ira Cook
KECA— Hollywood, Calif.
1. TURN BACK THE HANDS OF TIME (E. Fisher).
2. TURN BACK THE HANDS OF TIME (E. Fisher).
5. TURN BACK THE HANDS OF TIME (E. Fisher).
7. TURN BACK THE HANDS OF TIME (E. Fisher).
8. TURN BACK THE HANDS OF TIME (E. Fisher).
10. TURN BACK THE HANDS OF TIME (E. Fisher).

Roger Clark
WNOR— Norfolk, Va.
1. CHARMAIN (Paul Weston).
2. SOLITAIRE (Tony Bennett).
3. SINFUL (Redd Foxx).
4. SINFUL (Redd Foxx).
5. SINFUL (Redd Foxx).
6. SINFUL (Redd Foxx).
7. SINFUL (Redd Foxx).
8. SINFUL (Redd Foxx).
9. SINFUL (Redd Foxx).
10. SINFUL (Redd Foxx).

Hal Fredericks
KOKX— St. Louis, Mo.
1. SINFUL (Redd Foxx).
2. SINFUL (Redd Foxx).
3. SINFUL (Redd Foxx).
4. SINFUL (Redd Foxx).
5. SINFUL (Redd Foxx).
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8. SINFUL (Redd Foxx).
9. SINFUL (Redd Foxx).
10. SINFUL (Redd Foxx).

Please mention THE CASH BOX when answering ads—it proves you're a real machine man!
This is IT! Last Call For...

The Cash Box

"Holiday Special" All-Ways the Greatest Holiday Greetings Issue in the Coin Machine Industry

GOES TO PRESS:

Thursday Dec. 20

Hurry! Hurry! Hurry! Your ad at once

The Cash Box

Empire State Bldg., New York (1)
Tel.: Longacre 4-5321
In Baltimore, Md, there is an interesting situation regarding one sponsor having two DJs working on the same account on two different stations. Both DJs play the same type of music and generally have like shows. Chuck Richards, of WBAL, and Tom Hawkins, of WSPB, for the first time have a major brewery as bankroller. National Brewing Company of Baltimore has embarked on an unprecedented sales campaign that is paying off in more National Premiums being sold as a result of the combined efforts of Tom and Chuck. Seldom, if ever, will you find the sponsor of a disc jockey show attempting more than one show in a given market. It is hoped that DJs across the country, who read this item, will take it to advertising managers, and show them that a big manufacturer in one major city has used more than one show in one market. And that it has proven financially successful.

Too often DJs striving to get an account are deterred, and finally completely discouraged, by the slamming of doors in their faces. Because the client already has a show beamed at the certain market, or group, that the DJ hopes to sell. May we point out that all cigarette manufacturers use several coast-to-coast AM and TV shows. Each with different talent. Yet all reaching the same markets. A major problem with DJs is that, generally, they are wonderful collectors of hard-to-get jazz records, but know too little about the problems of selling "time" to a prospective client. This is of vital importance. Particularly where a station does not guarantee to carry a DJ sustaining. He is only on the air for such time as he is commercial. Small stations seldom have a commercial department. The DJ has to get out and do his own hunting for business. If he is operating in a town, where some one big bad wolf is supposedly well entrenched, he may think there is no point in contacting certain accounts because they have been on with Mr. Big Bad Wolf for so long that there is no chance of getting the account to switch, or add a new show. Jack Thompson, Sales Manager of Armour Packing Company, wrote: "You Commandments For A Salesman." It's an excellent item for one's pocket. We will gladly send a free copy in response to your request. Just back from a trip to New York and particularly to the 58th floor of the Empire State Building, where from the windows of Cash Box's office we saw much, and heard lots, which we will report in this column soon.

In the Nature of Things

Best Wishes

by

ROY MILTON
(United)

FLAMINGO
Earl Bostic
(King)

FOOL, FOOL, FOOL
Clivers (Atlantic)

MUSICAL BOXES
A New Hit — A New Artist!

ROCK THE BOXES
b/w "Ain't She Sweet"

DEBBIE MORRIS

2 Smash 'Sax Hits' On One Record
by The Master of The Tenor Sax

GENE AMMONS
"CHARMAINE" Undecided"
and Echo Chamber

PRESTIGE RECORD CO.
754 10th Ave. Cl 6-0847

4010 S. state St.

THE CASH BOX

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

✓ 8 CURRENT HITS–
✓ GOING STRONG

The High Flying ORIOLES

1. "BABY PLEASE DON'T GO" b/w "DON'T TELL HER WHAT HAPPENED TO ME"
   Jubilee 5053
   Stepping Up The Pace

2. "WHAT ARE YOU DOING NEW YEAR'S EVE?"
b/w "LONELY CHRISTMAS"
   Jubilee 5017

3. "THE LORD'S PRAYER" b/w "OH, HOLY NIGHT"
   Jubilee 5045

4. "FOR ALL WE KNOW" b/w "FOOLS WORLD"
   Jubilee 5046

5. "COME BACK" b/w "NOTE DROPPIN' PAPA"
   Jubilee 5042

New Blues Star EDNA MCGRIFF

6. "DIANE" b/w "UNDECIDED"
   Jubilee 5070

Greatest Sound on Wax

BOOBY LUCAS and his Band of Tomorrow

7. "I DON'T WANT TO TAKE A CHANCE" b/w "AT YOUR BECK AND CALL"
   Jubilee 5049

On THE ROBIN LABEL

(Nationally Dist. by JUBILEE) A Real Sleeper

8. "WHERE ARE YOU" b/w "HOW COULD YOU"
   by THE MELLOW MOODS

Jubilee RECORD CO., INC.
315 WEST 47TH STREET
NEW YORK, N.Y.

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

POUGHKEEPSIE, N. Y.—Mildred Bailey, "The Old Rockin’ Chair" girl, died at St. Francis Hospital in this city, Wednesday, December 12, having suffered a recurrence of a heart ailment.

The sister of Al Rinker, famous for his part in the Rhythm Boys, the group which sang with Paul Whiteman and of which Bing Crosby was a member, Mildred too had once been a member of the Whiteman organization.

After hitting the top with the Whiteman crew, she suddenly quit in 1934 without any explanation and retired from the field. Eight years later she made a comeback and her last appearance was in Detroit’s Four Dukes Supper Club.

The Cash Box, Vol. 48, No. 1, December 22, 1951
NEW YORK—At a meeting of the board members of the newly formed Record Industry Association of America in New York this week, arrangements were made for a general session to be held sometime in January.

Between now and then a concerted effort will be made to sign up the remaining disklakers which have not yet become members. It is estimated that the organization has a potential membership of forty to fifty based on the practical qualification of those who pay more than $1,000 a year into the Pettitro fund. So far recording firms have signed up.

Other developments at the meeting included the election of Jim Goulding, President of Columbia and Paul Barkley, General Manager of the RCA Victor Record Department to the board of directors; and the appointment of a steering committee to look for an executive secretary.

A Juke Box Natural

BABY IT'S YOU

STAND UP AND BE COUNTED

by CHARLIE STONE

OSCAR RECORD CO.

1210 Lucrat St.

Phila. 7, Pa.

NEW YORK—A cute Loew's theatre patron points to the selection board of a new Wurlitzer showing how a tie-in was effected to mutually promote MGM Record album discs from "Show Boat" and "Rich Young and Pretty."" and the Wurlitzer 1400 phone. Arrangements were made for Wurlitzer boxes to be installed in lobbies of Loews' theatres with the suggestion inviting patrons to play their favorite tunes as a courtesy of Wurlitzer and Loew's Theatres.

London Has New Hit

In Bobby Wayne Disk

NEW YORK—London distributors throughout the country, already cashing in on the company's current hit, "Charmaine" by Mantovani, this week found themselves with another disk which seems to be running away, "Mother At Your Feet Is Kneeling" by Bobby Wayne.

Released only two weeks ago, the record is showing indications of being one of the nation's top Xmas sellers with the possibility that it will continue to go past the holiday and develop into a standard religious hit. "Mother At Your Feet Is Kneeling" was recorded a little over a year ago by Bobby Wayne in a church in Brooklyn using the church choir.

Coral Signs Pearl Bailey; Renew Kenny Roberts Pact

NEW YORK—Coral Records this week announced the signing of Pearl Bailey to a contract and the renewing on a long term basis of Kenny Roberts.

Pearl, who was formerly on the Columbia label, has appeared in two musicals, "St. Louis Woman" and "Arms And The Girl" and also in several motion pictures. She has made frequent night club appearances and is currently playing at La Vie En Rose in New York.

Columbia Reissues Roy Acuff

Disk "Night Train To Memphis"

NEW YORK—Columbia Records has reissued Roy Acuff's recording of "Night Train To Memphis" which sold over a million copies when it was first released in 1942. Roy was starred in the picture of the same name at that time. The song, which is currently being revived, has new interpretations by Red Foley and Roberta Lee on Decca and Dean Martin on Capitol.

The Cash Box, Music
FOLK and WESTERN roundup

Jack Davie, a favorite d. j. of Northern Georgia, operates his own broadcasting studio in Rockmart, Georgia which is linked to WROM in Rome, Georgia. Jack's programs are carried two hours each day by WROM and show is sponsored by Rockmart establishments. There is a waiting list of sponsors for this time. Most of shows are made up of country records with Sunday's programs.

Gene Burns handles a daily country record show on WCJB in Connerville, Indiana in addition to his live broadcasts with group, Gene Burns and The Kentucky Ramblers.

Margaret Whiting, Jimmy Wakely, Wesley Tuttle and Joe "Finger" Carter (Glass) all recording for Capitol spent a busy Nashville weekend over the eighth. All the d. js. were visited, and practically all the local programs were visited. Capitol, under the supervision of Ken Nelson, entertained Nashville d. js., artists, record personnel, and friends with cocktails in the Jackson Room of the Andrew Jackson Hotel Saturday night.

Pee Wee King (RCA Victor) tied up with New Year's bookings which cuts him out of an all-expense trip for him and his wife to see the Rose Bowl game on January 1st. Prize was won by King during his recent stay in California.

Lee Sutton, country d. j. of KMA in Shenandoah, Iowa, is shopping for a recording deal for an outstanding act booked KMA - The Ozark Mountain Boys.

Al Morris has returned to Dayton after a short stay at WVWA in Wheeling. Lee Moore continues to be the country man for WVWA playing the records from 11:15 PM to 5:30 AM each night. He then joins his wife, Juanita, for 16 hours of live songs being on the air 5-30 AM.

Personalities seen around Nashville on Opyr Night recently include Lucky Le Roy artist on WGGH in Marion, Illinois; X. B. Cease of Atlanta who is interested in booking talent at arm's length; Mr. & Mrs. Ray Scrivner, song writers of Lexington, Kentucky; and local personalities too numerous to mention.

PFC R. L. Wheat - AF 37762568, Ho. & Ho, Sogd, 750th Air Base Group, APO 147, e/o Postmaster, New York City, writes that there is a big demand for the records in the library at his foreign base. Library is a check-out propostion for men stationed there and will welcome cuttings from artists, publishers, or record companies to complement their small stock. Packages mailed to Pfc Wheat will find their proper places. What do you say, fellows? Let's fix him up!

A Country Hit!

"I MADE A MISTAKE AND I'M SORRY!" by Ray Price on Columbia 29883

TANNEN MUSIC, INC. 146 West 54 St., New York 19

SPEEDIEST PLAYING RECORDS REVIEWED... THIS WEEK...

Records All Under 2:30 Min.

POPULAR

"Why Don't You Love Me?" (Rosamond Clancy-Columbia) 1:50
"Crazy Heart" (Miss O'Connell-Capitol) 1:58
"Le Flocus" (Glenn MacKenzie-MGM) 2:09
"Demino" (Sidney Torch-Coral) 2:20
"Airplane Polka" (Gayle Walton-Pyramid) 2:21
"Cryin' Shame" (Robert Crosby-Capitol) 2:26

JAZZ & BLUES

"I Love Each More You Make" ...2:24 (All Russell & The Do-Ne-Re-Ome-Tre-Oke)
"Turn Your Lamps Down Low" ...2:25 (Billy Wright-George)

FOLK & WESTERN

"Rajima Melody" (Eddie Smith-King) 1:50
"What Happened To Our Summer Love?" ...1:50 (Joe Allison-Capitol)
"Baby Sittin' Boogie" (Rusty McDonald-Decca) 2:18
"Red Wing" (Eddie Smith-King) 2:20
"River Of Love" ...2:23 (Carl Butler-Capitol)
"Tuxedo Junction" (Hank Penny-King) 2:23

"TOO OLD TO CUT THE MUSTARD" (2:50)
"I'M IN LOVE WITH MOLLY" (2:45)

RED FOLEY & ERNEST TUBB
December 46387: 9-46387

"WHAT HAPPENED TO OUR SUMMER LOVE" (2:00)
"I AM NOT NEW BROOM" (2:19)
JOE ALLISON (Capitol 1899, 5-899)

"I BABY SITTIN' BOOGIE" (2:18)
"REMEMBER TO SAY GOODBYE" (2:45)
RUSTY MOORE

"RIVER OF LOVE" (2:23)
"A BLUE MILLION YEARS" (2:34)
CARL BUTLER (Capitol 1891, F-1891)

"DOWN YONDER" (2:54)
TOMMY JACKSON (Mercury 6355, 6355 45)

"ALABAMA JUBILEE" (2:39)
"TUXEDO JUNCTION" (2:24)
RED FOLEY

"RAGTIME MELODY" (1:50)
"RAG RAG RAGGEDY MOON" (2:10)

Eddie Smith

"RED WING" (2:20)
"ANNIE'S RAG" (2:10)

Eddie Smith

"RAGTIME MELODY" (1:50)
"RAG RAG RAGGEDY MOON" (2:10)

Eddie Smith

"RAGTIME MELODY" (1:50)
"RAG RAG RAGGEDY MOON" (2:10)
<table>
<thead>
<tr>
<th>City</th>
<th>Juke Box Regional Record Report</th>
<th>December 22, 1951</th>
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<tbody>
<tr>
<td>New York, N.Y.</td>
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<tr>
<td>1. Cold, Cold Heart (Tony Bennett)</td>
<td>1. Sin (Eddy Howard)</td>
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<td>2. Sin (Eddy Howard)</td>
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<td>5. Jealousy (Frankie Laine)</td>
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<td>7. Slow Poke (Pee Wee King)</td>
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<td>9. Dominio (Tony Martin)</td>
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<td>10. Down Yonder (Champ Butler)</td>
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<td>Chicago, Ill.</td>
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<td>3. Charmaine (Montgomery)</td>
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<td>7. Down Yonder (Dol Wood)</td>
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<td>8. You Never (Faulkner)</td>
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<td>10. Turn Back the Hands of Time (E. Fisher)</td>
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<td>Detroit, Mich.</td>
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<td>6. Get Ideas (Tony Martin)</td>
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<td>7. And So to Sleep Again (Patti Page)</td>
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<td>Milwaukee, Wis.</td>
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<td>1. Cold, Cold Heart (Louis Armstrong)</td>
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<td>10. Whistpering (Poul-Ford)</td>
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<td>4. World is Waiting for the Sunrise (You Never)</td>
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<td>7. Too Young (Frankie Laine)</td>
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<td>8. Love Lost Night of the Year (Moline)</td>
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<td>1. Sin (Eddy Howard)</td>
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<td>2. Cold, Cold Heart (Tony Bennett)</td>
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<td>3. Because of You (Tony Bennett)</td>
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<td>4. Down Yonder (Dol Wood)</td>
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<td>5. UNDECIDED (Ames Bros &amp; Les Brown)</td>
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<td>6. World is Waiting for the Sunrise (You Never)</td>
<td>6. World is Waiting for the Sunrise (You Never)</td>
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<td>7. And So to Sleep Again (Patti Page)</td>
<td>7. And So to Sleep Again (Patti Page)</td>
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<td>8. Get Ideas (Tony Martin)</td>
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<td>10. The World is Waiting for the Sunrise (Les Paul &amp; Mary Ford)</td>
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<td>6. It's All in the Game (Tommy Edwards)</td>
<td>6. It's All in the Game (Tommy Edwards)</td>
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<td>7. I'll Be White Cloud That Died (Johnny Ray)</td>
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<td>8. Jealousy (Frankie Laine)</td>
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<td>9. Charmaine (Montgomery)</td>
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<td>10. White Christmas (Bing Crosby)</td>
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Seasonal Slowdown?


CHICAGO—Your reporter covered many city miles hunting for new and second-hand machines and visiting local distros, as well as operators, and used long distance phone and lettering operators, jobbers and distributors, as well as many suppliers in the surrounding big midwest area, in an effort to learn whether there was, or was not, a seasonal business slowdown, as foret at this time.

"There is no seasonal business slowdown," one well known member of the industry stated.

He added, "Business is much better than we ever thought it would be at this time of the year."

"In fact," he said, "this is one holiday season when business has continued throughout the break, and in some cases even more brisk than it has for many past weeks."

This man, and many others like him, attribute the better business to the fact that all realize that, after the first of the new year, there will be far, far less material available to the manufacturers, and that this will mean a tremendous cut down in new machines manufacture, which will affect everyone in the field.

One operator was frank enough to state, "Usually at this time of the year we look for a real letdown in our orders. But this season we have been enjoying collections on a par, and in some cases even better, than we have enjoyed for some weeks.

Distributors report that machines are moving out just as brisk as ever. This includes both new and used machines. The report they have advance orders which manufacturers believe will assure them the ability to fill for certain new machines.

The premium business, which is only natural at this time of the year, is actually booming (as has been reported in previous issues) and many of the operators are featuring the finest in all premium merchandise to attract play.

In fact, ops are also giving their location owners some of the best premiums and novelties.

The manufacturers throughout the city are pushing production as hard as they can. Many explain that this is due to the fact that they want to speed out everything they can, while they can and before the year ends.

The manufacturers realize that without the allowed quotas which they have come into effect during the first quarter of 1952, they just won't be able to equal the production which they have enjoyed up to this time.

In fact, the majority of the belief of the second quarter of 1952 will again see a deep cut in materials quotas. So while they can they are working as speedily as possible, to get equipment out to their customers.

In short, there is no seasonal slowdown in the trade this year.

Keeney Receives Record Number Of Orders On "Holiday"

Williams Mfg. Co. Presents New 5-Ball "Shoot The Moon" Now Have Three Games in Production

WASHING'TON, D. C.—The Federal Reserve banks stated this week that it appears as if the coin shortage that has plagued the greater part of the nation for nearly a year is over—at least they hope it is.

The Reserve banks feel that the chances are about four to one that there won't be any rationing of any coin with the beginning of 52, when coin normally come back into bank.

The U. S. Mint is even more certain of it, and thinks its own record-breaking production has had something to do with taping the scales.

Anyhow, on the basis of its current supply and demand, the Federal Reserve Bank of New York has put pennies, dimes and half dollars on the free list, which means that banks can get all they want of these coins. Only nickels and quarters are still in scarce supply, but the rationing of quarters is now 50 per cent, thanks to an unusually heavy recent shipment from the Philadelphia Mint, which had stopped its working week up to 50 hours as compared with a normal of 40 hours.

It is claimed that the coin shortage this year would not have taken place had Congress legislated more intelligently and that no further shortage can occur if Congress modifies existing practices. Congress approves certain sums of money to enable the mint to turn out a certain maximum number of coins of various denominations each fiscal year. However, the mint, to produce more than a certain quota in a given quarter, must be in a position to assure Congress that they will not require a deficiency appropriation for that particular fiscal year.

"It's What's in THE CASH BOX That Counts"
Records thrive in the new Model "D's" record chamber where temperatures stay at room level.

Shielded even from the low, low heat generated by the "D's" new five-tube amplifier, records are protected from heat damage.

Interior lighting, top and bottom, uses only 50 watts in all of cold, safe light for double protection.
Exhibit Starts Shipping New "Jet Gun"

WASHINGTON, D. C.—Of interest to the entire coin operated machines industry was the meeting of the Primary Copper Producers Industry Advisory Committee with NPA (National Production Authority) here on November 29.

NPA reported, "While admittedly copper is still in short supply, there is no likelihood that the scarcity of this critical material will be permanent one."

The Primary Copper Producers Industry Advisory Committee advised NPA that: "The copper supply may be relatively better than the aluminum supply in two or three years, because of the probable aluminum demands of the aircraft production program."

Figures were presented by the copper producers to NFA on anticipated increases in the supply of copper during the period 1952-1955.

A committee spokesman expressed the belief that: "In two years those concerned with the situation will be wondering what to do with copper instead of worrying about allocations."

Industry members took exception to what they described as efforts by the Government to bring about substitution of other materials for copper, on the assumption that the copper shortage will be permanent.

The result of this meeting indicates to many users of copper that the copper producers are well under way to tremendously increase the supply of this critical material and that, as they stated, during this meeting: "In two years those concerned ... will be wondering what to do with copper instead of worrying about allocations."

In the meantime it is noted that copper quotas which have been granted to the juke box and amusement game manufacturers will continue very much lower than they have ever been during the first quarter of 1952 with the possibility that they will continue as low, if not lower, for the second quarter of 1952.

After that, if the copper producers are correct in their predictions and estimates, the copper situation should sufficiently loosen to warrant granting larger quotas to the manufacturers in the coin operated equipment industry, it is hoped.

Copper Producers Tell NPA
MORE COPPER IN TWO YEARS THAN ALUMINUM

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ROCKET TO NEW HEIGHTS of PLAY AND EARNINGS with Williams

“SUPER-SONIC” BALL SPEED AND ACTION advance Rocket from Launching Platform to the Moon!

“POWER CONTROL” CHANNELS activate Thumper Bumpers for Advance-Rocket Action!

“POWER RELEASE” SIDE CHANNELS advance Rocket when lit. Also light up for Replays when Rocket reaches the Moon!

“RESERVE POWER” CHANNELS at bottom of playfield for last minute Rocket advances!

FLASHING SIGNAL PANEL increases scores and awards.

FLIPPERS! HIGH SCORE!

SEE IT—BUY IT AT YOUR DISTRIBUTOR NOW!

CREATORS OF DEPENDABLE PLAY APPEAL!

END OF THE YEAR BARGAINS!

THRU THE COIN CHUTE

THRU THE COIN CHUTE

MIAMI MURMURS

Most important news of the week here is the fact that disc jockey Ted Miller, WINZ, Miami, is working with juke box ops through this area, and especially with the music area, here, plugging the fact that association members are the best for all taverns, bars, and all locations, to supply the best of records as well as service. The deal involves juke box ops in this area turning over latest discs to disc jockeys. Other radio stations are being called on at present and it is hoped by all the association members, that very soon all radio stations down here will help plug the music association. . . .

Best Wishes for a

Merry Christmas

MIAMI MURMURS

LAKES CITY AMUSEMENT CO.

4533 Payne Ave., Cleveland, Ohio

Nebraska Phono Ops Meet

Change Name To Nebraska Music Guild

OMAHA, NEB.—The Nebraska Automatic Phonograph Operators Association (to be known from now on as the Music Guild of Nebraska) held their regular quarterly day meeting at the Hotel Pawnee, North Platte, on December 1 and 2.

With Hap Marble, vice president, acting as host, the first day was devoted to informal gatherings and discussions. Regular business meeting took place on the second day, December 2.

Of major importance was the decision to change the name of the association. Another important step was the inauguration of a substantial public relations program, in which the association will be in constant communication with local disk jockeys and newspapers, supplying them with the latest tapes in their areas.

Next meet will be held the last Saturday and Sunday in March at the Hotel Kearney, Kearney, Neb.

ROCKETS TURF KINGS

IN ORIGINAL CRATES

PHONE—WIRE—WRITE FOR EXTREMELY LOW PRICE!

RUNYON SALES COMPANY


593 10th Ave., New York 18, N. Y., J. 4-1880

172 W. 42nd St., New York 19, N. Y., Phone 1-3777

344 S. Warren St., Trenton, N. J., Telephone 5-6593

“It's What's in THE CASH BOX That Counts”
Distributors Seek Territory Deals From Banner On "Match-A-Score"

PHILADELPHIA, PA: Since time one expanding facilities will be
necessary, Mrs. Hammond is ill. However, we understand that she is
declining rapidly and expects to be back any day. We asked that she be
informed of the race opening day. Can you say that she is "too happy"
for words? We hope the race is successful and that it will be the
second of several races to be held in that area.

The overall picture is good. The track is packed daily. We're all set to try our
luck at the races this week. And we'll let you know the results later.

Frank Custer, owner of Frank's Amusement Park, Hammond, La., is
upset over the prospects. Frank and Christmas his
is terrible... everything is quiet and our nerves have calmed down. Our
operators are doing a splendid job, and we're looking forward to the
next few weeks. Frank is planning to expand his park and build a new
building in the near future. We wish him all the success in the world.

Christmas was very busy last week, with many people coming to the park
to see the new rides and games. We hope to have many more
visitors this week and next. Frank is planning to open the park on
Sunday, December 20th. We will be open from 10:00 am to 6:00 pm
daily. We are looking forward to a successful season. We hope to see you
all there.
YOU'RE "HONEYMOONING" with MORE EARNINGS WHEN YOU OPERATE

GOTTLIEB'S NIAGARA

NEW BALL TRAP
Lights "Pop" Bumpers for point scoring when balls are trapped. 4 Balls trapped awards Replay.

ROLL OVER REPLAY BUTTON Lights to score Replays when 1 to 6 Bumper Sequence is completed.

Fast Play!
INCREASING BUMPER VALUES
Hitting Bumpers in rotation increases their scoring values!

Skill Play!
A TORRENT OF ACTION
AND FLASHING SPEED with
4 "POP" BUMPERS -- 2 FLIPPERS --
2 CYCLONIC BUMPERS!

SEE YOUR DISTRIBUTOR NOW!

"There is no substitute for Quality!"

Wurlitzer Announces Present Models To Remain In Line
1400-1450 Phonographs To Continue In Production

Edward E. Wurgher

NORTH TONAWANDA, N.Y.

The Rudolph Wurlitzer Company has announced that its phonograph Models 1400 and 1450 leaders in the phonograph line throughout 1951, will be continued. Several reasons are given for the decision and are covered in a statement made by the company.

"Regardless of any future additions which may be made to our line of coin operated phonographs, we plan to continue the Models 1400 and 1450. This was the lead-off of a statement made by Ed Wurgher, general sales manager of Wurlitzer, in announcing the company plans.

"We have been notified by the government that the materials for the manufacture of Juke boxes will be stringently reduced for the first quarter of 1952. How long this curtailment will continue is anybody's guess. We are presently in production on phonographs which hold a dominant position in the field, and it would be poor policy to discontinue them. Our feature of conversions to any record speed has been well accepted by the trade. In addition, the 1400 and 1450 models are attractive, eye-appealing, and the single button selection and fast cycling make them fine money-makers.

"We reached this important decision after a careful analysis of market conditions, costs and business trends in the commercial phonograph field. The acquisition of tools and dies for new models is at present so difficult as to be almost impossible.

"For some months now we have told the music operators throughout the United States that they could expect a serious shortage in automatic phonographs. That we have reached this position is obvious to everyone. In order that the operator may continue in business, we are extending the production of the 1400-1450 phonographs. This will allow us continued use of the dies and tools which we now have on hand, as well as an assurance that some phonographs can be delivered to the trade.

"We have not lost sight of the fact that to be successful in any business, one must continually move ahead. Our designers and engineers are continually at work on developments which we expect will prove revolutionary in our field. When we will be able to incorporate these new developments into our production is dependent upon the availability of materials and the relaxation of governmental restrictions.

"We believe this plan is to everyone's advantage. It assists the government by using tools now available for manufacture and insures against increased use of critical materials. It makes it possible for Wurlitzer to produce phonographs which will allow the operator to maintain new equipment on his routes at a profit. He can also use his present record library on 78 RPM or convert to 45 RPM and play the current hits with the additional customer appeal which the new records unquestionably have.

"Even though we should get the green light to build a new phonograph, we will continue to build the 1400 and 1450 phonographs, knowing they are the best models available in the coin-music trade."

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
And everybody had a good time! We’re talking about the annual banquet held by the New York game operator’s association at the Chase Four Star on Sunday night, December 5. 320 pressure-cooked and their friends crowded into this night club (and we mean crowded), had themselves a nice dinner and ogled the showgirls and performers for a few hours. Among the banquet speakers were Sol Gottlieb, D. Gottlieb & Company, and Ben Becker, Bully Manufacturing Company...Sol left for Boston the next day, and will cover upper New York State before returning to the factory. ...Irv Morris, Sales Manager, put on quite a demonstration for the Missus and your correspondent sat at the table with Sol Gottlieb, Sol, by the way, tells us in confidence that CMI has many new innovations for the ops who attend the forthcoming CMI Convention on Feb. 4. The convention will be published in The Cash Box when officially released by the manufacturers organization in the future. By the way, we questioned the Gals at the table and they’re all enthused over the forthcoming CMI Convention, and indicated they plan to attend. ...Mike Munves, the arcades king, talked to the opportunity to purchase his last home. The movie being met by others—girls and the girls brought their husbands—or boy friends. ...George Fleckenstein, Munves’ manager, teamed with Mrs. Rose Munves, put on quite a demonstration for the turkey Sales Co., had a large table for his staff. The missus, Molly, looking pretty as a picture, had quite a time. At the table were: Mr. and Mrs. Morris Rood; Mr. and Mrs. Irv (Kempy) Kempner; Mr. and Mrs. Lou Wolberg; Mr. and Mrs. Morris Rood; and Mr. and Mrs. Perry Lowengrub.

Milty Irv, grandpa graduate. Christmas party the other night at the hotel.

Joe Young, Young Distributors, can’t keep up with the demand for the Wurlitzer 1400. As reported last week, the ops are grabbing his floor samples...

Joe (the "steel and wood"") is out of the hospital and actually is approaching 18; Willie Aaronson; Harry Frazee; Al Koenig; Lucky Skolnick; Larry Berlin; Lou Price; Sid Mittlerberg; Phil Greister; Moe Getz; Meyer Parkoff; Dave Lowen; Jim Willnor; Bob Goldberg; Murray Wohran; Joe Kochansky; Harry Ross; Louis Rosenbarg; Sandy Warner; Lou Herman; Murray Lax; Arthur Herman; and Albert Herman. With this group from Albert Simon, Inc., are: Helen Summerson; Mr. Al D’Incalo and Mrs. and Larry Feigenbaum. If we’ve missed listing any of our friends, it’s only thru lack of memory...All in all—great guys—and high praise due the board of directors, Joe Hirsch and Teddy Blatt.

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Leading music ops amazed and much upset at O. P. S. decision in case of Calif. Music Guild regarding its juke box play. Office of Price Stabilization was notified by O. P. S. that an appeal should immediately be taken and that cost, labor, supplies and all other increased prices be shown. Their records, they claimed, would most definitely indicate a zero music stabilizer play. At once everyone wanted to know (from editorial which appeared here) "how in the world does a juke box operate; what kind, effect the cost of living, in any fashion whatsoever?" Furthermore, as many ask why can't mechanical entertainers be classified in same group with live entertainers? (Frankly, we don't know.) O. P. S. came to this decision, but, we do agree that an immediate appeal be taken.

Georgia (The "G") Jenkins is now playing Santa Claus. Being the eldest of the four Jenkins kids, it's safe to say that Robert Jenkins is really No. 1 in Dallas advises that many changes have come about in Texas and that quite a few Paramounts are out of the biz. Bob Dupins, who is Fletcher Miller's headman in Noo Aawheens, comes up with: "Boy, ooh, temperature heah is 72. How you feelin'?" And all this on long distance yet. Joe Beck back in Miami for a few days and walks into a mess at his Mitchell Novelty Co. Lou Casola has just remodeled his home in Rockford, and from rumors, is ready to throw another big, (but big) house warming. Carl Knippel, who's veep in Compo, is attracting much subcontract defense work for the Compo plant. And that's got everyone very happy. It's gettin' nearer Xmas by the day. Joe Beckie, does it the same around 8:30... Miller-Mander (division of Miller-Mander) advises that business is very fine. And the Detroit section, Tony Siddens of Miller-Mander, also comes forth with, "Business is..." Like the way Sules Mgr Jack Nelson of Bally put it the other day: "Oh, boy," he piped, "defense work is just about 10,000 times slower than selling genuine phonos!" (Jact, was being very conservative) ... Harold Saul over at Coven Distrubitors has taken to the record dept management like a veteran. In fact, he loves the musical recording big. Who knows, may well soon out-number the croppers. Coven has got last contract on to Bill and Carl Hapwell whose mother passed away in California this past week. Ray Lawrence, of course, to town over the weekend and then back to work Bally girls, with Harry Binnie and Al Calderon from north to south Indiana... Mae Brier on the great many greats on hand it's a miracle he isn't swamped by the ops. "Yes, but Joe Beckie and Joe Distribs are over but without a doubt, two of the busiest of the busiest guys in the nation. Never saw any two guys in the distribs biz in as many hours each day as do these two boys. It's the darnedest thing I've seen of Wally's (for which he won medals) which must keep him going at such a pace. But, what about Joe? How's Skinny Kline do it?" ... and you leave for a trip to the south. (Where'd you think he'd go—north—where it's snowin')? Carl Christensen advises "Ambassador Ben Coven from the road that he should be traveling with a truck. Music ops were just delivered in 'general' area, all is well. Bally has got himself blistered from screwing outside the walls of his new home and generally lifting and working about while the family moves in. To everyone of his new domiciles, we'd like to extend a flood of ops' good comments with his Xmas gifts for their locations and their families. Ralph has an stock in his hand that goes to Ass. and is one of the cleverest gadgets ever manufactured. "But," waits Ralph, "ran out of them just as Christmas came on." Ask Ralph to show it to you. It's simply marvelous.

We're all set to hold off for a trip into the Montreal, Canada depart- ment of the continent where Ben's got lots friends.

A very, very, very grand time enjoyed by all who attended Bob Guerrero's "Anniversary" party site. Bob was a marvelous host. And many congrats to all the members of ABC Music Service for their marvelous way. (Just waitl'll you see some of the candid camera shots taken at this open house in the beautiful new quarters of ABC)... Art Garvey (no fool is he) leaves his favorite stamping grounds in New York for a trip to Coven with his family. "So glad to leave before Xmas. That's when Joe Abraham of Lake City Amusement throws his big annual Xmas shindig or everyone connected with the firm. Art'll prob'ly play Santa... B. C. got back from a very happy trip on the big docks made by its new boat "Old Bright." And at the same time, all busy with plans and plans and plans for 1952—that's the same with Larry Bottell and Gottleib and many others... Tom Cullaghans with laryngitis. (The Scotch have a cure for it, boy).

Al Siegel of Toronto, also owner of the noted Elmwood in Windsor, pleased to learn that there's a "Little Elmwood Casino" in Chicago now. Talks about production. Harry Williams, Sam Stern and Bill Ryan over at Williams Mfg. Co. decided to keep all three programs in production. "Shoot-The-Moon," "Blind-Man's Bluff," and "Sam Jno's Game." Art Weinard in in Boston all this past week to get the new Rock-Ola wall box out to distrub who are, at the same time, hollering for more phones. And, in between times, Art has to take care of a million other things that keep popping up on the rate of a second a second. And Mike Spagnola of Automatic Photo distrub wallying: "I can't get enough AMFY's. If you knew what things are done in Miami Beach this season, suggest you get there on or before Dec 16. That's when the ops' are running their first annual banquet at the well known Clover Club where they've been promised a zillion- dollar banquet. And they'll make sure he's in Coven with them before Xmas. That's when Joe Abraham of Lake City Amusement throws his big annual Xmas shindig or everyone connected with the firm. Art'll prob'ly play Santa... B. C. got back from a very happy trip on the big docks made by its new boat "Old Bright." And at the same time, all busy with plans and plans and plans for 1952—that's the same with Larry Bottell and Gottleib and many others... Tom Cullaghans with laryngitis. (The Scotch have a cure for it, boy).

Harold Klein writes to advise that he is now manager of the Omaha office of A. C. G. He writes: "Me and myself are now establis- ted in a profitable real estate deal..." Ben Friedman, who was sales man- ager for that hot dog machine, is seeking a new connection in the coin biz. Last heard that he is in the process of importing aluminum from Can- ada. Rushed up there to make arrangements. Iz Edelman of Detroit calls to advise he's making formica tops... Hear that Johnny (Beansby) Casola is now at AMSC in Waco, and the binno "Leader."... By the way, Woolf Solomon of Columbus popped into town for a few days. Heard he and the other guys were out a lot. Bill Deltem is now cameraman at United. (Wanna get 'ya pitchfork thrower?...) Joe Cohen of Ristaurat phonos, Appleton, Wis., advises that business is pretty good as far as the phonos are concerned, but not too many of these movin' out of the factories daily. What's that little Johnny Johnson crack about a buckle?... Next week's our big "Holiday Special!"—hope you'll be present.

"That's What's in THE CASH BOX That Counts"
Dropped in at Dan Stewart's to say hello to sales manager: Bob Bever and convey our personal best wishes and those of The Cash Box to the new Rock-Ola distributor for Southern California and Southern Nevada. Though we've missed their grand opening of several days before, the place still had a very festive look about it, with several brand new "52-59 Super Rocket" machines on the floor and still surrounded by baskets of flowers. Bob introduced us to a very attractive young woman named Joan Lewis, who was transferred down from the Salt Lake City office to head the local office. Dan was at the Salt Lake spot and expected back here within a week, present plans calling for him and Bever to split their time between the two cities. . . . We learned one gimmick employed by Phil Robinson to lose weight: It's an old formula known as work. Phil was down at the Pico Blvd. office on a Saturday, clad in blue jeans and cleaning up the joint.

Stopped in at J. R. Hawley's, which we'd been bypassing of late, to see just how far Johnny is removed from this business. Though he's still handling Gottlieb games, at a quick glance you'd swear you'd walked into the May Co. toy and gift shop by mistake. The Hawley emporium is loaded with such items as cigarette lighters, clocks of every type and description, dishes, toys, garden furniture and what-have-you. According to Johnny, it's a fine business, one with its distinct headaches but, for the present, definitely the right and profitable business for him to be in. . . . Visited with Nick Carter at Nickahob to learn that AML sales are holding up fine, so fine that Nick was shy on shuteye from some late paperwork of the night before. . . . While making the rounds of the A. A. Row, we ran into Gene's Art frame, but we hadn't seen for a short while. . . . The handsome gentleman with him, we learned, was Dave Gensberg.

Looks as if Lyn Brown will have to start hunting some larger quarters again, what with his new little spot hardly being able to hold all the Exhibit "Big Brothers" he had on loan. And they seem to be going full blast in time to make room for a new shipment. Saw a half dozen of them loaded on truck for locations while we were there, and Lyn remarked that a dozen were due in the next day. . . . Over at Paul Laymen's, Bally's "Futility" seems to have attained the status of perpetual motion, with the game still holding a strong sales pace, according to Charlie Daniels. As noted by Charlie, the Wurlitzer 1400 and 1450 are showing a marked increase in operator demand for the 45 speed phono, and another popular feature is the automatic volume control. . . . The Laymon place looked like a regular toy shop, with Charlie and Red Creswell just finishing up a child's table and toy chest for Chas. de la Yearghen (and he looks like a mere broth of a boy himself). . . . Also on deck was a handsome wagon Paul and Lucille had bought for the youngsters.


Last Call...
SEASON’S GREETINGS

On behalf of The Rudolph Wurlitzer Company and its Distributor organization, it is my pleasure to wish you, one and all, the happiest of Holiday Seasons.

As we count our blessings they most certainly include the tremendous acceptance of our phonographs throughout the past year and the pleasant associations we have enjoyed with the operators who purchased them.

May the coming year bring you all the good things of life in generous measure. We of Wurlitzer will do our share to see that it does.

THE RUDOLPH WURLITZER COMPANY
PHONOGRAPH DIVISION

Ed Wurgler, General Sales Manager

WURLITZER DISTRIBUTORS

Active Amusement Machines Co.
665 North Broad Street
Philadelphia 30, Pennsylvania

Angell Distributing Co., Inc.
3616 Pulchin Avenue
Detroit, Mich.

Bilotta Distributing Co.
224 North Main Street
Newark, New York

Bilotta Distributing Corp.
1120 Broadway
Albany 4, New York

Brady Distributing Company
532 East Trade Street
Charlotte 2, North Carolina

Brandt Distributing Co., Inc.
1809-11 Olive Street
St. Louis 3, Missouri

Brandt Distributing Co. of Iowa
764 North Street
Des Moines 14, Iowa

Bush Distributing Company
356 N. W. 20th Street
Miami, Florida

Bush Distributing Company
60 Riverside Avenue
Jacksonville, Florida

Cain-Sullivette, Inc.
1800 Broadway
Nashville 3, Tennessee

Cain-Sullivette, Inc. of Indiana
609 North Noble Street
Indianapolis 4, Indiana

Cain-Sullivette, Inc. of Kentucky
122-24 South Seventh Street
Louisville, Kentucky

Central Music Distributing Co., Inc.
1925-25 Grand Avenue
Kansas City 8, Missouri

Central Music Distributing Co., Inc.
2562-64 Harney Street
Omaha 2, Nebraska

Century Music Distributors
1221-23 Main Street
Buffalo, New York

Commercial Music Company, Inc.
1501 Dragon Street
Dallas, Texas

Commercial Music Company, Inc.
901 East Houston Street
San Antonio, Texas

Coven Distributing Company, Inc.
3181 North Elston Avenue
Chicago 18, Illinois

Cove Distributing Company, Inc.
108 Virginia Street, West
Charleston, West Virginia

Culp Distributing Co.
614-616 W. Grand Avenue
Oklahoma City, Oklahoma

Culp Distributing Co.
1405 East First Street
Tulsa, Oklahoma

Dress Sales Company
2005 West Alameda
Denver 9, Colorado

Dray Sales Co.
201 East 2nd South
Salt Lake City 1, Utah

Emory Distributing Co.
326 Sixth Street
San Francisco 3, California

F.A.B. Distributing Company, Inc.
10190 Eupora Street
New Orleans 13, Louisiana

F.A.B. Distributing Company, Inc.
911 Gypsy Street
Columbia 4, South Carolina

F.A.B. Distributing Company, Inc.
304 Ivy Street, N. E.
Atlanta 3, Georgia

Hart Distributing Co.
906 Elliott Avenue West
Seattle 99, Washington

Paul A. Layman, Inc.
1429 West Pico Boulevard
Los Angeles 15, California

Liebman Music Company
257 Plymouth Avenue, North
Minneapolis 11, Minnesota

Mosbey Music, Inc.
121 East Broadway
Tulsa, Arkansas

Music Distributing Co.
2001 Fifth Avenue
Pittsburgh 19, Pennsylvania

Northern Music, Inc.
8307 Euclid Avenue
Cleveland 3, Ohio

Northern Music, Inc.
337 East Long Street
Columbus, Ohio

O’Connor Distributors, Inc.
2520 West Market Street
Richmond, Virginia

Phillips Distributing Company
246 Lincoln Street
Allston 34, Massachusetts

Scott Distributing Company
3300 Louisiana Street
Houston, Texas

Sterling Service
Rocky Glen Park
Mosaic, Pennsylvania

T & L Distributing Co.
1921-23 Central Parkway
Cincinnati 14, Ohio

Unleyd, Inc.
4227 West Vliet Street
Milwaukee 8, Wisconsin

Williams Distributing Co., Inc.
1117 Stimer Avenue
Memphis 2, Tennessee

The Winters Distributing Co.
1715-17 Harvard Avenue
Baltimore 13, Maryland

Young Distributing, Inc.
399 South Avenue
New York 18, New York

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

FOR SALE—Contact us before you buy. We carry all types of coin machines. Largest Central Pennsylvania distributor of Coin Operated machines. Chicago Coin, Keeney and Bally. WILLIAMSMITH & CO., 3503 W. LIVONIA AVE., WILMINGTON, PA. Tel.: 2-3326 or 2-1646.

FOR SALE—Can you afford 92c per week to get ahead and stay ahead of all competition? For only 92c per week, you can have a 40 word ad in this section plus a free full year’s subscription to The Cash Box, “The Bible of the Coin Machine Industry.” Send your check for $40 today. (Remember: You get 40 word ad to: THE CASH BOX, EMPIRE STATE BLDG., NEW YORK, N. Y. (Phone: 1-Dimeage 4-5321).

FOR SALE—Plastics and Bubbler Tubs: Variety of sizes. $7.95 ea.; Wurlitzer 1015 sides, $1.50 ea.; Domes for Seeburg ’46, ’47, ’48, ’49, ’50, ’51, ’52; Bubbler Tubs for Wurlitzer 1553 $9.80 ea. Bullet Door Glass for Wurlitzer 850 and similar models (Wurlitzer 750—top, right or left corner plastic, $5.25 ea.; Cylinder Roll Plastic Colors for Wurlitzer 1015 and 1100 $1.50 ea.; Plastic Glass—permanent adhesive for all mirrors, $1.50 ea.; Blue Mirror Squares for Seeburg ’46, ’47, ’48, ’49 2c per square; Vertical and Horizontal Strips for Seeburg, $1.05 (Double Strip) 25c ea.; Magic Glass (Adhesive for all Mirrors) 1/3 dyed. C.O.D. KOEPPEL DISTRIBUTING CO., 629 TENTH AVENUE, NEW YORK, N. Y.

FOR SALE—Special Sale on W1-L56 Seeburg Wireless Wall-O-Matics. 50% off. Includes the latest model and brand new condition. Deposit required. SPARTS SPECIALTY CO., SOPER- TON, GA.

FOR SALE—Hard-to-get Parts and Supplies. We have stock on hand. Let us know your needs. Our prices are right. We also have complete stock of used games and phonographs, andaded to-ys. COVEN DISTRIBUTING CO., INC., 3181 ELSTON AVE., CHICAGO 18, ILL. Tel.: 322-2010.

FOR SALE—Chicago Coin Classic $115; Universal Super Twin Bowling $185; Deluxe Bowling $125; Sherle Alley with by-pass pins $25; ALL-BALLS COIN MACHINE, 768 MILWAUKEE AVE., CHICAGO 22, ILL. Tel.: Canal 6-0295.

FOR SALE—Chioke Bowling Alleys $35; Seeburg Guns $75; Lite League $49.50; DeLuxe Bowling $54.50; and many other values. COIN AMUSEMENT GAMES, 1144 E. 53rd ST., CHICAGO 15, ILL.

FOR SALE—40 Selection AMI Model “C”; 100 Selection Seeburg 1949 or 1950 Model, Write, Dale Guns, Shuffleboards, Alleys, twins or singles. $50 to $100. Dhillon’s Arcade, 686 W. 110th, Chicago, Ill.

FOR SALE—We can supply all your recorded needs. Records, labels. Shipments made 24 hours after receipt of order. Write, record. We ship anywhere. LESLIE DISTRIBUTOR CORP., 752 TENTH AVENUE, NEW YORK, N. Y. Tel.: New York 1-8491.

FOR SALE—Attention Export Buyers!! We have a large stock of new and used machines, trade goods, phonograph and arcade equipment on hand ready for immediate shipment. Our prices are the best. STANLEY AMUSEMENT CO., 3225 SO. TA- COU, CHICAGO 8, ILL. TEL.: TAMFORD 6-1531, WASH-INGTON.

FOR SALE—Turf Kings, brand new $425; Kings, used $275. Winners, brand new $325. Winners, used $150. Empire Seeburg K5 $450. Photo Finish $85; United 3-4-5 $275. Universal Five Stars $257. CLEV- EY, LODGE & WAINSCOT CHANGING, INC., 1827 ADAMS ST., TOLEDO, OHIO.

FOR SALE—Seeburg 144ML $349; Seeburg 147M $229; Seeburg 146M $179; Wurlitzer 1010 $199. All equipment reconditioned and re- fined. Trade in with Davis six point guarantee. DAVIS DIST. CO., 738 ERIE BLVD., E. SYRACUSE 3, N. Y.

FOR SALE—Unlimited quantity of phonograph records taken from every route. State highest price paid in first letter. RELIABLE COIN MACHINE CO., 184 WINDSOR ST., HARTFORD, CONN. Tel.: 6-5353.

FOR SALE—475 Seeburg $175; 47M Seeburg $200; 48ML Seeburg $220; 1015 Wurlitzers $185; 1000 Wurlitzer $200; A.M. Model B’s $400; A.M. Model C’s $500. All above machines are in perfect working condition and areing and rating. Write, wire, phone: ALFRED SALES, INC., 801 MAIN ST., BUFFALO 3, N. Y. Tel.: Lin- cola 910.

FOR SALE—Guaranteed used phonographs. all makes; Pinball Machines; Bowling Alley. These machines are perfect, the price is right. Write for literature. A. A. B. DIS- TRIBUTING CO., INC., 304 IVY STREET, N. E., ATLANTA, GA.; 1019 BARONNE STREET, NEW ORLEANS, LA.; 911 GÉRVAIS STREET, COLUMBIA, S. C.

FOR SALE—Reconditioned Wurlitzer and Seeburg: 1250$, $500; 1300$, $510; 1015$, $2250; 1020$, $250; 750$, $1500. Complete free of charge, without extra cost. O.L. Olas: 1422 $125; 1426 $179.50 Packard Manhattan $169.50. O.N.O. COINS DISTRIBUTORS, INC. 2142 WEST MAIN STREET, RICHMOND 20, VA.

FOR SALE—For this time for spe- cials and closouts, and everything is where the place you can get 'em and save $$$. Write, or phone now. EMPIRE COIN MACHINE EX- change, MILLWAUKEE, W. 3, ILL. Tel.: EVEN- grade 4-2600.

FOR SALE—Call your local distributor for details. The Coin operated entertainment industry is one of the most highly spe- cialized industries in the world today. Why direct your advertising to corner pitchers, country fairs, burlesque strippers, Vanderbilt acrobats, circus tumblers, radio soap opera's, etc.? Advertise where you know your ads will be seen by the people you want to reach. Spend your hard-earned advertising money in the one publication that can reach your customers. The Cash Box is the one and only magazine that concentrates on this industry and this industry only. You won't stand a chance to be in this business! Why stand for losing your hard-earned money by spending it where you do not reach your complete market?

Think! Advertise in The Cash Box magazine to the right people and reach your complete market.

For the cost of this, and other ads, write today to: The Cash Box, Estee Building, New York 1, N. Y.

(Continued on next page)

Would you...

Go to a druggist for information regard- ing a serious stomach ailment?

Or would you, instead, go to a "specialist" in stomach ailments?

The coin operated entertainment industry is one of the most highly spe- cialized industries in the world today. Why direct your advertising to corner pitchers, country fairs, burlesque strippers, Vanderbilt acrobats, circus tumblers, radio soap opera's, etc.? Advertise where you know your ads will be seen by the people you want to reach. Spend your hard-earned advertising money in the one publication that can reach your customers. The Cash Box is the one and only weekly magazine that concentrates on this industry and this industry only. You won't stand a chance to be in this business! Why stand for losing your hard-earned money by spending it where you do not reach your complete market?

Think! Advertise in The Cash Box magazine to the right people and reach your complete market.

For the cost of this, and other ads, write today to: The Cash Box, Estee Building, New York 1, N. Y.
FOR SALE—5 South Pacifics, like new, one lot $200 or $50 each. 5 AMI wall boxes straight nickel $85 each. SYSTEM AMUSEMENT CO., W. 810 SECOND AVENUE, SPOKANE, WASH.

FOR SALE—W-156 Boxes 5/10/25c $44; 3W156 Boxes three-wife $27; W-156 & W-256 Boxes $24; Stebbins Hideaway 146 $225; Wurlitzer 1100 $450; 1015 $295; Wurlitzer Seco Rock Box $155; All Banksrolls, $150. Irish Pool $90; Dale Gum $85. V. YONTZ, BYESVILLE, OHIO.

FOR SALE—Used Phonograph Records taken from the BIRM. INGHAM & ADVERTISING CO., 502 2nd Avenue, NORTH, BIRMINGHAM 4, ALA.

FOR SALE—Special Closeouts: Turf Kings, all other Ball, Shuffle Alloys, Five Balls, Distributors Wurlitzer Model REDD DIS TRIBUTING CO., INC., 298 LINCOLN ST., ALLSTON, MASS. Tel.: A-4.4040.

FOR SALE—America’s finest reconditioned phonographs and music accessories. Everyone one of our reconditioned machines guaranteed beyond condition regardless of price. Tell us what you need. Get our prices before you buy. ANGOTT INC., 3W156 CO., INC. BOX 414, PURITAN AVE., DETROIT 21, MICH. Tel.: University 4-0773.

FOR SALE—Empresses; Thrones; ’39 and ’40 Standards and DeLaxes; Classics; 6250 Wall Box 600’s; Counter Models; Wurlitzer HiBox Scales; Arcade Equipment; Misc. Portable Vending; 320 N. Sycamore ST., PETERSBURG, VA.: Tel.: 349.


MISCELLANEOUS

NOTICE—These 3 telephone numbers are important: 1. Cash Box—New York City, LONgacre 4-3321; The Cash Box, Chicago, ILLINOIS, LONgacre 4-3321; The Cash Box, Los Angeles, Calif. WEBster 3-0437.

NOTICE—Louisian & Mississippi Operators—your authorized AMI piano distributor is DIXIE COIN MACH. CO., 122 NO. BROAD ST., NEW ORLEANS, LA. Tel.: 1331.

NOTICE—Change to dime play. Have you seen our new dime play, Haver Club? Kit for old style and new style Parked boxes. Lots of 25 $1; 100 25c. Contains new glass, dime bushings, parts for receiver. Kits also available for other 25c and 5c boxes. SINGER STANDARD NEEDS, J. R. HAWLEY DISTRIBUTING CO., 27720 W. PICO BLVD., LOS ANGELES 10, CALIF.

NOTICE—Attention operators in Chicago. We can take all your service calls and trucking. Only the finest factory trained mechanics take care of your calls. MERRIT INDUSTRIES, 542 W. 63rd STREET, CHICAGO 21, ILL. Tel.: ENgledow 4-9202, 4-9204.
This Week's Used Market

A study of this week's trading in the used machinery division of a large wholesale house shows a decided upturn in the division. The most noticeable feature of the week's trading was the activity in the area of the large machines over the past month or so, and the asking prices in this week's trading increased to a point where its activity is almost as great as it was during the big boom of a couple of months back. All types of machines showed sharp increases in prices. The asking prices of all types of the pin games and the shuffle games showing the greatest increase. The prices of used machines are continuing to range pretty much the same, with some equipment going up or down slightly. This indicates the activity is destined for the coming weeks. The pin games had a marked increase in activity but showed a slight drop in price. The shuffle games were due to the large number of machines placed in the market. The new equipment continued to draw well and these pieces also showed up quite strongly.

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

Most Active Used Machine

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<thead>
<tr>
<th>Machine Type</th>
<th>Model</th>
<th>Initial Price</th>
<th>Current Price</th>
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<tbody>
<tr>
<td>Washers</td>
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<td>Belt Dryers</td>
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<td>Roll-Off Dryers</td>
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<td>Presses</td>
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<tr>
<td>Printing Machines</td>
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Most Active EVC Machines

<table>
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<tr>
<th>Machine Type</th>
<th>Model</th>
<th>Initial Price</th>
<th>Current Price</th>
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</thead>
<tbody>
<tr>
<td>Electronic Vending</td>
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<tr>
<td>Slot Machines</td>
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<tr>
<td>Redemption Machines</td>
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<tr>
<td>Coin-operated Games</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.

AMI, INC.

Model D-40 Phonograph

Model HS-SM Hideaway

Scelle Wall Box (40 Selections)

Scelle Wall Box (50 Selections)

Amvox Speaker

BALLY MFG. CO.

Shuffle Line

Futurity

Spot Light

BUCKLEY MFG. CO.

Wall & Bar Box

C. E. EVANS & CO.

Constellation Phonograph

Puck-Over

THE EXHIBIT SUPPLY CO.

Jet Gun

Big Brawler

Post Cover

Silent Salesman (Card Vendor)

G. DOTTLEBER & CO.

Nagasaki

Most Active Shuffles & Rebounds

Held-Bally Shuffle-Bowler $245.00-500.00

Held-Bally Speed Bowler 395.00-75.00

Down-Chico Coin Bowling 45.00-75.00

Held-Chico Coin Trophy 100.00-160.00

Held-Geno Glide 30.00-35.00

Held-Keeley Dbl. Bowler 125.00-165.00

Down-Keeley League Bowl 235.00-255.00

Held-United Shuffle Alley 10.00-35.00

Up—United Shuffle w/c. 25.00-35.00

Held-Chico Shuffle Alley Exp. 85.00-75.00

Held—Un. Twin Rebound 195.00-234.00

Held—Un. Play, 4-Player 275.00-295.00

Up & Down—Five Star Uni 25.00-335.00

Down—Gold Cub (B 41) 40.00-115.00

Down—Jockey Special (B 351) 30.00-45.00

Held—Dental Bowler (B 48) 149.50-156.00

Held—Citation (B 348) 40.00-135.00

Down—Turf King (B 6/5) 215.00-245.00

Down—Winner (Uni 1/5) 75.00-135.00

Held—Trojan (B 2/51) 40.00-145.00

Held—Jockey (B 35) 50.00-105.00

Held—American Jack (B 47A) 50.00-110.00

Held—America (B 5/1) 85.00-115.00

Held—Dental Bowler 105.00-125.00

Held—Williams All Stars 95.00-105.00

Held—Deluxe Star Series 250.00-295.00

Held—Williams Quarterback 75.00-100.00

J. H. KEENEY & CO., INC.

Holiday

4-Way Bowler (conv.)

6-Player Rebound (conv.)

All-Electric Cylinder Machine with Changer

RACK-O-MATIC CO.

Gun Roller $25-50 Phonograph

Model (1453)

Model 1555, 50-50, 25c Wall Box 59.00

Model 1556, 5c Wall Box

2 Wire

3 Wire

Machines

RISTACRAT, INC.

S-45 Phonograph

UNIVERSAL MFG. CO.

6 Player Shuffle Alley 105.00

Leader

50c

WILLIAMS MFG. CO.

Spark Plug

$457.00

THE RUDOLPH WURLITZER CO.

Model "1400" Phonograph

Model "2000" Phonograph

Model 405S 5c-25c Wall Box (48 Selections)
UNITED'S LEADER

FAST ACTION 3 CARD REPLAY GAME

plus BALL PURCHASE FEATURE

PLAYER MAY PURCHASE 6TH, 7TH, 8TH BALL FOR EXTRA COINS AS INDICATED ON SCORE CARD

AVAILABLE IN 5¢ OR 10¢ PLAY

WRITE FOR YOUR FREE UNITED PARTS CATALOG

UNITED MANUFACTURING COMPANY
3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS
Here's a game that's got everything!

**Bally**

**SPOT-LITE**

NEW 1-CARD 5-BALL REPLAY SENSATION!

"IN-LINE" SKILL SCORES
3-IN-LINE, 4-IN-LINE, 5-IN-LINE

THRILLING "SPOTTEM" FEATURE

POPULAR ADVANCING SCORES
FAMOUS FOR PLAY-APPEAL AND EARNING-POWER

EXTRA BALLS FEATURE
WITH NEW PROGRESSIVE SUSPENSE IDEA

NEW "4-CORNERS" SCORE

SELECTIVE-BUTTON PLAY

Words cannot describe the powerful play-appeal of SPOT-LITE. You must see SPOT-LITE... see the great combination of "in-line" scoring and famous Bally button-play features. You'll see why SPOT-LITE is the greatest money-maker ever built in the 5-ball class. See SPOT-LITE at your Bally distributor today.

**Bally MANUFACTURING COMPANY**

DIVISION OF LION MANUFACTURING CORPORATION
2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS