Perry Como exemplifies the spirit of Christmas as he gazes into his fireplace, relaxing after his work is done. As Perry thinks back, it must be a source of extreme satisfaction to him that this was probably one of the most successful years he's ever had. Not only did his popularity skyrocket through his TV show, but in addition to that he had six hit records on the RCA Victor label in the last 12 months, "Don't Let The Stars Get In Your Eyes," "Wild Horses," "Say You're Mine Again," "No Other Love," "Papaya Mama" and his current one, "You Alone."
Wish you the Merriest of Holidays

as does the SALES DEPARTMENT of the
RUDOLPH WURLITZER CO.
NORTH TONAWANDA, N. Y.
Merry Xmas and
A Most Prosperous And
Happy New Year

THE CASH BOX
London and MGM Records
Thank All Disk Jockeys and Juke Box Operators for Their Splendid Cooperation and Wish One and All the Very Best of Season’s Greetings

James H. Martin

1343 S. MICHIGAN AVE., CHICAGO
Happy Holidays from

THE HILLTOPPERS

JIMMY SACCA
BILLY VAUGHN
DON MCGUIRE
SEYMOUR SPIEGELMAN

Thanks

To the Nation's Music Operators
for voting us

BEST VOCAL COMBINATION
OF 1953
8th Annual Music Operator Poll by
THE CASH BOX

"It's What's in THE CASH BOX That Counts"
BARBARA RUIK  
(MGM 11647; K-11647)  
"THAT'S WHAT A RAINY DAY ..."  
—(Mizzy, Curtis) From the movie "THE RAIN MAKER" comes this inviting liltter that Barbara Ruike treats so pleasantly. A hushed cute ditty.

TICK TOCK BOOGIE" (3:02)  
[Ardemore ASCAP—Wells, Bob (Leeds)] The Skylarks assist the pert vocalist thrush on this end as she styles a jumper with multiple voicing.

DICK TAYLOR ORCHESTRA  
(Decca 1109; 45-1109)  
"WHEN THE SAINTS GO HARKING IN" (2:31) [BMI—]  
An ever popular spiritual item is treated to an exciting reading by Down, Day and Duck as the Dick Taylor orchestra accompanies. Should go in R & B market also.

SWING-SHIFT" (2:27) [BMI—]  
[Jack Skrodes ASCAP—Hopkins] Joe really takes off on the lower deck with a rip-roaring piano presentation of a rag time ditty. A wild side that really moves.

JOE "FINGERS" CARR  
(Capitol 2665; F-2665)  
"ISTANBUL" (2:53) [Alamo ASCAP—Kennedy, Simon] Joe "Fingers" Carr and his Cart-Hop team up on a rendition of a novelty that's clicking in a big way. An exciting jumper that should share in the fun.

MAPLE LEAF RAG" (2:15) [Ralph Skrodes ASCAP—Hopkins] Joe really takes off on the lower deck with a rip-roaring piano presentation of a rag time ditty. A wild side that really moves.

THE HARMONICATS  
(Mercury 70277; 70277 x 45)  
"HEARTACHES" (2:45) [Leeds ASCAP—Hoffman, Klenner] The Harmonicats send up some sensa- tional listening as they fashion a great oldie that was a Ted Weems hit some years back. Could be revived. Number moves.

JUST ONE MORE CHANCE" (2:05) [Famous ASCAP—John- son, Cashow] Here the boys take another great oldie that's on the revival trail and deliver in a top form. Reminiscent of their "Pag O' My Heart." Could hit big.

PETE PONTRELLI  
(Skyway 101)  
"SEASON'S GREETINGS" (3:04) [Skyway BMI—When- ham] A pretty seasonal item is tossed to a warm, Staal Lg. On this listen with the Nat "Chill" Pontrelli orchestra.

THERE IS ROOM IN MY HEART" (3:00) [Skyway BMI—Whenham] On this end the balladeer dishes up a romantic item in a tender manner. Larry has a wonderful quality in his voice.

Bunny Berigan  
(RCA Victor 20-5546; 47-5586)  
"BEAUTIFUL" (2:30) [Tito Rodriguez ASCAP—Burton] The Bally Rodriguez Crew makes a record of the Mills Bros. in this rather pleasing arrangement that should draw a good crowd.

THE CASE BOX  
Page 8  
December 26, 1953  

THE CASE BOX  
DISK OF THE WEEK  

TERESA BREWER  
"OUR HEART BREAKING WALTZ" (2:42)  
[San Francisco ASCAP—Pronin, David]  
"BELL BOTTOM BLUES" (2:32)  
Shapiro, Bernstein ASCAP—Carr, David  
Teresa Brewer, one of the hottest female vocalists around today, and winner of The Cash Box Best Record Of The Year Award for 1953 with her version of "Till I Waltz Again With You," looks like she has another number one contender in her latest release, "Our Heart Breaking Waltz." Currently sitting at the top with her disk "Ricchey," the thrush offers another warm vocal by the composer of "Till I Waltz," Sid Prosen. It's a beautiful sentimental item with a lovely backing by Jack Pleis and the orch. This country flavored waltz item can't miss. It's a perfect marriage of lyrics and melody. Flip features the thrush on a rhymic bouncer tagged "Bell Bottom Blues." A poppy job in the chirs familiar perfect fort. Look for the top half to be a smash.

MARGARET WHITING  
(Capitol 2681; F-2681)  
"MOONLIGHT IN VERMONT" (2:42)  
[Golden ASCAP—Sueur, Ralph]  
"WHEN THE BELL TURNS" (2:45)  
[North ASCAP—Hopkins]  
A good tune with a Scottish flavoring is coming over on the thrush. A good job.

LOUIS ARMSTRONG &  
THE MILLS BROS.  
(Mercury 72084; 72084 x 45)  
"BLOODY MARY" (2:58) [Berlin ASCAP—Berlin]  
With "Marie" clicking throughout the U. S., Decca releases an old disk of the Mills Men and Louis Armstrong on this stand- ard. A good arrangement that should draw a solid number.

WAVERLY KNIGHT" (2:12)  
[Berlin ASCAP—Berlin]  
The Mills Bros. are at their old-time best as they impersonate instruments and accompany Louis on another oldie. Record is a collectors' item.

LEE ROY  
(Epic 9011; 4-9011)  
"THE CREEP" (2:18)  
[Robbins ASCAP—Burton]  
A solid current dance craze in England, gets a solid instrumental treatment from the Roy crew. A solid jumper that should be catching on soon in the U.S.

"MIDNIGHT FESTIVAL" (2:47)  
[North ASCAP—Hopkins]  
A Latin beat item that really jumps. A clever arrangement. Boys have a definite style of their own.

RALPH MATERIE  
(Mercury 72082; 72082 x 45)  
"THE CREEP" (2:20)  
[Robbins ASCAP—Burton]  
The Ralph Materie Crew sends up a rocking instrumental styling of a number that's bidding for a hit. A jump item that the jitterbugs oughta go wild about.

"LOVE THEME" (2:45)  
[Leeds ASCAP—Mancini]  
On this end, Ralph offers some real smooth trumpet work that's tailor made for dancing. A real pretty tune stemming from the movie "The Glenn Miller Story."
Wishing you

a Merry Christmas and

the best of everything

for the New Year—

PERRY COMO

DIRECTION—GENERAL ARTISTS CORPORATION

"It's What's in THE CASH BOX That Counts"
THE CASBOX SLEEPER OF THE WEEK

"WHAT IT WAS, WAS FOOTBALL" (2:51)
[Charles BMI—Griffith]
"WHAT IT WAS, WAS FOOTBALL" Part 2 (2:33)
[Charles BMI—Griffith]
DEACON ANDY GRIFFITH (Capitol 2693: F-2693)

- Capitol Records gets hold of another comical recitation disk that could outsell their million record selling version of Johnny Standley's "It's In The Book." It's a hilarious recitation of the old disk tagged "What It Was, Was Football" featuring Deacon Andy Griffith as he tells of an experience in a small football town. He recites the tale in a deep Southern drawl and the dialogue in the greatest. The plotter should enjoy a tremendous sale and eventually reach the joke boxes. The back of the disk is the second part of the two-sided tale that gets funnier as it goes along. There's no reason why this waxing shouldn't follow in the footsteps of "It's In The Book" and "St. George And The Dragonet."

"STELLA BY STARLIGHT" (2:50)
[Famous ASCAP—Washington, Young]
"HIGH ON A WINDY HILL" (2:30)
[Broadcast BMI—Whitney, Kramer]

HUGO WINTERHALTER ORCH.
(RCA Victor 20-5547; 47-5547)

- RCA Victor has released two standards from the Hugo Winterhalter album "Music By Starlight" that bid fair to become as big as his recording of "Vanessa." On one end the disk offers a lush and beautiful string arrangement of the great oldie "Stella By Starlight" that makes top grade listening. It's a captivating job with a violin solo adding brilliance to the composition. On the lower deck Hugo and the crew glide through another standard labelled "High On A Windy Hill." More top quality music. Watch the top deck. It should make a load of noise.

DE JOHN SISTERS
(Epic 19009; 4-9009)

"SHOULD I RUN" (2:51) [Melvin BMI—Shaeffer] The impressive harmony of the De John Sisters comes over well as the thrushes cruise through a slow rhythm item. Terrific style that should hit for Girls. It is.

"ALL PRESENT BUT ONE" (2:25) [Poor International BMI—Shaeffer] Marty Caruso and his orchestra supply the girls with another fitting backdrop on this stylish item.

DAMITA JO
(RCA Victor 20-5547; 47-5547)

"FACE TO FACE" (3:03) [Milt ASCAP—Pain, Cats] Damita Jo cruises through a ballad from the flicker "Three Girls And A Sailor." Good listening.

"SADIE THOMPSON'S SONG" (2:45) [Mills ASCAP—Lee, Washington] From the soon to be conveyed "Miss Sadie Thompson" comes this sultry blues item which Damita sends out with oomph. Good backing job by Harry Geller's crew.
Thanks ops
For Making Us TOPS

BEST SMALL INSTRUMENTAL GROUP OF 1953
(3rd Consecutive Year)

Les Paul
Mary Ford

Current Capitol Hits

"VAYA CON DIOS"
"JUNGLE BELLS"
"DON'CHA HEAR THEM BELLS"

Personal Mgr.:
GRAY GORDON • MEL SHAUER

"It's What's in THE CASH BOX That Counts"
Art Ford (WNWE-New York) plans a hectic last week in December. In addition to his highly rated disk jockey shows, Art will have a 15 minute panel TV show, "Fashion on Parade," a series of McCall's shows on the New York Loebs Circuit on December 26 and tees off the first of a nationwide series of record artist concerts and dances at Manhattan Center on December 27. Record artists, including Charlie Barnet, Don Cornell, Allan Dale, Marion and Jimmy McPartland and 25 others, will be included. The event will be titled Art Ford's Music Time U.S.A.

Pic of the week—Dave Ballard, chief announcer of KFWB-Hollywood, whose narration of the new Decca back to back releases of current top hits "Ebb Tide" and "Off Shore" is creating quite a bit of noise, 5... Cate season's greetings from Bill Stewart (KMPH-Hollywood) who, wary of the coming three weeks of celebration, got off his best wishes early. 5... There is a possibility John McCormick may do a DJ stint from Boulanger (former Earl Carroll's) opening Christmas night.... Two of Albany's best liked disc jockeys, Bob Snyder and Marty Ross, are back together again. This successful disc-jockey team had one of the most popular shows in up state New York in 1950 at the Palace Theatre in Albany. The show, "Matinee at the Palace," ran for 34 consecutive weeks and was broadcast from the theatre lobby. Ross, just returned from 2 years overseas and "Matinee" was immediately resumed. The show will be carried over Albany's WABY on Saturdays and Sundays from 2:30 to 4:30 P.M. One of the first gimmicks to be used were vips in conversation with America's Sweetheart, Dorothy Collins. 5... Fend Reindl and Art Roventine in from Illinois, N.Y. (WTVH) visiting with WMCA-New York for field training. 5... Murray Kaufman's (quality music) show getting a good reception on WMCA. 5... Lovely Jo Ann, in MGM star, spent a hectic week of November 30 in Detroit when she was booked at the Gay Haven Club. The McDuft Distributors, MGM's Detroit distributor, together with Harold Berg, publicity man for the Gay Haven, arranged a back-breaking schedule of visits with disc jockeys and TV shows. Jo Ann's current MGM disc is "But Never My Love For You." 5... Johnny Andrews, pianist, singer, MC, remembered in New York from his TV show "Easy and Inexpensive," after 12,000 performances and 16 years never being late, never missing a show—it happened. Johnny's garage door got stuck. He missed the first half hour of "The Morning Bandwagon." 5... Starting with the sign on at 5:30 A.M. the Bob E. Lloyd morning show on WAVY-New Haven, Conn. is now completely sold out. The full 4 1/2 hour daily musical smash has waiting room only. Bob explains the very early (5:30 A.M.) sales by explaining that New Haven burglars evidently have high purchasing power. 5... Nick Nickson, program director WBBF-Rochester, N.Y., has 4% hours on the air daily. Nick has an afternoon show "The 99 Club" from 3:30 to 5:30, and a later show from 6:30 to 7 A.M. 5... Bob Hofer (WTSF-Orlando, Fla.) says thanks to Lindsay McPhail, composer of "Sun." Lindsay has compiled a series of brief but informative scripts based on Louis Armstrong's "Sun." These are scattered over the air signs. Bob finds them wonderful in programming the Pee Wee Hunt platter of this tune. If any of you jocks are interested in this pertinent data, you might drop a line to McPhail at 333 W. 56th St., N.Y. 5... Paul Flannagan, very popular jock at WTRV-Troy, N.Y., is recuperating from an operation at St. Mary's Hospital in Troy. Let's drop him a "Season's Greetings."
Capitol... has another smash hit!!!

(REMEMBER "IT'S IN THE BOOK")

"What it was... was football"

THE ORIGINAL BY DEACON ANDY GRIFFITH

CAPITOL #2693

BOSTON: Chris Drake, 273-275 Huntington Ave., Boston 15, Commonwealth 6-6700
HARTFORD: John Warner, 25 Pleasant St., Hartford 5, Tel. 2-1112
SCRANTON: Paul Featherstone, 500 Wyoming Ave., Scranton 3, Tel. Scranton 2-8177
NEW YORK: Anthony Rubino, 253 W. 44th St., New York 23, Scuphereena 7-4714
NEWARK: Stephen Stelman, 83 Beck St., Newark 4, Market 3-7086
CLEVELAND: Marvin Townsend, 104 St. Clair Ave., N.W., Cleveland 13, Main 2744
DETROIT: George Gerken, 40-42 Selden Ave., Detroit 1, Temple 1-0510
BUFFALO: Larry Jacobs, Manager, 1664 Main St., Buffalo 9, Lincoln 8371
PITTSBURGH: Peter Goyak, 2010 W. Liberty Ave., Pittsburgh 26, Locust 1-5516
CHICAGO: John Mellett, 1449 S. Michigan Ave., Chicago 9, Illinois, Harrison 7-3509
MINNEAPOLIS: Lynn Jenkins, 21 E. Hennepin Ave., Minneapolis 1, Geneva 0361
MINNEAPOLIS: Robert Thompson, 14244 W. Forth Ave., Minneapolis 7, Broadway 2-3883
SOUTH BEND: Carl Truills (S. B. Record Dist.), Co., 402 Carroll St., S. B. 4, Tel. 31199
KANSAS CITY: Joe Glessner, 1517 McGee St., Kansas City 8, Missouri, Grand 1692
ST. LOUIS: Bill McNeil, 1909 Washington Ave., St. Louis 3, Chesterfield 2797

RUSH—WIRE—PHONE
YOUR CAPITOL DISTRIBUTOR TODAY

ORVILLE CAMPBELL Chapel Hill, N. C. (Phone 8-1111)

"It's What's in THE CASH BOX That Counts"
NEW YORK:
This has turned out to be a Christmas season without a Christmas song. “Santa Baby” is getting quite a whirl but in the strictest sense it’s not a Christmas number. It’s popularity is based on the personality of Blakly Kiri, not on its seasonal impact, and therefore it could keep going for a long time after the holidays. . . . Kappl Jordan’s three little girls gave her a surprise birthday party last week. Happy birthday Kappi. . . . The Edw. H. Morris publishing firm is suing MGM for overuse of the song “Tenderly” in the film “Torch Song.” . . . Shapiro-Bernstein signed Tom Glazer to a writing contract. Glazer also records children’s records. . . . Henry O’Hanlon has his Bill Heyer for record promotion and Pauline Rodgers for promotion and personal management. This is the fifth season that “Blue Christmas” is making noise in the folk field. . . . Patti Page closed this week at the Clover Club in Miami where she played to SHO business every night. She opens December 26 at the Chase Hotel in St. Louis. . . . Publishers Mickey and Sonny Cox are releasing authentic Irish records, recorded in Dublin, on the Glenside label in this country. . . . Local d) Johnny Clarke’s wife in an iron lung with polio. If you’d like to send her a get-well or Xmas card, address it to: Bergen Pines Hospital, Paramus, N.J. . . . Dinah Shore cancelled her Waldorf-Astoria date, but it may be reset later in the year. . . . Baby dancers at Cafe Society for a week beginning December 21. . . . Johnnie Ray has been set for a four-week one-nighter tour of Brazil, Argentina, Paraguay, and Uruguay during April. . . . Martha Raye due for record to Mercury Records. . . . Berinda Records has given Mary Mayo and Mark Stuart new contracts as a result of the reception given their first releases on the label. . . . We’d like to wish everyone A Merry, Merry Christmas and all the happiness possible for the coming year.

CHICAGO:
Very swell cocktail party Bud Brandon gave Joni James at Linn Burton’s Steak House. Tony Acquaviva along with Joni. Also Mr. and Mrs. Bill Evans, Mr. and Mrs. Jim Miller, Mrs. and Mrs. Bob Cape, Jimmy McElhine, Art Hellyer, Mr. and Mrs. Lee Petrillo, Mr. and Mrs. Dick Courtenay, Jack Center of Valley disks, and many others present.

Right across the street, Mr. and Mrs. Jimmy Hilliard hosting a party at Club Alabam, which also included Rasputin and the Squeetch lassie, Dinah Kaye. Dinah opening at La Ro’s in Indianapolis. Her first U.S. nite spot . . . David and Rosanna LeWinter celebrating David’s 8th year as Maestro at the famed Pump Room, Satty eve (12/12) greeting friends and David talking how he was signed to play the Pump Room for a two-week engagement, eight years ago, when the very sad news arrived, in the midst of the festivities, that just a few miles to the south, at the Palmer House, good friend and very, very, very, Lew Diamond had collapsed on the bandstand and passed away. . . . Four Aces postcard they’re on their way to Detroit. . . . Lorry Rainie cards her Kem disk, “I’m In Love, With a Guy,” taking off. . . . Bud Brandon and Ed Ryan collaborate to give Pearl Eddy a cocktail party at the very lovely Carlin’s. 12/16. CBS White-Applique follow Billy Daniels into the Chigo Thutter. . . . Art Sheridan reported that Eddie Bracken is starring in “Tea Year Itch,” will cut sides for his Chance label. . . . Lou Fary, Buddy DiVito’s mgr. around with some pictures of Buddy being congratulated by Jimmie and Betty Grable on his latest diskeroo. . . . Ken Remo in town plugging his latest MGM. . . . Archie Levinton happy advising five diskers have now cut his “Woman.” Johnny Desmond’s disk leading here. Many looking forward to Rosie Clooney-Jose Ferrer version of this tune. . . . Deca’s Larry Green on his way to L.A. to spend the holidays with his wife. . . . June Valli clicked like everything on Howie Miller’s new aft’noon show. And with Art Van Damme Quintet plus the power voice of Al Wiltis it was a singin’ show.

LOS ANGELES:
Gay celebrations and Christmas parties have the record industry in a whirl this year. There is plenty of reason to celebrate too. It has been one of the biggest years in history for the industry and all the parties and merrymaking is just another way of saying thanks to all the friends and associates who made the year such a big success. . . . Party goers who caught the Nellie Lutcher show at Giro’s saw a great performance. The blues songstress recently cut two new sides under the Epic label titled “Blues for Bill Bailey” and “Whee Baby.” Frankie Carle presented his special holiday show from the stage at the Staller’s Terrace Room. . . . Freddy Martin opened at the Ambassador’s Coconut Grove on December 23rd. . . . Al Marx, president of Trend Records, Inc., recently announced the recording of David Belle as musical and promotion director. They recently signed Lucy Ann Fisk who will cut new sessions for the Trend label soon. Lucy was formerly with Les Brown and his orchestra. . . . Abe Diamond is expecting a big year in 1954 with his new label. He has several new sides to be released during the New Year that operators, DJs, and distributors should watch out for. . . . Nicky has been a busy little gal. She appeared on the Jack Owens coast to coast ABC TV show on Dec. 16th, and made several other personal appearances. Her newest waxings of “Songs Can Bring Back Memories” and “I Don’t Want A Mink” (“I Just Want A Man”) is getting wide plays throughout the area. . . . Dick Leink publicity manager for Capitol Record Distributors, San Francisco, Portland, Seattle, and West Coast. . . . and Hal Cook, Capitol National Sales Manager, spent a few days in Hollywood on business. . . . Much interest is being created through Southern California for the latest dance step “The Creep.” . . . Tony Bennett’s latest waxing of “Stranger In Paradise” has become a big seller here in LA with most of the operators putting it on the boxes.

“IT'S WHAT'S IN THE CASH BOX THAT COUNTS”
Season's Greetings

Thanks

TO ALL
MUSIC OPERATORS
DISK JOCKEYS
DEALERS

# 1 IN THE NATION
on Juke Boxes—Retail—on the Air

"RAGS TO RICHES"

Heading for # 1

"STRANGER IN PARADISE"

COLUMBIA RECORDS

personal management
RAYMOND MUSCARELLA
SINCEREST THANKS TO ALL DISK JOCKEYS, JUKE BOX OPERATORS AND DEALERS FOR A VERY GREAT YEAR AND BEST WISHES TO ALL FOR A GRAND HOLIDAY SEASON

Bud Brandom

Decca And Coral Plan Heavy Campaigns on “Miller Story” Songs

NEW YORK—Decca Records and its subsidiary Coral Records are rushing to completion one of the most comprehensive series of recordings in their history in connection with the release of “The Glenn Miller Story,” starring James Stewart and June Allyson.

These records, which are highlighted by Decca’s album from the U-I orchestra sound track of the picture, will receive one of the most intensive promotional campaigns in the history of both companies.

Besides the album from the sound track of the picture, Decca is also planning a special campaign on Jerry Gray’s “Salute to Glenn Miller” album and Coral is setting a campaign on an album presenting the Modernaires, who are featured in the picture, in a series of songs done instrumentally in the picture.

“The Love Theme,” an original piece of music from the picture has been recorded by Victor Young and his orchestra for Decca and by Sidney Torch and his orchestra in England for Coral.

As part of the overall cooperative promotion by the record companies and Universal-International, Decca and Coral dealers are to receive U-I promotional aids, such as special material now being developed by both the record and the film companies for use by the record dealers and the theatres. Planned are display posters, sets of color stills, and window and counter displays with special advertising campaigns also being developed.

Co-Presidents

NEW YORK—For the first time in its history the Publicists Guild selected co-presidents. Pictured above (left to right) Walter Kaner, Walter Kaner Associates; and Dick Linke, national publicity-promotion manager of Capitol Records, Inc., congratulating each other on their appointments.

The other officers elected were: 1st Vice President, John O’Malley; 2nd Vice President, Spencer Hare; Treasurer, Lillian Pickard; Secretary, Ed Mintz.
Seasons Greetings

AMERICA'S MUSIC OPERATORS

Sincere Thanks For Voting

Bill Haley's

THE MOST PROMISING
NEW SMALL INSTRUMENTAL
GROUP OF 1953

Again Thanks For Voting

Bill Haley's

THE 2nd BEST
SMALL INSTRUMENTAL
GROUP OF 1953

1953 RELEASES
(Exclusive on the ESSEX Label)

* Crazy, Man, Crazy
* Whatcha Gonna Do
* Fractured
* Pat-A-Cake
* Live It Up
* Farewell, So Long, Goodby
  Mulberry Bush
  Real Rock Drive

* Written by Bill Haley

Here's Hopin' Another Juke Box Winner — Haley's Latest

"TEN LITTLE INDIANS"
"I'LL BE TRUE TO YOU"

ESSEX  # 340

Personal Direction: J. H. FERGUSON, 801 Barclay St., Chester, Pa. (Phone Chester 2-3004)

"It's What's in THE CASH BOX That Counts"
Season’s Greetings

Every one in the music business over here is watching for the happenings in the U.S. recording industry. The New York Front is very much interested in the New York-York deals agreement between the A.F.M. and the Independent Record Companies. All eyes and ears are on James C. Petrillo for. In case you don’t know, we here put good store in him, but there is always room for U.S. smash hits.

The blow to Tin Pan Alley here this week, for the music business morsels the passing of Jimmy Green who was with the music group for over 25 years. He was a friend of many and always ready to help a newcomer to the business.

Abel O’Malley on a flying visit. Wonder if he has heard of how things are moving. And judging from all reports they certainly ain’t “Creepin’ It Real.” Bernard, my mentioning Ted Heath being offered the Palladium for a two weeks’ stint by Val Parnell? Well the maestro has re-arranged his many dates to fit in this important engagement and will tap the hill with his popular singers for two weeks starting March 6th. It is interesting the American idea of self-service record departments has caught on over here and this week one of our leading music stores opened what is now known as the Melody Bar. To catch up in the past year years or so, the 45 broadcasts, the B.B.C. is putting out a steady supply of records which feature so less than eight bandleaders. Those involved include Geraldo Mahler, Ray Martin, Harry Rabinowitz, Benny Baker, Tito Barns and others. A fifteen-minute extract from Stan Kenton’s recording session at the Athens Theatre, Paris will be aired by the wood and taken over by Vic Lewis in the “Jazz Club” show.

More possibilities for London appearance among the Rosslany, Rosso, and MacRae. M.C.A.’s London office is preparing to discuss these negotiations, so let us keep hopping. Helen come thru. The Tommy Dorsey Band is here. “The Singing Lady” on the London Warrner house this week. Should do good Christmas business.

Record News: Most of the A. & R. men of the major record companies have completed the issues for January and are thinking about February issues. Among the news disks I heard and fancy are Stan’s Black & Orange, Harry James’ “Last Waltz” titles “Mons Paps” on London; Tommy Dorsey’sers version of “I See The Moon” and a little ditty called “Suede Shoes.” This is a coltina type novelty already waxed on Parlophone by Teddy Foster and a pop record by singer George Brownie. A third version is to be cut this week by Marty Bryant for English Decca. Watch it for plenty of spin.

This Week’s Best Selling Pop Singles:
(Courtesy “New Musical Express”)
1a) Answer Me FRANKIE LAIN
1b) Let’s Have A Party WENDY CARRELL
2a) King Of My Heart (Cornell, Dandol) Cornell, Dandol)
2b) Can’t Help Lovin’ Dat Man (Valli) (Teresa Brewer
3a) Little Boy Blue (Cole and Ford) Frank Chesser (Nat “King” Cole)
3b) Of All The Gin Joints (Ford) Nat “King” Cole
4a) Someone’s On Top Of The World (Morris, Page, Bennett) Nat “King” Cole
4b) Way Down East (Bennett) Baby (T. Brewer)
5a) At Least He’s Honest (Lafon, Landau) Baby (T. Brewer)
5b) Baby, Baby, Baby (T. Brewer)
6a) I’m Gonna Be A Star (Sellers) Teresa Brewer
6b) Only One In The World (E.C. Bennett)
7a) Midnight Special (Sellers) Teresa Brewer
7b) The Way It Is (Teresa Brewer)
8a) Hushabye (Gershwin, Heyman) P. B. & Ford
8b) This Is The Day (Cole and Ford)
9a) Don’t Let The Sun Go Down On Me (Sellers) Ford
9b) In The Next World (Bennett) Ford
10a) One Night Of Love (E.C. Bennett)
10b) Can’t Help Lovin’ Dat Man (Valli) Brentwood

Ira Cook
KECA & KMCMP—Hollywood, Calif. 1a) Santa Baby (Jim Mitchell) 2a) Stranger In Paradise (Ford)
1b) Santa Baby (Jim Mitchell) 2b) Stranger In Paradise (Ford)
3a) Let’s Love With A Smile (Valli) 3b) Stranger In Paradise (Ford)
3c) Let’s Love With A Smile (Valli) 4a) Stranger In Paradise (Ford)
3d) Stranger In Paradise (Ford) 4b) Stranger In Paradise (Ford)
4c) Stranger In Paradise (Ford) 5a) Stranger In Paradise (Ford)
4d) Stranger In Paradise (Ford) 5b) Stranger In Paradise (Ford)
5c) Stranger In Paradise (Ford) 6a) Stranger In Paradise (Ford)
5d) Stranger In Paradise (Ford) 6b) Stranger In Paradise (Ford)
6c) Stranger In Paradise (Ford) 7a) Stranger In Paradise (Ford)
6d) Stranger In Paradise (Ford) 7b) Stranger In Paradise (Ford)
7c) Stranger In Paradise (Ford) 8a) Stranger In Paradise (Ford)
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8d) Stranger In Paradise (Ford) 9b) Stranger In Paradise (Ford)
9c) Stranger In Paradise (Ford) 10a) Stranger In Paradise (Ford)
9d) Stranger In Paradise (Ford) 10b) Stranger In Paradise (Ford)
10c) Stranger In Paradise (Ford) 10d) Stranger In Paradise (Ford)

Don Louden
KJFO—Portland, Ore. 1a) Babe (T. Ramsey) 2a) Babe (T. Ramsey)
1b) Babe (T. Ramsey) 2b) Babe (T. Ramsey)
Music

Waves Stitt
WHB—Kansas City, Mo.
1. Rags To Riches (Tony Bennett)
2. Eh, Baby (Artie Shaw)
3. Off Shore (Lee Diamond)
4. Christmas Drag (Frankie Laine)
5. Trolley (Teresa Brewer)

Tiny Markle
WAVE—New Haven, Conn.
1. Stranger In Paradise
2. Love Walked In (Willie Nelson)
3. My Heart (Artie Shaw)
4. Five Times (Artie Shaw)
5. Trolley (Artie Shaw)
6. I Love You (Artie Shaw)
7. Hymn to My Heart (Artie Shaw)
8. Five Times (Artie Shaw)

J. S. Hughes
WMLW—Marlin, Tex.
1. Rags To Riches (Tony Bennett)
2. Love Walked In (Willie Nelson)
3. Many Times (Artie Shaw)
4. Love Walked In (Willie Nelson)
5. Trolley (Teresa Brewer)
6. Trolley (Teresa Brewer)
7. Trolley (Teresa Brewer)
8. Trolley (Teresa Brewer)

Jackson Lowe
WOL—Washington, D. C.
1. Rags To Riches (Tony Bennett)
2. Five Times (Artie Shaw)
3. My Heart (Artie Shaw)
4. Five Times (Artie Shaw)
5. Trolley (Artie Shaw)
6. Trolley (Artie Shaw)
7. Five Times (Artie Shaw)
8. Why Does It Matter To Me (Terry Bennett)

Saxow Dowell
WGN—Chicago, Ill.
1. That's Amore (Dean Martin)
2. The Mission Of St. Augustine (Sunny Kaye)
3. Secret Love (Doris Day)
4. Trolley (Artie Shaw)
5. Trolley (Artie Shaw)
6. Trolley (Teresa Brewer)
7. Trolley (Artie Shaw)
8. My Heart (Artie Shaw)

Bill Joefer
WAND—Canton, Ohio
1. Changing Partners (P. Page)
2. Rags To Riches (Tony Bennett)
3. My Heart (Artie Shaw)
4. Trolley (Teresa Brewer)
5. Trolley (Teresa Brewer)
6. Trolley (Teresa Brewer)
7. That's Amore (Dean Martin)
8. Strings Of My Heart (Terry Bennett)

Don McLeod
KBOL—Boulder, Colo.
1. Rags To Riches (Tony Bennett)
2. To Be Alone (Willie Nelson)
3. Five Times (Artie Shaw)
4. Five Times (Artie Shaw)
5. Five Times (Artie Shaw)
6. Five Times (Artie Shaw)
7. Five Times (Artie Shaw)
8. Five Times (Artie Shaw)

Wallie Dunlap
WICC—Bridgeport, Conn.
1. Stranger In Paradise
2. To Be Alone (Willie Nelson)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Roger Clark
WOR—Norfolk, Va.
1. South Of The Border (Dinah)
2. That's Amore (Dean Martin)
3. Trolley (Teresa Brewer)
4. Trolley (Teresa Brewer)
5. Trolley (Teresa Brewer)
6. Trolley (Teresa Brewer)
7. Trolley (Teresa Brewer)
8. Trolley (Teresa Brewer)

Larry Gentle
WJKB—Detroit, Mich.
1. Rags To Riches (Tony Bennett)
2. My Heart (Artie Shaw)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Bill Stell
WJSW—Cresc, Va.
1. Rags To Riches (Tony Bennett)
2. Trolley (Teresa Brewer)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Joe Locco
WSVS—Las Vegas, Nev.
1. Rags To Riches (Tony Bennett)
2. Ebb Tide (Frank Chacksfield)
3. Christmas Drag (Fred Reynolds)
4. Trolley (Teresa Brewer)
5. Trolley (Teresa Brewer)
6. Trolley (Teresa Brewer)
7. Trolley (Teresa Brewer)
8. Trolley (Teresa Brewer)

Jack White
BAM—Detroit, Mich.
1. Changing Partners (P. Page)
2. Rags To Riches (Tony Bennett)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Benny Goodman
WBBM—Chicago, Ill.
1. That's Amore (Dean Martin)
2. The Mission Of St. Augustine (Sunny Kaye)
3. Secret Love (Doris Day)
4. Trolley (Artie Shaw)
5. Trolley (Artie Shaw)
6. Trolley (Artie Shaw)
7. Trolley (Artie Shaw)
8. Trolley (Artie Shaw)

Ed Meth
WHEC—Rochester, N. Y.
1. Rags To Riches (Tony Bennett)
2. That's Amore (Dean Martin)
3. Stranger In Paradise
4. Stranger In Paradise
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Tom Edwards
WOR—Norfolk, Va.
1. South Of The Border (Dinah)
2. That's Amore (Dean Martin)
3. Trolley (Teresa Brewer)
4. Trolley (Teresa Brewer)
5. Trolley (Teresa Brewer)
6. Trolley (Teresa Brewer)
7. Trolley (Teresa Brewer)
8. Trolley (Teresa Brewer)

Dave Maynard
WHIL—McMinnville, Me.
1. Oh, Mama Papa (E. Calvert)
2. Crying (Bill Carey)
3. Stranger In Paradise
4. Stranger In Paradise
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Mort Nusbaum
WHAM—Rockester, N. Y.
1. Oh, Mama Papa (E. Calvert)
2. The Jones Boy (Mills Bros.)
3. Tipica Serradine (H. Jordan)
4. Karrington (Paul & Ford)
5. Under Paris Skies (W. Miller)
6. She Was Five And He Was Ten (Judy Volantini)
7. She Was Five And He Was Ten (Judy Volantini)
8. Secret Love (Doris Day)

Don Predmore
WHB—Kansas City, Mo.
1. Rags To Riches (Tony Bennett)
2. My Heart (Artie Shaw)
3. To Be Alone (Willie Nelson)
4. To Be Alone (Willie Nelson)
5. To Be Alone (Willie Nelson)
6. To Be Alone (Willie Nelson)
7. To Be Alone (Willie Nelson)
8. To Be Alone (Willie Nelson)

Harry Burke
WGMC—Miami, Fla.
1. Rags To Riches (Tony Bennett)
2. Off Shore (Lee Diamond)
3. Rags To Riches (Tony Bennett)
4. Off Shore (Lee Diamond)
5. I Love You (Artie Shaw)
6. I Love You (Artie Shaw)
7. I Love You (Artie Shaw)
8. I Love You (Artie Shaw)

B. M. G. Check List
OF NEW RECORD RATINGS
BY THE TRADE PRESS

For the First Time in a Long Time (Fonzie)
JUNE HUTTON-ALEX STORHA (Capitol)
75 (Good) B Very Good

THE GAIDE OF LOVE
BILL DARNELL (Decca)
76 (Good) B+ Excellent

GENE JAMES (Meridian)
PERCY FAITH (Columbia)
76 (Good) B+ Excellent

GOT A HOLE IN MY SWEATER
GUY MITCHELL (Columbia)
78 (Good) B+ Excellent

GRANADA (Poor)
MONTY KELLY (Essa)
80 (Excellent) Disk of the Week

JERRY MITCHELL (Columbia)
80 (Excellent) Disk of the Week

LITTLE MISS ONE
WILLIAM EDDIE OLIVER (Alied)
75 (Good) B Very Good

MADAGALENA (Rex)
BETTY REILLY-YES BAXTER.
75 (Good) B Very Good

WOODY STITT
WHB—Kansas City, Mo.
1. Rags To Riches (Tony Bennett)
2. Eh, Baby (Artie Shaw)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

Bill Teller
WJSW—Cresc, Va.
1. Rags To Riches (Tony Bennett)
2. Trolley (Teresa Brewer)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

ROGER WILLS
WUN—Richmond, Va.
1. Rags To Riches (Tony Bennett)
2. Tipica Serradine (H. Jordan)
3. Changing Partners (P. Page)
4. Changing Partners (P. Page)
5. Changing Partners (P. Page)
6. Changing Partners (P. Page)
7. Changing Partners (P. Page)
8. Changing Partners (P. Page)

JOEY JAMES (MGM)
PHONOGRAPH RECORD (Bill & Range)
CONRIE RUSSELL (Capital)
74 (Good) B Very Good

PERCY FAITH (Columbia)
76 (Good) B+ Excellent

SUNDAY (Bill & Range)
75 (Good) B+ Excellent

WHB—Richmond, Va.
1. Zsa Zsa (Barney Wind)
2. Rags To Riches (Tony Bennett)
3. Rags To Riches (Tony Bennett)
4. Rags To Riches (Tony Bennett)
5. Rags To Riches (Tony Bennett)
6. Rags To Riches (Tony Bennett)
7. Rags To Riches (Tony Bennett)
8. Rags To Riches (Tony Bennett)

JERRY MITCHELL (Columbia)
80 (Excellent) Disk of the Week

TERRY BELL (Decca)
74 (Good) B Very Good

HARRY HADSON
WEJO—Richmond, Va.
1. Zsa Zsa (Barney Wind)
2. Rags To Riches (Tony Bennett)
3. Rags To Riches (Tony Bennett)
4. Rags To Riches (Tony Bennett)
5. Rags To Riches (Tony Bennett)
6. Rags To Riches (Tony Bennett)
7. Rags To Riches (Tony Bennett)
8. Rags To Riches (Tony Bennett)
"Have a Heart" by Jane Douglass
"Love is Love" by Jane Douglass & Tom O'Malley
"What Did You Bring for Me?" by Barbara Karen & Dickie de Bella
"Empty Words" by Jane Douglass with Johnny Guarnieri ORK.
Mulvihill Named Heart Fund Head For DJs

NEW YORK—The American Heart Association recently asked Paul Whitman to suggest a representative disk jockey who would serve as chairman of the Disk Jockey Committee for the 1954 Heart Fund campaign from February 1 to 28.

As his selection, Whitman named Joe Mulvihill of WTAM in Cleveland, a six-day a week disk jockey who, when he was fourteen, had rheumatic fever which resulted in rheumatic heart disease.

As the chairman of this committee for the Heart Fund, Mulvihill is contacting every disk jockey in the country with a request to back the campaign with as much publicity as possible.

To help the deejay, the Heart Fund is sending out, upon request, copies for live announcements, a 12" double-facet transcription with 24 Heart Fund appeal especially recorded for the shows by top record artists, and a reference catalogue listing records whose tunes have "Heart" in their titles.

Along with this mailing, each deejay is being sent a return postal card on which he is requested to name his special choices for the King of Hearts (Male Vocalist) and Queen of Hearts (Female Vocalist). Winners of this poll will star in a special network radio show in February, a show that will be a national salute by the Disk Jockeys of America to the 1954 Heart Fund.

Son to Bill Fitzgeralds

MEMPHIS, TENN. — Bill Fitzgerald, general manager of Money Sales Company, this city, handed out cigars as a gift to Rachel, presented him with an early Christmas gift, a baby boy, William, Jr.

New York, N. Y.

1. Rags To Riches (Tony Bennett)
2. I've Got Rhythm (Eartha Kitt)
3. The Will Rogers Follies (Perry Como)
4. That's Amore (Dean Martin)
5. To Be Alone (Hilltoppers)
6. Vaya Con Dios (Paul & Ford)
7. My Heart Of My Heart (Eartha Kitt)
8. That's Amore (Tony Bennett)
9. Vaya Con Dios (Paul & Ford)
10. Yara (Tony Bennett)

Chicago, Ill.

1. That's Amore (Dean Martin)
2. Oh, My Papa (Eddie Fisher)
3. Changing Partners (P. Page)
4. Rags To Riches (Tony Bennett)
5. Stranger In Paradise (Frank Chacksfield)
6. Vaya Con Dios (Paul & Ford)
7. To Be Alone (Hilltoppers)
8. That's Amore (Tony Bennett)
9. Rags To Riches (Tony Bennett)
10. Istanbul (Four Lads)

St. Louis, Mo.

1. That's Amore (Dean Martin)
2. Rags To Riches (Tony Bennett)
3. Changing Partners (P. Page)
4. Stranger In Paradise (Frank Chacksfield)
5. Vaya Con Dios (Paul & Ford)
6. To Be Alone (Hilltoppers)
7. Many Times (Eartha Kitt)
8. That's Amore (Tony Bennett)
9. Rags To Riches (Tony Bennett)
10. Vaya Con Dios (Paul & Ford)

Memphis, Tenn.

1. Rags To Riches (Tony Bennett)
2. That's Amore (Dean Martin)
3. Changing Partners (P. Page)
4. Rags To Riches (Tony Bennett)
5. Santa Baby (Eartha Kitt)
6. Changing Partners (P. Page)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Rags To Riches (Tony Bennett)
10. Vaya Con Dios (Paul & Ford)

Dallas, Tex.

1. Rags To Riches (Tony Bennett)
2. Vaya Con Dios (Paul & Ford)
3. Stranger In Paradise (Frank Chacksfield)
4. Changing Partners (P. Page)
5. That's Amore (Dean Martin)
6. To Be Alone (Hilltoppers)
7. Vaya Con Dios (Paul & Ford)
8. Many Times (Eartha Kitt)
9. Stranger In Paradise (Frank Chacksfield)
10. Vaya Con Dios (Paul & Ford)

Nashville, Tenn.

1. Rags To Riches (Tony Bennett)
2. That's Amore (Dean Martin)
3. Changing Partners (P. Page)
4. Rags To Riches (Tony Bennett)
5. Santa Baby (Eartha Kitt)
6. Changing Partners (P. Page)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Rags To Riches (Tony Bennett)
10. Vaya Con Dios (Paul & Ford)

New Orleans, La.

1. Rags To Riches (Tony Bennett)
2. That's Amore (Dean Martin)
3. Changing Partners (P. Page)
4. Many Times (Eartha Kitt)
5. Ebb Tide (Frank Chacksfield)
6. Oh, My Papa (Eddie Fisher)
7. To Be Alone (Hilltoppers)
8. Rags To Riches (Tony Bennett)
9. Vaya Con Dios (Paul & Ford)
10. Yara (Tony Bennett)

San Francisco, Calif.

1. Rags To Riches (Tony Bennett)
2. Changing Partners (P. Page)
3. That's Amore (Dean Martin)
4. Changing Partners (P. Page)
5. Vaya Con Dios (Paul & Ford)
6. Rags To Riches (Tony Bennett)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Vaya Con Dios (Paul & Ford)
10. Yara (Tony Bennett)

Cleveland, Ohio

1. Rags To Riches (Tony Bennett)
2. Changing Partners (P. Page)
3. That's Amore (Dean Martin)
4. Changing Partners (P. Page)
5. Vaya Con Dios (Paul & Ford)
6. Rags To Riches (Tony Bennett)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Vaya Con Dios (Paul & Ford)
10. Yara (Tony Bennett)

St. Louis, Mo.

1. That's Amore (Dean Martin)
2. Rags To Riches (Tony Bennett)
3. Changing Partners (P. Page)
4. Stranger In Paradise (Frank Chacksfield)
5. That's Amore (Tony Bennett)
6. Vaya Con Dios (Paul & Ford)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Rags To Riches (Tony Bennett)
10. Istanbul (Four Lads)

Boston, Mass.

1. That's Amore (Dean Martin)
2. Oh, My Papa (Eddie Fisher)
3. Changing Partners (P. Page)
4. Rags To Riches (Tony Bennett)
5. Ebb Tide (Frank Chacksfield)
6. Oh, My Papa (Eddie Fisher)
7. To Be Alone (Hilltoppers)
8. Changing Partners (P. Page)
9. Yara (Tony Bennett)
10. Many Times (Eartha Kitt)

Denver, Colo.

1. Rags To Riches (Tony Bennett)
2. That's Amore (Dean Martin)
3. Changing Partners (P. Page)
4. Many Times (Eartha Kitt)
5. Ebb Tide (Frank Chacksfield)
6. Changing Partners (P. Page)
7. That's Amore (Dean Martin)
8. Vaya Con Dios (Paul & Ford)
9. To Be Alone (Hilltoppers)
10. Many Times (Eartha Kitt)

Cleveland, Ohio

1. Rags To Riches (Tony Bennett)
2. Changing Partners (P. Page)
3. That's Amore (Dean Martin)
4. Changing Partners (P. Page)
5. Vaya Con Dios (Paul & Ford)
6. Rags To Riches (Tony Bennett)
7. To Be Alone (Hilltoppers)
8. Many Times (Eartha Kitt)
9. Vaya Con Dios (Paul & Ford)
10. Yara (Tony Bennett)

Off Shore

Earl Bostic
King 4683

Don't Do It

Earl Bostic
King 1279

No Heart At All

Bonnie Lou
King 1282

It's What's In THE CASH BOX That Counts"
We of The Cash Box would like to take this opportunity to wish all distributors a Merry Christmas and the Happiest of New Years. Probably one of the hottest Yuletide disks this year is Eartha Kitt's "Santa Baby." N. J. Searman of Krich-New Jersey in Newark calls it a "dark horse" that started slow but won the race. Herb Dexter of Conant Distributing in New York raving about the way the Four Tunes' waxing of "Marie" is soaring to the top. Jubilee is preparing for an Orioles record and a new Pat Terry disk after the first of the year. Portem Distrib's Bob Pare, who finally got rid of his cold, is trying to keep up with the orders on Johnny Ace's "Saving My Love For You" which looks like it could be his biggest. Bob has two sleepers in "Things Ain't What They Used To Be" by Guitar Slim and "Bartender's Blues" by the Cheesemakers that are making a much stronger showing than expected. The Malcays' record of "My Happiness" looks like one of the hottest independent platters around, says Johnny Halonka and Harry Apostoleris of Alpha Distributing of New York. The boys are also getting a tremendous reaction to Joe Loco's Tico rendition of "El Balon" in the pop, rhythm and blues and Spanish markets. Jim Wilson of the King Records branch in Detroit reports that "16-40 Special" by Joe Weaver on the DeLuxe label is beginning to break up Detroit way. Jim also tells us that Lynn Bush, of Marquette Music landed a 10-point break recently. Many radio show tie-ins are reported by MGM distributors. In Denver, Joe Oxman of Pan American Supply Co. is working with Station KMYR of his city. In Chicago, Morris Goldman of the James H. Martin Co. is working with a local dealer for shows on WIND and WPMT. And in New Haven, Robert Mallhouse of Plymouth Electric Co. is also arranging coup dealer shows via WAVZ.

The Los Angeles area has been humming with all the last minute Christmas rush hitting all the distributors. . . . Irv and Paul Shorten at Allied Music Sales have been extra busy the past two months with such hits as "Gee" by the Crows (Rams), Johnny Otis' "Rock Me Baby," Amos Milburn's "One Scotch, One Bourbon, One Beer," Johnny Ace's "Save My Love For You," and the hit spiritual "Let's Go Out to the Programs" by the Dixie Hummingbirds. Irv expects this to be the biggest month they have ever had in the history of the business. . . . Al Sherman and Ralph Bass at King Record Distributors have also had one of their biggest months of the year with "Rags to Riches" by the Dominoes and Earl Bostic's "Off Shore." . . . Gordon Wolf at Sunland Record Sales Company has been a hard guy to catch in before the holidays. He is one guy who spends a lot of time out in the field calling on dealers and ops. It's always a pleasure to talk to his charming wife Mary though. She really keeps things rolling around the place with the help of Jim Berkeley, Jack Davis, Dick Miller and Jerry and Joanne Johnson. Mary and Gordon plan to spend the holidays in the San Francisco area. . . . Record Merchandising Company took on a new look. Sid Talmadge and Bob Field hurriedly got everything in readiness to launch their new self-service department. Display racks have been built all around the interior and a complete display of records greeted the customers as they entered the door. Sid says that he feels that this new self-service plan will greatly increase sales because it allows customers to select just what they want, cutting down much sales resistance. . . . Jim Warren and Jack Andrews are happy to have had the biggest record in their history during 1953. It was the Jubilee etching of "Crying in the Chapel." Jim Warren announced that he has the biggest seller they have ever had since they started in business seven years ago.

**DISTRIBUTOR DOINGS**

HOLLYWOOD, CAL.—The Malcays, Jimmy and Mildred have come up with a hit on the juke box numbers in their Cardinal recording of "My Happiness" backed with "Near You." Both are revivals of oldies. In the photo above, the couple is pictured placing their disks in their local juke box.

**1953's Top Pop Records As Voted In 'The Cash Box' Poll**

1. "SONG FROM MOULIN ROUGE" Percy Faith
2. "TILL I WALTZ AGAIN WITH YOU" Teresa Brewer
3. "APRIL IN PORTUGAL" Les Baxter
4. "VAYA CON DIOS" Les Paul & Mary Ford
5. "I'M WALKING BEHIND YOU" Eddie Fisher
6. "I BELIEVE" Frankie Laine
7. "YOU, YOU, YOU" Ames Brothers
8. "DOGGIE IN THE WINDOW" Patti Page
9. "WHY DON'T YOU BELIEVE ME" Joni James
10. "PRETEND" Nat "King" Cole
11. "CRYING IN THE CHAPEL" June Valli
12. "TELL ME YOU'RE MINE" The Gaylords
13. "NO OTHER LOVE" Perry Como
14. "EBB TIDE" Frank Chacksfield
15. "OH!" Poo Wee Hunt
16. "ANNA" Silvana Mangano
17. "SAY YOU'RE MINE AGAIN" Perry Como
18. "RUBY" Richard Hayman
19. "P. S. I LOVE YOU" The Hilltoppers
20. "LIMELIGHT" Frank Chacksfield
21. "DRAUGHT" Ray Anthony
22. "HAVE YOU HEARD" Joni James
23. "YOUR CHEATING HEART" Joni James
24. "EH, CUMPARI" Julius La Rosa
25. "RAGS TO RICHES" Tony Bennett
26. "HOLD ME, THRILL ME, KISS ME" Karen Chandler

**BROADWAY SENSATION**

"Snap-Snap-Snap Your Fingers" MOOD 315
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The greatest!!! Two Instrumental Mambos

"CHRISTOPHER COLUMBUS"

"Feedin' The Chickens"

MACHITO

and his Afro-Cubans

SEECO 7324

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It's the greatest!!!

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MARCH OF DIMES
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"It's what's in THE CASH BOX That Counts"
We Wish You —

The Merriest of Christmases

and a

Heartfelt Thanks To All The

MUSIC OPERATORS, DISK JOCKEYS and RETAIL RECORD DEALERS

who have contributed so much toward making this a banner year for

COLUMBIA RECORDS

Originator Of The Modern Long Playing Record

May We Wish You Health, Happiness and Prosperity In The Coming Year

RAY THOMAS COMPANY

1601 SO. HOPE STREET

Southern California Distributors For Columbia Records

LOS ANGELES, CALIF.

Promoting Records

TULSA, OKLAHOMA—Jane Douglass, Opportune Records artist, was in Tulsa recently promoting her latest disk “Have A Heart” and “Empty Words.” Shown left to right in the photo above are: David Banks, disk jockey formerly with WAAT in Newark, N. J., now with KTUL in Tulsa; Madge Wright, western rep for Opportune; and Jane Douglass.

Dot Releases Hilltopper Single From Album

NEW YORK—On the strength of the reaction to two tunes in the Hilltoppers’ Dot album, Randy Wood, Dot president, announced this week that he would release “Tell Then” and “I Found Your Letter” as a single.

The boys will perform those numbers on the Milton Berle Show where they will appear on January 12.

The Hilltoppers who are recording in New York at the present time will soon leave for Chicago where they will appear at the Chicago Theater starting January 7, for a two week stint.

Jubilee’s “Marie” Breaking In Both Pop and R&B

NEW YORK—Jubilee Records has a smash in The Four Tunes’ latest waxing “Marie.” The song, which is breaking both pop and rhythm and blues, is beating out some of the top numbers on the lists and looks as though it will really go once the Christmas rush is over.

Jubilee this year has been one of the hottest labels in the business with such smashes as The Orioles’ “Crying In The Chapel” and “In The Mission Of St. Augustine” and The Four Tunes’ “Marie.”

“Tulsa, Oklahoma—Madge Wright, western rep for Opportune Records with OPPORTUNE Records artist Jane Douglass at the photo call for her latest disk “Have A Heart” and “Empty Words.” Shown left to right are: David Banks, disk jockey formerly with WAAT in Newark, N. J., now with KTUL in Tulsa; Madge Wright, western rep for Opportune; and Jane Douglass.”
Season’s Greetings

Jingle King Enters Pop Field

NEW YORK—Phil Davis, known in the commercial trade as "king of the jingles" has entered the pop field with a record company subsidiary, Pavis Records.

The kick-off tune entitled, "That’s What A Girl Appreciates," features Denise Leo, singing star of Garry Moore’s CBS TV show. The flip side entitled, "Whenever I’m Near You," was written and directed by Earl "Nemo" Paul.

The label is the outgrowth and result of years of musical collaboration and business association of Phil Davis and Earl "Nemo" Paul.

Neither Davis nor Paul are new to the pop field. Both at one time had their own orchestras, following years of musical training in jazz and long hair art. In 1938 they joined forces at WLW as conductor and Paul as arranger. The duo traveled to New York as a team in 1944; and in 1945 with Davis conducting music arranged by Paul, they made a name for themselves on the "Hire’s To You" show in New York.

In fact, it was the musical commer-
cials they wrote for the Hire’s show that attracted other sponsors to request their services. Until 1948, when the Hire’s show folded, the team’s avocation was musical commercials. But the avocation grew into a vocation and the two dropped out of the professional world as a conductor-ar-
ranger team to devote themselves to the musical commercial field.

Many of today’s top musical commer-
cials on radio and TV are products of the firm: Camay, Nueco, Frisco, Johnson’s Wax, Goebel Beer, Hudson Paper Napkins, among many others. As indie manufacturers, Pavis plans to build up a stable of vocalists and composers as well as feature some of its own originals, written and scored by Paul with lyrics by Davis. This policy is illustrated on the first disk.

The music of "That’s What A Girl Appreciates" was written by Bill Har-
rington, Frank Stanton and Buddy Kaye with lyrics by Phil Davis. "Whenever I’m Near You" is the work of Paul.

RCA Victor Custom Sales
Names New Ad Manager

NEW YORK—Appointment of Frank O’Donnell as advertising and promo-
tion manager for RCA Victor Custom Record Division has been announced by James P. Davis, division manager. O’Donnell succeeds Bennett S. Rosner, who will devote full time to his duties as advertising services manager of the company’s commercial record depart-
ment.

O’Donnell will be responsible in his new assignment for advertising, sales promotion and publicity activities of the custom record division. Products and services of the operation include RCA’s new Camden record line; RCA’s Thermionic Radio Library Service and syndicated radio programs; the manu-
ufacture of premium, promotion and headline recordings; distribution of television films and film libraries; and recording and pressing for more than 100 independent record labels.

NASSAU, BAHAMAS—"Jockey Jack" Gibson (right) of WFEC in this city visiting with a native in the Bahamas, is probably one of the few interna-
tional rhythms and blues disk jockeys in the country. Back in June of this year, Gibson was asked by the people of the Bahamas to come to their island and help them celebrate the coronation of their queen. While there, he was signed to do r & b shows via tape for the islands. The people took to the blues music in a big way and invited Gibson back to the islands six times (each time at their expense). Whenever he reached the Bahamas, thousands of people met him at the airport and gave him a tremendous reception. Gibson is also being given a great deal of credit as an "Ambassador of Goodwill," for he has probably done more, via the air waves, to "sell" Nassau and the Bahamas Islands than any other deity in the country.
Negotiations Between Petrillo and Record Companies Break Down

One Artist To Another

Bergman Seeks Lancaster

NEW YORK—Dewey Bergman, A&R head of Benida Records, will leave for the West Coast after the first of the year to negotiate with Burt Lancaster for the narration on a forthcoming Benida disk.

Columbia Courts Ops

Correct Publishers

Move Over

Season's Greetings

Leslie Distributors One-Stop Record Service

Nashboro and EXCELLO Honor Roll!

Sadie's Greetings

Wurlitzer - Laine Winner Debuts On Sullivan Show

Miller Does It Again: Palda Buys Master Made By newcomer

Philadelphia—Dave Miller, the one man cyclone of the recording business, looks like he's done it again. This time Miller has picked up a master that's breaking in Boston, Cleveland, Detroit and Albany, called "A Girl Friend's Prayer" by a 19 year old newcomer, Sonny Daws.

The disk was originally cut by Alex Blake, an Albany dj, who turned the master over to George Balaban of Mood Records. Miller bought the master from Mood for a reported $5,000 and is releasing it on his Palda label.

The tune was published by Galtlines Music.

Chicago—Betty Grable congratulates Buddy DiVito on his newest release for the Chance label "Everytime". Buddy is backed by the Meadowlarks on the disk.

Mendelsohn Joins Regent; Reig Leaves Savoy

Newark, N.J.—Herman Lubinsky, president of Savoy and Regent Records, announced this week that Freddy Mendelsohn has been signed as A&R head of Savoy and that Teddy Reig has resigned as A&R head of Savoy.

Mendelsohn will be in charge of the pop, kiddie and classical departments of Regent. His first release includes Leo Diamond's "Poor Butterfly" and "I'll Always Be In Love" as well as a release of Al Trace's "You Call Everybody Darling".

Reig resigned, Lubinsky said, because he felt it was necessary to devote more time to his own record company, Roost, and his publishing firm.

Lubinsky also reported that Leo Diamond will be promoting his Regent releases, when he plays engagement throughout the country, as well as his current slacks on the Ambassador label.

New York—Columbia made two moves this week to attract operator trade. First the diskery will release the new Rosemary Clooney-Joe Ferrer disk of "Woman" and "Man" in a regular sleeve for op at the regular price instead of in its special sleeve which will sell to the public at 2.20.

In addition a cut version of Doris Day's "Secret Love" is being put out because the original version which was taken direct from a sound track runs 3:30 minutes and has proved to be 'too long for radio programming and juke box play. The new version will run 2:20 minutes.

New York—In last week's issue of the Cash Box, while listing the tunes which were hits for BMI last year, we inadvertently listed the wrong publisher for "Song From Moulin Rouge" and "Many Times". Both of these tunes were published by Broad- cast Music Inc, Capri Music, to whom we had attributed the tunes, was the publisher of "Tell Me You're Mine", which was written by Nino Ravanah and Ronnie Vintent.

New York—Patty Bros. a high school senior from Union, New Jersey who won national honors in the Frankie Laine-Wurlitzer Vocalist Scholarship Contest, was presented over the CBS network Sunday (December 13) in Ed Sullivan's "Toast of the Town". The introduction followed Laine's performance on the program as Sullivan thanked him for the appearance. He also mentioned that the contest had received thousands of entries and that Frankie would introduce the winner.

Miss Bros., a most attractive, young lady, crowned in a light blue dinner dress, appeared from the wings. She was congratulated by both Sullivan and Laine, and the latter announced that Columbia Records would record Patty Bros. under the direction of Mitch Miller.

Highlight of the introduction was the presentation of a Wurlitzer check for $1000, first prize in the contest. Laine presented the check on behalf of the Wurlitzer Company, Phonograph Department, which was co-sponsor of the contest. The money was awarded "for the furtherance of a musical career".

Patty was chosen from among 4000 contestants and made her entry through Paul Brenner, whose program "Requestfully Yours" is aired over WAAL, Newark. She was very much engaged in amateur competition, successfully winning on Paul Whiteman's teen-age show and Coca Cola's "So You Want To Be A Star". She was chosen to do the program at the introductions in Newark, when Paul Brenner hosted the winner and had Frankie Laine as his guest.

Columbia Records will begin an intensive campaign to promote the young singer immediately following the completion of her recording ses- sion.

Five runners-up in the contest were presented with Achievement Awards in recognition of their singing ability. Award winners include: Jerry Adams, San Francisco; Bob Ingles, Philadelphia; Lawrence McKenzie, Jackson- ville; Conkie Bones, Houston, and Bill Cain, Memphis. The awards will be made by the Wurlitzer distributor of the home town of each winner over the broadcasting facilities which sponsored the local contest.
Atlantic Issues EPs

NEW YORK—Atlantic Records this week announced the release of 16 additional new E.P.'s as well as 6 L.P.'s. Included among the L.P.'s are releases by Earl Hines, Mabel Mercer, Dizzy Gillespie, Sarah Vaughan, Billy Taylor and Sylvia Sims. The L.P.'s will feature Pee Wee Russell, Johnny Hodges, Haili Dancers, George Byrom, Mabel Mercer Volume 8, and Vernon Duke. The latter album is titled "Vernon Duke Plays Vernon Duke" and one of which Atlantic feels will have a terrific appeal.

Allied Takes Sharp Masters

HOLLYWOOD—Allied Records just completed a deal with Jimmy Martin of Chicago to take over the Sharp Masters cut by Lee Monti and His Pianists on "Everyone Loves Mary Ann" and "A Battle of Wine and You." Record has been creating a stir in Chicago area for several weeks. MGM picked up Doni James from this same label on her original click.

Meeting Dates Of Music Operators' Associations

21—Westchester Operators' Guild, Inc. Place: American Legion Hall, 57 Mitchell Place, White Plains, N. Y.
22—Phonograph Merchants' Assn., Cleveland, Ohio Place: Hollenden Hotel, Cleveland, Ohio (executive board).
28—Central States Music Guild Place: 805 Main Street, Peoria, Ill.
28—Dallas Music Operators' Assn. Place: Big Pete's, 5001 Lover's Lane, Dallas, Tex.
29—Western Massachusetts Music Guild, Ralph Ridgeway Place: Ivy House, West Springfield, Mass.
Jan. 4—California Music Guild Place: 311 Club, 311 Broadway, Oakland, Calif.
Jan. 7—Phonograph Merchants' Assn., Cleveland, Ohio Place: Hollenden Hotel, Cleveland, Ohio (General).
7—California Music Guild Place: Sacramento Hotel, Sacramento, Calif.
7—Eastern Ohio Phonograph Operators Assn. Place: Tod Hotel, Youngstown, Ohio (General).
12—California Music Guild Place: Fresno Hotel, Fresno, Calif.
13—California Music Guild Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
14—California Music Guild Place: U. S. Grant Hotel, San Diego, Calif.

Art Ford To Launch Series Of Concerts Featuring Top Stars

NEW YORK—Art Ford, WNEW disk jockey, will launch his initial jazz and pop concert and dance, featuring thirty or more of the nation's top recording stars and jazz and popular musicians, Sunday afternoon, December 27th, at the Manhattan Center, 34th Street and 8th Avenue, from 4 to 8 P.M.

For, who has a tremendous appeal to the young popular music enthusiasts, as well as the jazz followers of New York, has been prompted into producing such a series by many thousands of letters coming from his listeners and fans.

Thus far he has lined up such great jazz musicians as Charlie Barnet, Charlie Ventura, Terry Gibbs, Tony Scott, Mat Mathews, Bunny Briggs, Jimmy and Marion McPartland, Pee Wee Erwin, Neal Hefti, Jackie Paris, and Buddy Greco.

For the many fans who follow the big record artists, Art Ford has already secured the services of Don Cornell, Johnny Desmond, and Alan Dale, who currently have the Coral hit record "Hearts Of My Heart." Rosemary Clooney will be at the concert to give a prize to a holding a lucky ticket. Many other record stars will be announced within the next few days.

Tickets may be obtained by writing to Music Time, U.S.A., or Art Ford, P.O. Box 23, New York 8, New York.

"Baion" Becomes Hit For Brazilian Author

NEW YORK — Strong indications that the tune "Baion" after being introduced to the trade about a half a dozen months ago on the Juno label by the Honeydreamers, is about to break out, are evident in the number of releases now being placed on the market.

About two weeks ago Ticor Records issued a new version via the pianistics of Joe Loco and the tune caught fire in Philadelphia. Since then a Coral disking has been issued with Paulo Aleneur, author of the tune conducting; also The Craftsmen on Exxon with orchestra conducted by Morty Craft; and Tito Rodriguez on RCA Victor.

It is further rumored that several other major diskeries are planning releases with some of their top artists.

Baston's Greetings

A Merry Xmas and A Happy New Year

from

ESSEX RECORD DISTRIBUTORS
114 SPRINGFIELD AVENUE NEWARK, N. J.
New Jersey's Leading Independent Distributor

"It's What's in THE CASH BOX That Counts"
THE FIVE BLIND BOYS
The Most Programmed Spiritual Group of 1953

WILLIE MAE THORNTON
Who Had the Best Rhythm 'n' Blues Record of 1953, "Hound Dog"
Now sings
"I Ain't No Fool Either"
b/w
"The Big Change"
Peacock 1626

THE FIVE BLIND BOYS

Don Robey
wishes all his distributors, dealers, disk jockeys
and operators
a very merry Christmas

"It's What's in THE CASH BOX That Counts"
JOE HOUSTON
(Modern 917)


“GOIN’ CRAZY” (2:39) [Modern BMI-Houston, Taub] A middle tempo rhythmic bounce instrumental again featuring the sax.

TINY GRIMES
(Red Robin 123)

“TINY FRUIT” (2:45) [Bob-Dan Music BMI-Grimes] An intriguing sax instrumental that would make a solid piece of box material. Should show up strong in the boxes.

“SECOND FLOOR REAR” (2:56) [Bob-Dan Music BMI-Grimes] Flip is an easy to listen to treatment of a middle tempo instrumental. Sax again featured instrument with good guitar support.

CHARLIE (Little Jazz) Ferguson
(Apollo 817)

“2:30 BREAK” (2:19) [Bees Music BMI-Ferguson] Charlie Ferguson and his orch etch a rocking and exciting fast moving item which showcases the Ferguson.

“SO MUCH OF A LITTLE BIT” (12:54) [Bees Music BMI-Pauling] The flip is a middle tempo item with an unnamed gal handling the vocal end. Strong part of the disk is Ferguson’s dynamic sax.

ROY MILTON
(Sam Browne 312)

“BABY, YOU DON’T KNOW” (2:14) [Bar BMI-Milton] Roy Milton sings that his gal doesn’t know his mind. That when he laughs, he laughs to keep from crying. Milton puts lots of feeling into the end of the lyrics.

“I STOOD BY” (2:49) [Bar BMI-Milton] Roy sings a sad slow blues softly and with the proper emotion. His poor heart broke as he stood by and watched her leave with someone else. A very strong platter.

SAM BUTERA
(RCA Victor 20-5454)

“SHINE THE BUCKLE” (1:58) [Camphill Music BMI-Smith] Sam Butera blows a slow mysterious moody slow with some wonderful and subtly exciting sax sounds.

“WAILIN’ WALK” (2:30) [Camphill Music BMI-Smith] Sam Butera intriguess with more of same on the reverse deck.

CLARENCE “BONTON” CARLOW
(Flair 1021)

“ROUTE 90” (2:40) [Rene ASCAP—Garlow Rene] Garlow sings out the story of a trainride set to a fast beat. Solid orch backing helps make this a potent disc.

“CRAWFISHIN’” (2:40) [Rene ASCAP—Rene] A rhythmic quick tempo ditty infectiously read by Garlow, Orch and vocal treatment similar to the top deck.

BILLY WARD & THE DOMINOES

1. Billy Ward and His Dominoes, currently riding with one of the top tunes in the nation, “Eags To Riebes,” and with a big Yale offering, “Christmas In Heaven,” now bids for another hit with his two sided offering, “My Baby’s 3D” and “Until The Real Thing Comes Along.” The former is a chuckley quick beat description of the “Mon-roish” attributes of his eye filling gal. Tells the follas to stop winkin’ their eyes ‘cause he’s got her under lock and key! The flip is that beaut of a slow paced standard that could make the mark in the ever growing popularity of the group in the pop field.

THE TINSEL TOWN FROLIC

1. Billy Ward & The Dominoes
2. Little Walter

2. “SLIP YOUR SHOES OFF” [Fed 12162] Little Walter

“MY BABY’S 3D” (2:04) [Ward Marks BMI-Billy Ward]

“UNTIL THE REAL THING COMES ALONG” (2:45) [Chappell ASCAP—Holiner, Nichols, Cahn, Chaplin, Freeman]

BILLY WARD AND HIS DOMINOES

The Cash Box Reviews December 26, 1953

THE CASH BOX

AWARD O’ THE WEEK

“MY BABY’S 3D” (2:04)

“UNTIL THE REAL THING COMES ALONG” (2:45)

BILLY WARD AND HIS DOMINOES

(Federal 12162)

THE CASH BOX

Rhythm ‘n Blues Reviews

1. “WHERE ‘E ES” (2:04)
2. “SLIP YOUR SHOES OFF” (2:45)

LITTLE WALTER

1. “YOU’RE SO FINE” (2:41)
2. “LIGHTS OUT” (2:39)

LITTLE WALTER

(Checker 786)

1. Two fine sides by Little Walter should break for him and add additional laurels for the lad who can do wonders with a harmonica. The upper deck, “You’re So Fine,” is a quick beat bounce with Walter singin’ out the lyrics effervescently. His bubbly reading plus the intriguing sounds provided by his mouth organ make this a potent platter. Walter sings of his gal who is so fine he wants to love her all the time. The under portion, “Lights Out” is a slow, intriguing mood piece expertly and exciatingly waxed by Little Walter. This side is an instruct-mental projecting the artist’s expertness on the harmonica.

THE CRICKETS

1. The Crickets come up with their strongest offering since “You’re Mine” in the latest, a current pop hit, “Changing Partners.” The group, featuring the stellar voice of Dean Barlow, treats the slow, lovely waltz to a tender and heart-warming reading. A potent ar-rangement of the lilting love tune aids immeasurably. This disk should again put The Crickets high in the charts. The flip, “Your Love,” is a fast moving Latin tempo item rhythmically presented. The boys do a fine job on a light and infec-tious love tune.

MR. “GOOGLE EYES” AUGUST

(Dake 117)

B. “DO WHAT A FOOL” (2:35)

C. “LOVE NO ONE” (2:41)

D. “SUNDAY KIND OF LOVE” (2:38)

E. “YOU’RE SO FINE” (2:41)

F. “SWEETNESS” (2:39)

G. “MY GIRL AWAITS FOR ME” (2:41)

H. “L.O.V.E!” (2:39)

B. “EYES” (2:35)

C. “SUNDAY KIND OF LOVE” (2:38)

D. “SWEETNESS” (2:39)

E. “YOU’RE SO FINE” (2:41)

F. “SWEETNESS” (2:39)

G. “MY GIRL AWAITS FOR ME” (2:41)

H. “L.O.V.E!” (2:39)

THE CASTELLES

(Charlton 101)

1. “MY GIRL AWAITS FOR ME” (2:41) [Clayton, Vance] The Castel- lases dish up a slow light hearted bounce with love lyrics in an aptly and with a different sound. Could make some noise in the boxes.

C. “SWEETNESS” (2:39) [An- derson] The flip is a quick beat item sung with a spiritual flavor. A lively jump.

BERNIE HARMISON

(Excello 2020)

1. “EYES” (2:49) [Wheeler BMI—Taylor] The full throated Carmen Taylor sings a real beat Latin tempo ditty as he excitedly shouts, “yeah, it’s true that I love you.” A bouncy and spirited blues.

2. “LOVE ME BABY” (2:33) Harrison is backed on this deck with a wild, jazz orking, Harrison is also a solid better on this plate.

CARMEN TAYLOR

(Atlantic 1051)

1. “MAMA ME AND JOHNNY FREE” (2:36) [Wheeler BMI—Taylor] Carmen sings a real beat better in great ork. Orking in the background is exciting. A potent platter that could break out.

2. “BIG MAMOU DADDY” (2:38) [Wheeler BMI—Taylor, Carroll] Carmen sings a wild beat better in great ork. Orking in the background is exciting. A potent platter that could break out.
NEW YORK:

Seasons greetings from this column to all its readers. Twas a wonderful year and indications are that the next year will be even better... Al Silver and Jack Angel, Herald Records, busy with planning this week’s session with their three hitmakers, Joe, Morris, Paye Adams and Pat Savage. The trio, who together with the guiding hands of the Herald execs have electrified the trade with their hits in 1953, are due back in 1954.

terrible tornado that wreaked such awesome damage and claimed so many lives. And so, even though Lebow, “Flew in with the fury,” it was only anti-climactic and all in all it was considered a well worth while trip!

Okemos, has signed out with Johnny Hodges’ outfit, has joined the label. His disks are scheduled for January release.

Tico Records has a hit, “Bailo” by Joe Loco has taken the city of Philadelphia by storm. Not only from Tico, but from other sources we get fantastic sales figures. The tune is also starting to stir up action in New York.

Denny, Kessler, rhythm and blues act with Victor Records, is now with Lynn Shannon on December 26. Bull Moose Jackon, King artist visiting operator’s files, the Stan Feldman’s in Butler, New York, where they will record, Dream Records through, Jeri Jordan, currently wowing them at the Hotel Monte De Leon, New Orleans. The Tico label is managed by Ellis Lucas. RCA Victor announces the signing of the Phil Moore Four to a recording contract. Joe Davis, Jazz Dee Records, is an apparent winner in his latest crochet release. “Changing Partners,” rhythm and blues treatment of the current pop hit. The boys sound just great on this deck and Davis has high hopes for the smash success. Atlantic Records, one of the leading West Coast labels of today, accounts of their new production the Atlantic Bluegill, who have been in the New York area for some time have cut their new hits for their new album, the ball ‘a-rolatin’

Chicago:

This week Martha Glaser informs us that Erroll Garner And His Trio are currently doing a month’s stint at Miami’s Birdland, marking Erroll’s first appearance in the Florida area. Martha also informs that Garner is skedded for a European tour this summer. Erroll’s tour dates are May 17, 20, 23, 26, 29, 30, and June 1.

BETTE MCLAURIN

THE BAION and GEE*

as per formed by that rhythm magnetic of the keyboard

JOE LOCO

hit on the R & B charts for months and now a new hit via the month styling of Joe, Tico

LOS ANGELES:

The holiday season was ushered in with some of the biggest celebrations to hit the Southern California area in years. Record companies planned gay parties while the major artists staged special Christmas programs over the holidays... Operators, dealers and representatives from the local indie manufacturing and pressing plants attended the annual Christmas party held by the Central Record Sales Company on December 24th. Paul Peppin, West Coast Division sales manager for Columbia attended the evening’s festivities at the home of Frank and Sait and Jules Bihari, Les Cottrell and Al Levine of Alco Research and Engineering also attended the gay party along with Nate Duroff and Nate Rothstein of Monument Record Pressing Company... Ben Wal- ler Enterprises moved into their new offices at 8910 Melrose Blvd., West Hollywood, and presented a Yuletide, house-warming party that was attended by many friends and business associates. Perey Mayfield provided the dance rhythms for the holiday crowds that jammed B. B. Cryps’ Five Four Ballroom over the holidays. The Ravens also appeared with the Mayfield crew. Charlea Turner takes over as promotional manager for Swingtime Records starting the first of the year. The firm plans four new releases each month during the new year. Swingtime has many new artists lined up along with fresh new material that should prove substantial sellers in the R & B market... Dick “Uncle Huggie Boy” Hugg now has a hit with his latest single, “My Little Sugar Woman”... Effie Smith also now appears on the stage of the Red Feather. "Huggie Boy" now broadcasts his "My Little Sugar Woman" show nightly from the waiting of Delphines of Holly- wood... T-Bone Walker holds down the spotlight at the Cosmopolitan Hotel over the holidays... George Golden, prez of Rama and Tico Records, New York, is now visiting here in Los Angeles. He plans to spend the holidays in Southern California... The tour of the Ink Spots has been changed slightly. Ben Walker announced that the group will open in Manila instead of Tokyo which was originally planned. They will then go to Japan and throughout the Orient.

"It's What's in THE CASH BOX That Counts"
MEMPHIS, TENN.—Amid expressions of pleased surprise from the Mayor of Memphis and the Governor of Tennessee more than six thousand Memphis and Mid-Southern entertainment-lovers overflowed Ellis Auditorium last week to attend Radio Station WDIA’s fifth annual Goodwill Revue.

They were treated to a medley of gospel songs, spirituals, blues, swing, comedy, and recitation. Such stellar names in show business as Jimmy Liggins, the Soul Stirrers, Professor Alex Bradford, Bessie Griffin, the Spirit of Memphis, the Southern Wonders, Helen Thompson, Elder Beck, Rufus (Bearcat) Thomas, Jr., A. G. (Mooch) Williams, and Al Jackson’s Orchestra served the musical menu.

Mayor Frank Tobey of Memphis greeted the mammoth audience on behalf of the city. Governor Frank Clement electrified the crowd with the manner in which he praised them for giving such all-out support of a project designed to help the handicapped Negro children of the Mid-South.

Governor Clement invited the Negro citizens to visit the Governor’s office at Nashville on issues involving efforts toward furthering good government in Tennessee. The audience applauded him roundly. Both the Governor and Mayor Tobey were introduced by co-owner-Manager of Station WDIA, Bert Ferguson.

Mr. Ferguson emphasized that all proceeds of the show will be used to provide educational help to the handicapped Negro children of Memphis and the Mid-South. WDIA thus takes the lead in the realm of charitable aid in an area which has received very little specific attention heretofore.

The “name” artists who appeared on the program gave their services gratis, with the cooperation of the recording firms with whom they work. Among the recording companies which cooperated in the unique presentation by sending their artists to participate are Specialty, RCA-Victor, United, and Starmaker.

An enthusiastic response came from the crowd when Mr. Ferguson read a telegram from Maurice “Hot Rod” Hulbert, a popular Baltimore, Maryland, disk jockey, who was formerly with Station WDIA, and who helped produce the Goodwill Revue five years ago. “Hot Rod” accompanied his telegram with a $50.00 contribution to the fund for handicapped children.

Several hundred people had to be turned away from the door of the Auditorium (the largest entertainment hall in Memphis) because of the heavy attendance. The streets outside the North Hall doors were packed with long lines of patrons more than an hour before the curtain opened.

Audience comment following the show indicated general satisfaction with the show as a spectacle. All participating artists expressed pleasure with having been asked to take part.

David James and Don Kern, in charge of the production and management end of the 1953 Goodwill Revue, estimate that in excess of $6500.00 was raised at last week’s show giving a substantial start for the WDIA Handicapped Children’s Project.

They predict that next year’s Goodwill Revue will be bigger and better, inasmuch as the station will be on 50,000 Watts by that time and will reach an even larger audience with its message of aid for handicapped children.

Delivering The “Sunday” Punch
THE HARP-TONES
original—unique treatment of
“A SUNDAY KIND OF LOVE”
BRUCE RECORD 201
BRUCE RECORD CO. 1650 Bway, (CO 5-9715) N. Y.

“IT’S WHAT’S IN THE CASH BOX THAT COUNTS”
**Stars Over Harlem**

WOW! Just gotta use this expression to describe the excitement created when Specialty Records, Guitar Slim and company dropped their latest wax ditty "The Things I Used To Do" in the Harlem area. The way the gals and guys are crowding the uptown retailers for this waxing is really amazing, and thought Artie Shaw would be happy to know that unless something comes from way out of deep left field soon and mighty soon this waxing could very easily be the big one for Xmas and the holiday season. A doff of the lid to Washington's Little Joe Grippo who was seen oh many many times with the various jocks personally seeing to it that this baby really got the plays. Also breaking like mad for little Joe, Portom and gang is Parrot Records "Bar tender's Blues" featuring The Chocolate-ettes, "The Creep" by Lee Roy, and the very hard hitting "Saving My Love For You" featuring the stellar performance of Duke Records Johnny Ace.

Tommy Elliott (he covers the Harlem area for La Salle Music Operators) stood still long enough to say that Linda Havers "Take Me Back," Louis Jordan's "I Want You To Be My Baby," Dinah Washington's "The Lord's Prayer" b/w Silent Night." Ran into Horace Silver, the sensational piano stylist whose many catchings can be heard via Blue Note Records and learned that any minute now we can expect a whole batch of new disks from his allstars. Told me he's just cut a new six side LP which also features our favo hide beaters Art Blakey and the very steady beat of Percy Heath's big boys. With Capitol salesman Joe Maimone his King Cole's swinational "Come Back Baby" b/w "That's All," Duke Ellington's smooth and soothing "Satin Doll" and Les Paul and Mary Ford's "Vaya Con Dios" b/w " Changing Partners" by Mercury's first lady Patti Page, "Ricochet" by Teressa Brewer, "Ebb Tide" by both Frank (he's of London Records) and Vic of Mercury. Buddy Johnson's "I'm Just Your Fool" spotlighting his baby sister Ella is one of the main reasons for the broad smile Malverne salesman Sam Green is wearing.

King Records spark-plug in the Harlem is Hy Penzell who incidentally is busier than that with Earl Bostic's "Memories" and "Speaky Rings" and the new Tiny Bradshaw lu lu "Pong Pong" b/w "Powder Puff." . . . Irv Marcus, your "Gate Walk To Board" is definitely everything you said it was and more. Ray Carroll (he's one half of the popular Willie & Ray show over at radio station WHOI) Sunday night did one of the things you very seldom see a deejay do, and that was to make one hour of platters by a single artist. The guy who was so honored was King Cole and there wasn't a single phone call to complain. . . . And over at the Palm Cafe once a platter spinner Jack Walker and side-kicks beautiful though Georgia Carr gave out with a shindig honoring the popular Du Droppers of Victor and Revelaire (they're formerly known as the Ebonettes). Speaking of these two groups they both have a date in the RCA stching room come next week according to managers Charlie Newson and Tom Furgess. . . . Chatting with top notch trumpet star Clark Terry and trombonist Britt Woodman (they're both with the wonderful big band of Duke Ellington) who are both as enthused as baby boys with new yuletide toys at being starred on the new Ellington album "Premiered By Ellington," which is medley of top standards originally introduced by the man himself, Mr. Ellington, . . . A note from uptown way to King Record proxy Syd Nathan, Henry Glover and Johnny Hartman. Your waxing of "Pretty Baby" is oh so far pleasing. . . . Meet and greet waxman George Hudson of WNJN. He conducts the Downbeat Club Show which is aired daily from the wee hours of 6:30 A.M. through 8:00 A.M. Also has a daily spiritual feature at 8:45 A.M. He hails from station WJLK out Asbury Park way.

**The Season's Best Wishes and Sincere Thanks to OPERATORS DISK JOCKEYS and Our DISTRIBUTORS from**

**THE SEASON'S BEST WISHES AND SINCERE THANKS TO OPERATORS, DISK JOCKEYS AND OUR DISTRIBUTORS FROM**

**A POLLO RECORDS N. Y. CORP.**

457 WEST 45TH STREET, NEW YORK, N. Y.

**"It's What's in THE CASH BOX That Counts"**
WARD SEeks DOMINOES’ Release From ABC Pact

NEW YORK—Billy Ward served notice for his Dominoes on Joe Glaser’s Associated Booking Corporation this week that he seeks to terminate his exclusive agency contract with them after two years under their management.

Thru his attorney, Ward forwarded copies of his intention to terminate his contract to AGVA and the AFM in a brief which set forth four major charges against the agency. According to Ward, the agency was guilty of mismanagement in booking, failed to properly represent, breached the fiduciary relationship and caused loss of revenue. In his brief, Ward points out that he signed with ABC because he was promised that the Dominos would be booked into spots which had not been available to them before. He says that to date such bookings have not been forthcoming.

Ward and his Dominoes have recently completed an ABC packaged tour with Sugar Ray Robinson and Count Basie’s orchestra. Ward complained that during this tour his group suffered through lack of counsel, improper billing and uncalled for derogatory remarks from ABC’s New York office to promoters on the road about Ward. During the tour, illness in the group, on one occasion Ward himself, brought a request to the ABC office for an act to replace the Dominos. Although Ward’s request was augmented by a plea from a representative of the AFM, no replacement was sent and the Dominos were forced to perform at a disadvantage. In his brief, Ward also pointed out that AGVA contracts were not signed and issued for all dates on this tour although AFM contracts were signed by AGVA’s Jack Irving only upon condition that AGVA contracts would be signed.

In terminating his agreement with Associated Booking, Ward indicated that he would accept further “correct” bookings, without prejudice to his demand for a release, until the matter had been settled by arbitration according to AGVA and AFM rules and regulations.

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1953’s Top R & B Records
As Voted In The Cash Box Poll

1. “HOUND DOG”
   Willie Mae Thornton
2. “MAMA HE TREATS YOUR DAUGHTER MEAN”
   Ruth Brown
3. “GOOD LOVIN’”
   The Clovers
4. “SHAKE A HAND”
   Faye Adams
5. “I DON’T KNOW”
   Willie Mabon
6. “CRYING IN THE CHAPEL”
   Orioles
7. “THE CLOCK”
   Johnny Ace
8. “BABY DON’T DO IT”
   The “5” Royales
9. “PLEASE DON’T LEAVE ME”
   Fats Domino
10. “SOFT”
    Tiny Bradshaw
11. “PLEASE LOVE ME”
    B. B. King
12. “HELP ME SOMEBODY”
    The “5” Royales
13. “I’M MAD”
    Willie Mabon
14. “ONE SCOTCH, ONE BOURBON, ONE BEER”
    Amos Milburn
15. “RED TOP”
    King Pleasure
16. “LET ME GO HOME WHISKEY”
    Amos Milburn
17. “GOING TO THE RIVER”
    Fats Domino
18. “CRAWLIN’”
    The Clovers
19. “I WANNA KNOW”
    Du Droppers
20. “I’M GONE”
    Shirley & Lee
21. “CROSS MY HEART”
    Johnny Ace
22. “WILD, WILD YOUNG MEN”
    Ruth Brown
23. “THIRD DEGREE”
    Eddie Boyd
24. “THOSE FOOLISH THINGS”
    Dominos
25. “HONEY HUSH”
    Joe Turner

Shaw Artists Corporation
Billy Shaw, President
556 11th Avenue, New York, 17, N. Y.
Jack Archer, Bob Astor, Irving Siders

(Voted Top 53 R & B Records)

“IT’s WHAT’s IN THE CASH BOX That Counts”

Season’s Greetings
and thanks Deejays—Ops and all our friends
everywhere

Tuxedo Records
132 Nassau Street
New York 3, New York
Over The ½ Million Mark

HOUSTON—Johnny Edwards (left) the morning dj for the last five years from 5 A.M. to 10 A.M. over KATL, Houston, Texas and Gene Tucker the afternoon dj got to wondering how many records Johnny had played. Gabe figured it to a grand total of 500,000 records as of 1200 o'clock, Monday, November 16th. The talk and figures were forgotten by Gabe until the day rolled around and Johnny told his listeners about it and played a number called, "It's Surprise You" written by Gene Tucker for his half million record. To celebrate the occasion Gabe presented Johnny Edwards and a beautiful hand made wagon which was in keeping with the program. The program is known as, "Johnny Edwards' Chuck Wagon Call".

Cornwell Named Art Director Of WDSU-TV

NEW ORLEANS—Jack Cornwell, formerly with the NBC-TV Scene Design Department in Chicago, has been appointed Art Director of WDSU-TV, Tom Hicks, Vice-President in Charge of Programming, announced today.

Cornwell's experience at NBC-TV included scenic art work for such network shows as "Hawkins Falls," "The Bennett Story," "The Eddie Arnold Show," "American Inventory" and many others. Before joining NBC, Cornwell worked with the Chevy Chase and Salt Creek Star system stock companies, and spent one season with the Woodstock Opera House in Woodstock, Ill. Cornwell attended the Goodman Theatre of the Chicago Art Institute.

Two M.S.I. Contracts Renewed

BEVERLY HILLS, CALIF.—Music Service, Inc. was given renewals of orchestration and recording contracts this week by two top television shows.

Danny Thomas signed for Martore Productions, Inc. for 16 additional weeks of cleffing by M.S.I. on the comedian's "Make Room For Daddy" series. B & B Entrepreneurs, Inc. also is holding the music organization for 16 more weeks on the Ray Bolger program.

Herbert Spencer and Earle Hagen, executive artists of M. S. I., were represented by the William Morris office in signing for their company.

Dickerson Makes Jump From Stunts To Singer

NASHVILLE—Ken Nelson of Capitol Records has come up with a young Western recording artist who has an almost unusual background.

The youngest of a family of ten children, Dub Dickerson started singing a-plucking at his guitar at the age of 14. But in order to make a living he took on what may be considered the oddest of odd jobs.

Once he substituted for "Shiprock" Kelly and sat atop a flag pole for 28 days singing his songs to the sun and stars while hanging away on his guitar.

Another unusual occupation was Dickerson's being buried alive for 60 days by a Hindu Fakir called Rajah Yogi.

But after writing songs for such artists as Lefty Frizzell and Ray Price, Dickerson has come up on Capitol with his own tunes, "Bells of Monterey." "Forest Bunch of Bittersweet," "Dear Love" and "One Night Stand."

Many of the youngster's fans call him "the boy with a grin in his voice."

Scott Original To Be Rayburn Theme

NEW YORK—Audivox Records' latest release, "Bird Life In The Bronx" featuring the popular Raymond Scott Quintet, has just been adopted as the theme song for disk jockey Gene Rayburn's "Bright Ideas—For Better Living" show on WNTI at 1:10 P.M. daily. Gene chose the piece because of its brightness and flow which fits perfectly into the spirit of this show.

The tune is featured with other Scott originals in the latest Audivox EP album.

First Como Disk To DJ's

NEW YORK—As an annual Christmas remembrance, RCA Victor Records is sending to the disk-jockeys the first recording made by Perry Como. The tune is tagged "Goodbye Sue."

This record is also being sent out in conjunction with the 10th anniversary of Como's recording career which he celebrated in '53.

THE TEN FOLK AND WESTERN RECORDS DISK JOCKEYS PLAYED MOST THIS WEEK

| 1. LET ME BE THE ONE | Hank Locklin (4 Star) |
| 2. THERE STANDS THE GLASS | Webb Pierce (Decca) |
| 3. BIMBO | Jim Reeves (Abbott) |
| 4. I FORGOT MORE THAN YOU'LL EVER KNOW | Davis Sisters (RCA Victor) |
| 5. TAIN'T NICE | The Carlisles (Mercury) |
| 6. SATISFACTION GUARANTEED | Carl Smith (Columbia) |
| 7. CHANGING PARTNERS | Pee Wee King (RCA Victor) |
| 8. I REALLY DON'T WANT TO KNOW | Eddy Arnold (RCA Victor) |
| 9. I'M WALKING THE DOG | Webb Pierce (Decca) |
| 10. WAKE UP IRENE | Hank Thompson (Capitol) |

"It's What's in THE CASH BOX That Counts!"
Wakely Signs Three Year Coral Pact

NEW YORK—Folk singer Jimmy Wakely, who last week terminated a seven-year association with Capitol Records, has signed a three-year contract with Coral Records.

Earlier announced plans by Wakely to form his own label have been suspended by his new affiliation. Masters acquired by Coral from the changer, "Red Deck of Cards" and "I've Had My Share of Sorrow," will be coupled by the dialer and rushed out as its first Wakely release.

The inking of Wakely is in line with Coral's stated intention to expand activities in the country and western field. He joins Tommy Soohee, Tabby West and Texas Bill Strength on the label's c&w roster, which is due for further expansion soon.

Plan Folk Disk Jockey Festival For Next Year

NASHVILLE — William B. McDaniel, director of public relations for WSM in Nashville is contacting all the country and western disk jockeys throughout the nation with a letter of thanks for making so successful the Second Annual Disk Jockey Festival held in this city over the weekend of November 21.

In this letter, McDaniel is inviting the jockeys to attend the Third Anual celebration which is already in the planning stages.

EVENING . . . are great!

POOLY POSSUM—JOE WOLVERTON

TRY TO TOP THIS COUPLING

COLUMBIA 21196

"I'M A STRANGER IN MY HOME"

(Ridgeway Music, Inc.)

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

Season's Greetings!

Kitty Wells Awarded 'Outstanding Citizen' Citation

NASHVILLE—On December 7, the Governor of Tennessee, Governor Frank G. Clement presented Kitty Wells, Decoo recording artist with a scroll which read: "Know ye, that whereas, Kitty Wells, has been voted Queen of the Folk Singers by the disk Jockeys of the United States and Canada and further that she has demonstrated that she is an outstanding and loyal friend and citizen of the United States of America, and because of the above facts, we, the undersigned, do hereby designate Kitty Wells to fill the office of 'Outstanding Citizen reflecting great credit on our state'.'

Randy Blake

WJJD—Chicago, Ill.
1. Bobbe (Jim Reeves)
2. I Really Don't Want To Know It (Eddy Arnold)
3. Wake Up Irene (Thompson)
4. I'm Gonna Walk On My Christmas Tree (Eddy Arnold)
5. Nothing As Far As I'm Concerned (Dolly Parton)
6. We're Still In The Old Country (Melba Montgomery)
7. I Really Don't Want To Know It (Eddy Arnold)
8. Away Up There (Sam Frances)
9. Nothing As Far As I'm Concerned (Dolly Parton)

Rosie Allen

WVNL—New York, N. Y.
1. I'll Forget More (Davis Sisters)
2. There Stands The Glass (Webb Pierce)
3. Caribbean (Little Big R paddles)
4. Changing Partners (King)
5. Any Number of Leaves (Hank Williams)
6. I'll Really Don't Want To Know It (Eddy Arnold)

Cactus Jim Western

KULTA—Salt Lake City, Utah
1. Wake Up Irene (Thompson)
2. Yesterday's Girl (Thompson)
3. There Stands The Glass (Eddy Arnold)
4. Nothing As Far As I'm Concerned (Dolly Parton)
5. We're Still In The Old Country (Melba Montgomery)
6. Sing Me Something (Clooney)
7. Let's Go For A Drive (Hank Williams)
8. Reindeer Boogie (H. Snow)
9. I Really Don't Want To Know It (Eddy Arnold)
10. Mama, Come Get Your Baby Boy (Eddy Arnold)

Chuck Thompson

WOFR—Hollingsburg, Miss.
1. Changing Partners (King)
2. I Really Don't Want To Know It (Eddy Arnold)
3. Tain't Nice (The Cartiels)
4. You All Come On (Mark Monroe)
5. I'm Gonna Walk On My Christmas Tree (Eddy Arnold)
6. Running Out Of Chance (Hank Williams)
7. You Tell (Jimmy Davis)
8. Me Too (Merle Travis)
9. I'm Walking The Dog
10. Only A Pastime (D. Glenn)

Smoky Smith

KRTN—Des Moines, Iowa
1. Let Me Be The One (Webb Pierce)
2. A Millionaire Without A Dollar (Webb Pierce)
3. I Love You (Carl Smith)
4. Satisfaction Guaranteed
5. It's A Long, Long Ride (Carl Smith)
6. Everything's Beautiful (Hank Williams)
7. Nothing To Go (Morris)
8. Go, Go, Go
9. Dig That Crazy Moon
10. Changing Partners (King)

Cliff Rogers

WHKU—Akron, Ohio
1. In The Sunshine Of His Love (Carlo Smith)
2. I'll Leave That One For You (Gill)
3. Wake Up Irene (Thompson)
4. I Really Don't Want To Know It (Eddy Arnold)
5. If You Loved Me (Woody Piers)
6. Know It (Toby Edwards)
7. I Really Don't Want To Know It (Eddy Arnold)
8. Come Up To My Door (Shirley Wales)
9. I Just Don't Love You Anymore (Eddy Arnold)
10. Look What Followed Me Home Tonight (H. Snow)

Big Jim Hess

WIVK—Knoxville, Tenn.
1. Let Me Be The One (Webb Pierce)
2. There Stands The Glass (Webb Pierce)
3. Fanny Pants (Liston)
4. Don't Add Em On To Your Love (Dolly Parton)
5. I Want To Be The One (Maddox Bros. & Ross)
6. Sitting In The Corner (Gallant Glenn)
7. I Really Don't Want To Know It (Eddy Arnold)
8. Leave Her Alone (Cropper)
9. Heartbreak Ahead (Arthur)
10. Christmas Roses (H. Snow)

Rosalie Allen

WHNL—Boonville, Ind.
1. There Stands The Glass (Webb Pierce)
2. Satisfaction Guaranteed (Carl Smith)
3. Changing Partners (King)
4. We're Still In The Old Country (Melba Montgomery)
5. Wake Up Irene (Thompson)
6. Nothing As Far As I'm Concerned (Dolly Parton)
7. My Happiness (Eddy Arnold)
8. Six A.M. (Hank Williams)
9. The Reindeer (Dolly Parton)
10. Tain't Nice (The Cartiels)

Carl J. Swanson

WRUN—Orofino, N. Y.
1. I'll Forget More (Davis Sisters)
2. Baby Blue (Carl Smith)
3. The Reindeer (Dolly Parton)
4. Satisfaction Guaranteed (Carl Smith)
5. Wake Up Irene (Thompson)
6. Latin Waltz (Frankie D.)
7. Falling (Faye)
8. McBee At The Corner (Eddy Arnold)
9. It's Been So Long (Piers)
10. The Mustang (Jerry Glenn)

Paul Kalling

XERF—Del Rio, Tex.
1. There Stands The Glass (Webb Pierce)
2. I'll Leave That One For You (Gill)
3. Satisfaction Guaranteed (Carl Smith)
4. It's A Long, Long Ride (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Tommy Sutton

WHWR—Dawson, Ohio
1. Let Me Be The One (Webb Pierce)
2. North Wind (Slim Whitman)
3. My Greatest Thrill (James)
4. Bobbe (Jim Reeves)
5. I Think I'm Falling In Love (Carl Smith)
6. Calling You (Hank Williams)
7. It's Been So Long (Piers)
8. I'm Looking At The Main Lonely Days (Piers)
9. I Want To Be The One (Maddox Bros. & Ross)
10. The Reindeer (Dolly Parton)

Johnny Rion

KSTL—St. Louis, Mo.
1. There Stands The Glass (Webb Pierce)
2. Let Me Be The One (Webb Pierce)
3. I'll Leave That One For You (Gill)
4. Satisfaction Guaranteed (Carl Smith)
5. I'll Leave That One For You (Gill)
6. Satisfaction Guaranteed (Carl Smith)
7. The End Of A Long, Long Road (Eddy Arnold)
8. Before You Know It (Eddy Arnold)
9. I Think I'm Falling In Love (Carl Smith)
10. It's Been So Long (Piers)

Bill Thornton

KRLW—Walden Ridge, Ark.
1. There Stands The Glass (Webb Pierce)
2. I'll Leave That One For You (Gill)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Rambin' Lou

WHLD—Negaunee Falls, N. Y.
1. There Stands The Glass (Webb Pierce)
2. I'll Leave That One For You (Gill)
3. Satisfaction Guaranteed (Carl Smith)
4. There Stands The Glass (Webb Pierce)
5. Satisfaction Guaranteed (Carl Smith)
6. Satisfaction Guaranteed (Carl Smith)

Sleepy Eyed John

WABD—Atlanta, Ga.
1. I'm Just Here To Give (Shirley Wales)
2. Billie Jo (Shirley Wales)
3. There Stands The Glass (Webb Pierce)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)
6. Satisfaction Guaranteed (Carl Smith)

Sly & Humbug

WHFR—Kalamazoo, Al.
1. Heartbreak Ahead (Arthur)
2. Satisfaction Guaranteed (Carl Smith)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Dave Miller

WMWI—Miami, Fla.
1. Larry (Carl Smith)
2. There Stands The Glass (Webb Pierce)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Bill Thornton

WRAL—Winston-Salem, N.C.
1. There Stands The Glass (Webb Pierce)
2. There's A Girl In My Life (Eddy Arnold)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Ray Smith

WZKA—Waycross, Ga.
1. There Stands The Glass (Webb Pierce)
2. Satisfaction Guaranteed (Carl Smith)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Rambin' Lou

WHEL—Negaunee Falls, N. Y.
1. There Stands The Glass (Webb Pierce)
2. Satisfaction Guaranteed (Carl Smith)
3. Satisfaction Guaranteed (Carl Smith)
4. Satisfaction Guaranteed (Carl Smith)
5. Satisfaction Guaranteed (Carl Smith)

Johnny Rion

KSTL—St. Louis, Mo.
1. There Stands The Glass (Webb Pierce)
2. Let Me Be The One (Webb Pierce)
3. I'll Leave That One For You (Gill)
4. Satisfaction Guaranteed (Carl Smith)
5. I'll Leave That One For You (Gill)
6. Satisfaction Guaranteed (Carl Smith)
7. The End Of A Long, Long Road (Eddy Arnold)
8. Before You Know It (Eddy Arnold)
9. I Think I'm Falling In Love (Carl Smith)
10. It's Been So Long (Piers)

Billy "The Kid" Stanley

WNDE—New Orleans, La.
1. There Stands The Glass (Webb Pierce)
2. I'll Leave That One For You (Gill)
3. Satisfaction Guaranteed (Carl Smith)
4. There Stands The Glass (Webb Pierce)
5. Satisfaction Guaranteed (Carl Smith)
6. Satisfaction Guaranteed (Carl Smith)
7. Satisfaction Guaranteed (Carl Smith)
8. Satisfaction Guaranteed (Carl Smith)
9. Satisfaction Guaranteed (Carl Smith)
10. Satisfaction Guaranteed (Carl Smith)
Thanks .......

Juke Box Operators
for voting me The Nation's No. 1
BEST COUNTRY & WESTERN
ARTIST OF 1953
and for voting
"RUB-A-DUB-DUB"
the No. 2 Country Song

HANK
THOMPSON
and his Brazos Valley Boys

Start 1954 RIGHT — With My Newest Release

"GO CRY YOUR HEART OUT"
and

"WAKE UP, IRENE"

CAPITOL # 2646

Season's Greetings
To All

Personal Management:
JIM HALSEY, Professional Bldg., Independence, Kans.
Write or wire for booking information, or phone Independence 1203

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

**THE FOLK & WESTERN TOP**

**Best Sellers**

1. **LET ME BE THE ONE**
   - Hank Locklin
   - (4 Star 1641; 45-1641)

2. **THE ORIGINAL GLASS**
   - Webb Pierce
   - (Decca 32885; 7-28834)

3. **I FORGOT MORE THAN YOU'LL NEVER KNOW**
   - The Davis Sisters
   - (RCA Victor 20-5345; 7-5345)

4. **CARIBBEAN**
   - Mitchell Torok
   - (Abbott 140; 50-140)

5. **HEY JOE!**
   - Carl Smith
   - (Columbia 21119; 4-21129)

6. **SATISFACTION GUARANTEED**
   - Carl Smith
   - (Columbia 21166; 4-21166)

7. **A DEAR JOHN LETTER**
   - Jean Shepard & Ferlin Huskey
   - (Capitol 2302; F-2302)

8. **BIMBO**
   - Jim Reeves
   - (Abbott 168; 50-148)

9. **WAKE UP IRENE**
   - Hank Thompson
   - (Columbia 3064; F-3064)

10. **WHEN MEXICAN JOE MET JOLLY BLOKE**
    - Hank Snow
    - (RCA Victor 20-5499; 47-5499)

**JIMMIE OSBORNE**

**(King 1292)**

- **ALL YOU CAN** (2:39)
  - [Starrite BMI—A. Duff]
  - A spirited reading of the famous Jimmy Osborne, delightful lyrics and solid instrumental support all combine for a great side. Tune is already creating a lot of noise in the country market and Osborne's rendition could break through for a real smash hit.

- **COME BACK TO YOUR LOVED ONES** (2:42)
  - [Singer A. Morgan]
  - On the lower end Osborne comes up with a heart rendering item as he asks the Lord to forgive him and ask a sovereign blessing of the Communists in Korea. Chorus capably assist on both backing.

**THE LOUVIN BROTHERS**

**(MGM 11632)**

- **THE GOSPEL WAY** (2:41)
  - [Starrite BMI—I. Louvin, C. Louvin] The Louvin Brothers dish up some mighty effective harmonizing on a quick tempo spiritual. The boys handle the potent lyrics in fine style as the instrumentals lend excellent support.

- **THE SONS AND DAUGHTERS OF GOD** (2:52)
  - [Acuff Rose BMI—I. Louvin, C. Louvin] On the lower portion Charles and Ira Louvin come to the fore, in their usual fashion, and when they come up with another polished duet on a lovely melody beat theme. Two graphically in the religious vein.

**LEE NICHOLS**

**(Alfred 5016)**

- **HAVE A HEART** (2:42)
  - [Loretta BMI—J. Louvin, C. Louvin] Nichols delivers an infectious vocal effort on a middle tempo love piece. The chanter asks that his gal be patient and return the love that he has for her. Orchestral accompaniment adds flavor to a pleasing track.

- **BABY YOU'VE GOT EVERYTHING** (2:57)
  - [Colorantes BMI—Nichols] Flipdeck is a happy-go-lucky quick-beat bouncer treated to a restful rendition by the artist. A musical pick-me-up that has the potential to break through.

**SONNY BURNS**

**(Sunday 11B)**

- **TOO HOT TO HANDLE** (2:39)
  - [Starrite BMI—E. Nock]
  - One of the freshest sounding voice of Sonny Burns is a treat to the ear as he vocals a quick beat country song with a solid set of lyrics. Tune has a light-hearted appeal and coupled with Burns' fine performance, could prove to be a real money-maker for the ops.

- **POWDER AND PAINT** (2:33)
  - [Starrite BMI—E. Nock, C. Caldwell] Lower lid is another top drawer vocal effort by Burns on a moderate beat item. Feelingful lyrics are cushioned by an easy string accompaniment.

**TILLY RITTER**

**(Capital 2630)**

- **THE RED DECK OF CARDS** (3:10)
  - [Riverside ASCAP—M. Carlin]
  - Smoothly makes use of the current events in Korea as he recites a most dramatic story of anti-communist material. Tilly tells how the enemy tried to pound their doctrine into our boys' heads by means of a deck of cards. A uniquely side that could be a great " mascaraud."

- **SEND AN ANGEL** (2:31)
  - [Home Town BMI—A. Sharpe, R. Wilson]
  - On the lower half the reader gets a treat that's creating a good deal of excitement in the market. Jeanie's reading should garner many spins over the airwaves and in the jukeboxes.

**JEANIE PIERSON**

**(Decca 28967)**

- **YES, IT'S BEEN SO LONG** (2:36)
  - [Cedarwood BMI—A. Greesham, B. Mosier] Jeanie Pierson etches the answer to the recent number one country tune and it appears that the chip has a strong contender for honors. A warm and inviting vocal on a middle tempo romantic item.

- **RUN EM OFF** (2:31)
  - [Peer International BMI—O. Whetler, T. Lee] Under portion is a catchy item that's creating a good deal of excitement in the market. Jeanie's reading should garner many spins over the airwaves and in the jukeboxes.

**BETTY AMOS**

**(Mercury 70260)**

- **WHAT WOULD IT TAKE** (2:16)
  - [Acuff-Rose BMI—Amos, Vernon, Stokely] The mellow chords of Betty Amos shine on this middle tempo sentimental piece. The thrust tells that she's willing to do anything to win back her sweetheart's love.

- **HELLO TO THE BLUES** (2:16)
  - [Acuff-Rose BMI—Amos, Carliles, Suber] With the added inducement of the multiple voice effect, Betty comes up with a sincere vocal on a tender set of lyrics. A moderate tempo piece with strings supporting in adequate fashion.

**HAWKSHAW HAWKINS**

**(RCA Victor 20-5549)**

- **WHEN YOU SAY YES** (2:29)
  - [Tunnell BMI—D. Hawkins]
  - Hawkins applies a polished vocal to a sharp beat tune. Light, pleasant love lyrics are wedded to a catchy melody for an easy-on-the-ears disk.

- **TILL NEVER CLOSE MY HEART TO YOU** (2:36)
  - [Valley BMI—E. F. With the results being quite pretty, romantic item that gets the soft, relaxed Hawkins treatment. Piano and strings back the artist expertly. Both ends should prove substantial Juke box lure.
HAPPY HOLIDAY... and, a HAPPY, PROSPEROUS, NEW YEAR TO EVERYBODY! 1953 can be remembered by those associated in the folk music field as one of the most eventful in many a season. The year saw the birth of new traditions, gay conventions, new ideas, and, as always, the rise of new, promising stars. Tragedy played an important role in 1953, too... claiming two of folk music's brightest stars... Bee Jay of the Davis Sisters... and, Hank Williams. And now, as we prepare to face the New Year, I am confident we all have made one resolution... to raise even higher, the standards and ideals of the beloved folk music... and the real American Music! Just received a nice letter from Mae B. Axton, Jacksonville, Florida. Mae had some mighty fine praise for Capitol's new singing star, Dub Dickerson, who is managed by Charles Wright of Dallas, Texas. Dub, who is tagged as the "boy with the grin in his voice" and does a great job at writing and singing, too. We just know that Dub will go a long way! X. Cosse who manages Martha Carson (Capitol) reports that Martha's Grand Ole Opry Unit played to 2800 people December 1st in Harrisburg, Illinois, and December 6th to an audience of 3000 in Vandalia, Illinois and on December 5th entertained 3000 at Montgomery, Alabama. Martha and group will entertain at the Dixie Ball Ballroom in Detroit on January 17th and 18th Young Bobby Myers (Valley) will have the opportunity to plug his holiday recording of "I Want A Mommy For Christmas" and "Old Fashioned Christmas" when he guests on Pee Wee King's NBC Show, originating from Louisville, Kentucky December 15th. Norm Rile, program director for Grand Ole Opry talent will be spending his Christmas holidays in Connecticut and enroute will stop over in New York to line up some guest appearances for Bobby Myers.

Shel Horton, Remote Studio's WVAM, Saxton, Pa., playing the role of Santa Claus for community cooperation. She tells us that he watches 250 pounds and needs no padding for the part. The Carol Sisters, Rita and Rosalee, are in Winston-Salem, N.C., ready to appear on the Junior Rancho Program and Johnny Miller's Hoedown shows, December 18th and 19th over WTOB-TV. Beginning January 17th Red Foley will hit the road for personal appearances in the Northwest territory, dates Foley playing will be promoted by B. A. Bamford! After doing a 15 minute radio show with his Rainbow Ranch Boys, Hank Snow is resting up during the holidays.

The radio show, which featured the Anita Kerr Singers, is for the benefit of the Gower Drive and will be used nationally on 1000 stations... Snow also cut the March of Dimes Show, which will be used nationally. Dub Allbritten who directs Hank Snow and Ernest Tubbs reports that there is still that little hope for the potential appearances in Washington and Richmond respectively on New Year's Eve and New Year's Day. Ernest Tubb had as his guest Hank Thompson on the Prince Albert portion of Grand Ole Opry, Saturday, December 12th. Ken Martin (RCA Victor) seems to have a fine record in his new release... "The Right Kind Of Love" and "I Ain't Gonna' Do Nothin'"! Jack Comer president of Valley Records and Dave Garrison, vice president of the company, grouping their staff for a trip to New York recently. Trip was dual in purpose... one, a pleasure trip for Valley's personnel, and second, a promotional tour for Valley's latest releases... Darrell Glenn's "I Think I'm Falling In Love With You" and "Only A Pastime" and Shorty Long's "Who Said I Said That" and "I Got Nine Little Kisses"! Carl Smith did a personal appearance date in Wichita, Kansas, Sunday, December 20th. Carl who did a smash recording of "Hey Joe" is now registering sales and spins on his latest release "Satisfaction Guaranteed" and "Who'll Buy My Heartaches". It is reported that Carl has a big one to kick the New Year off with, too! WTSK-TV, Knoxville, recently organized an Artist Service Bureau, and the station now lays claim to some pretty good pickers and singers. Kenny Anderson and band of boys make music each night, alternating with Sammy King and band. The show also features Norris Blakie and his Dixie Land Drifters, Doc Kilpatrick in Nashville last week handling recording for his Mercury talent, Jerry Byrd, Eddie Hill, and the Carlisles who recently moved from KWKH to WSM and Oleville's Ole Opry as permanent artists for the big country show. Lester Flatt and Earl Scruggs and the Foggy Mountain Boys now playing morning programs over WSM, and are sponsored by Martha White Flour Company.

Gabe Tucker, KATL, Houston, Texas, who does a fine job of promoting country music and artists in his territory, with a daily program amounting to three hours of music and funfest, will have as his guest on his TV program, little Bobby Myers! Immediately following the TV appearances, Bobby journeys into Nashville to spend the holidays with Dub Allbritten, who is responsible for the kid's entrance into the music field! Like to take this opportunity to wish all my readers a very happy, and prosperous NEW YEAR!
SEASON'S GREETINGS

from the J. P. SEEBURG CORPORATION and all SEEBURG DISTRIBUTORS

America's Finest and Most Complete Music Systems
The Christmas Spirit

Just like you we, too, feel that there's something extremely precious to this indescribable, indefinable and unfathomable certain something called: The Christmas Spirit.

Whatever it is, it pervades the entire atmosphere over a tremendous part of the present world and, somehow, it permeates into the hearts and minds and wills and ways of all men and their offspring, even if it is for only the short time of The Christmas Season.

Perhaps, as men begin to really remember, remember better than they remem-ber now, how The Christmas Spirit brought them peace, and with peace, contentment, and the will to do good which, in turn, made them feel so much better inside themselves, spiritually as well as physically, perhaps then there will come the time when The Christmas Spirit will prevail all year long, all over the world, for all men.

Perhaps this is too much to hope for. This hope that peace will cover the earth with its softness and tenderness and contentment so that men of all nations, and of all colors and creeds, will be able to turn their minds to doing only good.

Every man has within him the power to do good. That is born and remains with him. But, it seems, over the years this power is challenged and humiliated, and gradually hardens, as the many evils fight against it.

Through all this, through all the evil, this power to do good reasserts itself at this time of the year as: The Christmas Spirit. Proving that there is yet possible, and most sincerely desired by all men, true peace, and the contentment that is part and parcel of peace.

The good that can be done. The finer and more beautiful things that can be accomplished. All this is made most clearly evident by The Christmas Spirit as it gently parts the curtains of darkness, allowing the eyes to gaze out on the glowing and glorious vista of peace and contentment for all men, everywhere.

This, then, is the true and reverent joy of The Christmas Season: The Christmas Spirit. For it is The Christmas Spirit which brings with it the hope that all men have in their hearts for a finer world. A world of peace. A world of contentment.

This great joyfulness, which is sung high to heaven by all men, should be jealously contained by man. It is the kind of joy that uplifts and satisfies his soul. That pleases his mind. That cures his ills. That befits his likeness in his creation. That brings him the peace and contentment he is so desperately and eagerly striving for, which is symbolized by: The Christmas Spirit.

Then why must The Christmas Spirit come but one short season during the year?
CHICAGO—There is general agreement among business men that 1954 will be exceptionally good this first forthcoming first quarter of 1954.

This is attributed, in some cases, to the backlog carryover which some of the factories have, and which will continue high, while in other cases it is the budget for the nation, or the fore拌 port for '54.

But, after March, 1954, many here believe the crucial test will come along for the field. That is why leading operating companies are urging all the operators, everywhere in the nation, to change over to dime play to insure more intake.

These men are firmly convinced that the operators will need as much intake as they can possibly be able to offset the rapidly increasing overhead expenses which, they are convinced, as well as to meet the possible increased license fees and, somehow, to equalize off the cost of new equipment which will be featured in '54.

For the phone ops, these leaders believe, not only should dime play come into being, on the best system for each individual territory, but also that front money guarantees be arranged with locations.

For the amusement ops, the drive is under way to get all games changed to 10c play, because the average operator does not believe that the amusement field can go ahead without a switch to 10c play.

There is concern indicated by distributors here and there throughout the country who, because of the boom times, tremendously increased their overhead with new buildings, more help, and, with generally better facilities.

These distributors, it is reported, will simply have to add roadmoh to their present staff to “beat the bushes” so that their sales remain at their peak, and assure them amortization of the many additional projects which they have added to the overhead of their distributing organizations.

At the same time the distributor feels his responsibility to his manufacturers more keenly than ever. He must, he believes, put his time in as a distributor by maintaining a high sales tempo.

The automatic phonograph and vending machine manufacturers feel that they are pretty well set for the major part of 1954. Their present products are still in high demand.

Sales action continues to prove impressive in most instances. The manufacturers, take of the opinion that they will carry thru 1954 with sales that will prove just as outstanding as what they enjoyed in '53.

The amusement manufacturers are in an entirely different situation. Being engaved in what can be termed a novelty business, they are faced with the fact that they simply must create new types of amusement which will attract greater play, so that the amusement operator’s income will be increased to meet his higher overhead.

The average amusement factory feels that it will produce finer products than ever before, and that many new types of amusements will be seen in “54. This is expected, and that many of the field will continue to lead in sales action as it has in the past years.

Most impressive is the fact that all agree good public relations programs play a major part in the annual operator as well as operators’ organizations of all kinds, will prove absolutely invaluable in 1954.

This latter, of course, has been repeated time and again over the years by the leaders in the field and, why, or not this will become fact in ’54, is something that will bear watching.

Most interesting, too, is the fact that certain divisions of the field are settling down to a better operating base. One outstanding example is the kiddle ride business. Here greater specialization has brought on better business for those who have remained and continue to progress in this division of the industry.

Also noticeable is the fact that the phonograph field has a long way yet to go to remove the pre-war equipment which still dominates a tremendous percentage of fine locations throughout the nation. Here alone is a sales volume, if possible to achieve, which would keep these manufacturers extremely busy.

Another hope on the part of many distributors and manufacturers as well, is that the export field will grow greater during ’54. It is estimated that many machines will be shipped to foreign countries, somewhat along the volume which the trade enjoyed prior to World War II.

The New Year opens with an even wider divisional split in the industry than has before been noted.

Specialization has gone by the wayside. Sales manager of the firm stated, “we even worked half a day a Saturday, the day of our Christmas Party, with the employees quitting work in the afternoon to enjoy the entertainment.”

He also stated, “Our three new games, ‘Chief Shuffle Alley,’ ‘Leader Shuffle Alley’ and ‘DeLuxe Leader Shuffle Alley,’ brought on such a rush of business that we decided to attempt, by every possible means, to try and get the orders which have backed up out as fast as we possibly could.

“Therefore,” he continued, “we decided to start an overtime and full day Saturday production schedule, in an effort to somehow get ahead of the orders which flooded us, from the very moment our distributors saw the first samples of these new shuffle games.

“Instead,” DeSelm commented, “we are not getting ahead of the orders at all. If anything, we are falling further behind, regardless of every effort we are making to catch up with this tremendous and sudden flood of business which,” he continued, “we believe will go on far after the New Year.”

Because of the forthcoming holidays the firm plans continuous overtime work in an effort to somehow get out as many machines as it possibly can.

Production will continue right up to each holiday eve as it arrives, according to production superintendents at the United plant.

They will attempt, with overtime and Saturday work, to please all of the firm’s distributors by filling as much of each order as possible.

United Puts Back Overtime Plus Full Saturday Production

BILL DE SELM

CHICAGO—United Manufacturing Company, this city, announced this past week that overtime, plus a full 5 hour Saturday work shift, was put back in effect as of last week.

“In fact,” Bill DeSel, general managers, as far as the majority of the operators are concerned. Varied equipment routes are the essence of all good operating today.

But, where the manufacturers and specialists in certain types of equipment are concerned, the split is wider than ever.

The vending machine field remains an entity in itself. The automatic music division continues as a separate part of the entire business. The amusement manufacturers remain a specialized category dealing in the various types of equipment manufacture for which they have become best known to the field.

It seems now that, unless something of an atom bomb nature comes into being, the field will continue to remain divided into three separate units, with little hope for complete agreement among the three divisions for the creation of a single exhibition or even a meeting of the minds.

CHICAGO—First Quarter Will Carry Over Boom Biz of ’53 But Months to Follow After March ’54 Expected to Prove Crucial Test for Many. Dime Play Strongly Urged by Leading Operators All Over the Nation to Boost Intake in Effort to Meet Rapidly Increasing Overhead Expense, Higher License Fees, and to Equalize Cost of New Equipment. All Agree Good Public Relations To Prove Invaluable to Entire Trade in ’54.

SEE BUSY YEAR AHEAD
A Very Merry Christmas to All of You from all of us

the ROCK-OLA organization

"It's What's in THE CASH BOX That Counts"
ChiCoin Presents New "Criss Cross Bowler"

CHICAGO—Ed Levin, sales director of Chicago Coin Machine Company, this city, announced this past week that the firm was shipping samples of its newest game, "Criss Cross Bowler" to all of its distributors.

Levin reported, "This new bowler, which has won so much fine comment from all who have seen it, was actually created," Levin claims, "by the operators themselves.

"This came about," he explained, "when Frank Mencuri our sales manager met with operators and distributors as he traveled about the nation and heard what they wanted in a bowling game.

"Similarly," Levin went on to say, "Phil Robinson, our west coast representative, gave us similar statements from men whom he met with regularly.

"Therefore," Levin said, "we simply put these suggestions all together and took them up with our engineering department with the result," he concluded, "that we believe we now have one of the most outstanding bowling games ever built in our new 'Criss Cross Bowler.'

While samples are being shipped, production is being stepped up, and the firm believes that, within a few days, its production schedule will be well under way. It will be in a position to handle the many advance orders which it already has on hand to the satisfaction of all its many distributors around the nation who want quantities of the new 'Criss Cross Bowler' shipped to them.

Baltimore Amuse. Ops Set 6th Annual Dinner For Feb. 6

BALTIMORE, Md.—Irvin Goldner, president of the Amusement Machine Operators Association of Greater Baltimore, this city, announced this week that the association will hold its 6th Annual Dinner and Dance on Sunday night, February 7, at the Lord Baltimore Hotel.

"I don't have to tell any of the members who have attended previously just what kind of affair we hold" stated Goldner. "We have been receiving repeated requests for the story of our last affair, you said we would have to 'go some' to beat that affair, but, believe me, I intend to try.

"I know our guests have always been impressed by the array of dignitaries who attend our affair, but I think we have a 'first' for 1954. I don't know if any other association has ever had the Governor as their guest, but we will. We have official announcement from the reliable Theodore R. McKeldin, Governor of Maryland, that he will attend our banquet. And of course all the other VIP's that we usually have, will also be in attendance. Complete list will be furnished at a later date."

The banquet committee is headed by Arthur Huusman, and other members are: Goldner, Gabe Candy, Levin Rosenthal, Bernard J. Rose and Maurice Davis.

As usual, the association is preparing a souvenir journal, and it is expected it will surpass those of other years. Tickets are going fast, and it can be assumed that the entire main ballroom of the Lord Baltimore will be filled to capacity.

Nashville Music Ops Vote Unanimously For 10c Play

NASHVILLE, Tenn.—The music operators in the Nashville area held a meeting on Friday, December 11, at the offices of the Hermitage Music Co., this city.

Approximately 200 operators from a radius of 100 miles attended and the highlight of the meeting was the unanimous decision to go to dime play on the phonographs. It was also decided to play 3 tunes for 25c. The change went into effect immediately.

Jack Tureman and CV, "Ree" Hitchcock stated they had never seen a meeting at which such a large attendance voted unanimously on such an important issue.

Season's Greetings from "The Arcade King"

Mike Munves
577-10th AVE., NEW YORK, N. Y.
Season's Greetings

"It's What's in THE CASH BOX That Counts"
The old timer—the member of The Cash Box' "20 Year Club"—gives the entire industry the benefit of his years of experience—by sending a message to the trade.

The old timer, the man who has been engaged in the industry for 20 years and longer, is well qualified to present a message to the field wherein he expresses his hopes and desires for what he believes will help all concerned with the industry.

His statements, after 20 and more years, are meekly somewhat by time, but they are the voice of experience talking. Telling all the members of the field what it thinks the industry requires, and what it can hope and look forward to, as the New Year comes into being.

Surely every member of the industry, from even the operator who enters the pinball business for a hobbyish sort of reason, is greatly beholden to the men with 20 and more years of experience in the industry, who should be listened to. When he complains, when he praises. When he suggests.

In these messages are the members of The Cash Box' "20 Year Club" have sent to the field (and which measures are being repeated here), there is much good, sound and logical thinking expressed. There is much to be listened to and studied by all in the trade. Certainly, much can be learned.

In these messages is experience speaking openly. For all to realize the true facts. And only by knowledge of the truth, by knowing the facts, only then can cures be brought about.

It is, therefore, of tremendous interest to all concerned with the field to read the various messages which are herein contained, and which were written to The Cash Box by these long experienced members of The Cash Box' "20 Year Club."

In these messages lies the answer to a better, greater, and more prosperous industry for tomorrow.

"This is a business you can quit. I've sold my nickelodeon business two times and I'm now back in business third time. When I quit, I went into the wholesale jobbing business of smallwares, novelties, etc., but I retained some pins and a few other machines. I find any other business dead compared to the coin machine business. There is always something new each day and the returns are greater than in other lines of business. In this business you meet all kinds of people. Some who care for your equipment better than they would their own furniture and others who think a juke box is something to rest a case of soda on."

L. Reid
Moncton, New Brunswick
Canada

"The most important thing on my mind as the year draws to a close is, how to get the operator to change from the lowly nickel to dime play. I have started a nickel to dime territory a few months ago, changing to dime play. We were all set to change on November 1 but the operators backed down."  
Frank Pell
Orlando, Fla.

"1. Above All—be honest and pay your bills.
2. Be clean personally and keep your equipment clean.
3. Good service always.
4. Pay all taxes and licenses promptly.
5. Do not buy more on time than you can handle."  
G. Barron
Belmont, Calif.

"Our aim is to give our customers full consideration at all times, to properly give them prompt, efficient service and to give them the benefit of our experience in every manner possible. At Atlas The Customer Is Always Right!"
Eddie Ginsberg
Chicago, Ill.

"I feel that the most important issue before the coin machine industry today, regardless of what branch an individual may belong to, is to get legislation in Washington that will classify all branches of the coin machine business as they should be classified. By that I mean to specifically name each machine, e.g., phonograph, pinball, slot machine or cigarette vending machine and license it accordingly. This would clear up the license problem we now have with the federal government."
S. J. Parker
Nashville, Tenn.

"To be a successful operator one must continually strive for better commissions so that you can make a profit and operate the latest in coin operated equipment."
Charles Maroon
Bridgeport, Conn.

"The time is not far away when machines will have to go to 10c play or to a 10-10 basis. The only way this can be done is to have more cooperation from the manufacturers and operators who will have to unite and stop all cutthroat competition. The manufacturer must buy on a basis and make at least a 50% down payment for new equipment. By doing this the operator will eventually get out of debt. It will then be unnecessary to resort to unorthodox so that he might make a living."
Otto Gayo
Fayetteville, Ark.

"Did you ever deliver a brand new phonograph or a game and find that it was the greatest thing yet? Then you better display it and get a reaction from the location. Try, yes, try, what? He wasn't even interested enough to find out where the switches are. That feeling must be the same when recording artists perform at various association dinners and the audience is either talking or sitting on its hands."
Joseph Hahens
New York, New York, N.Y.

"As a member of the '20 Year Club,' I have found that our industry could best be served if the operators of all segments of the coin machine industry were to cooperate amongst themselves. I have also recognized that this could be accomplished through the medium of a well conducted and organized association."
Albert S. Denver
New York, N.Y.

"I think the industry has shown more advancement in the past year than in the last twenty. If the operators who are in a position to cooperate by getting new blood among the mechanics, as the older and more experienced are getting on in years, and mass train them, they would be furthering the progress of the industry. Hope to see a program of this kind backed by the leading magazine of the industry, 'The Cash Box.'"
Ted Garrett
Albuquerque, New Mexico

"The last three decades have seen many changes in the coin machine in-
dustry from the manufacturer down to the player. Records and observations show that our industry is growing and developing on a higher plane. The latest, Riddle Rides, open the door to new business, new locations, better contacts and more profit. 1954 will find more Bell and Console operations making a change to rides, arcades, music, shuffle and pins."
Ed Ravreby
Allston, Mass.

"When one looks back over the past and pauses momentarily to reflect the incredible growth of our industry, it is nothing short of fantastic. When an industry grows in volume and to such amazing stature and importance over such a comparatively short span of years, it must have effective substance. This substance is derived in great measure from the large number of new people bringing with them millions in new, brisk capital and who realize not only the present magnitude of a very fascinating business, but also see ahead the growth potential and attendant profit of an industry which has a great place in the economy of our nation."
Al Silberman
Los Angeles, Calif.

"My 20 years in the coin machine business have seen a great many changes from a comparatively small and mediocre business to an industry recognized by both the public and nationally, yes, universally. I am proud of the fine people I have met and dealt with, whether operators, jobbers, distributors, manufacturers or bankers. Every one of these people has contributed toward the success of our industry."
S. H. Taran
Miami, Fla.
Timer Talks'

It’s Give Industry Benefit Of Their Many Growing Important Messages

the best men and machines survived. From now on the industry will prevent achievements that will dwarf the first years. I’m looking for more profit from the future than has ever before been made.”

Jack Kelner
Chicago, Ill.

“I think every operator should belong to a state association and the association should function closely with M.O.A. We have been organized three years and 8 months in Nebraska. It has been a "Godsend" to a lot of operators who don’t realize how much it has helped them. Between 'The Cash Box' and M.O.A. you have done wonders.”

C. R. McKee
Grand Island, Nebraska

“Have faith in the industry. Buy with confidence. Sell with confidence. Our business will be greater than ever before in ’54.”

Meyer Parkoff
New York, N. Y.

“When the M.O.A. meets in Chicago in March, I believe it would be a good idea to get all the ‘20 Year Club’ members together to set up some plans to promote good will in various parts of the country. We could have some charitable affairs in the name of the ‘20 Year Club’, for example Cancer, Heart or Polio drives.”

Charles J. Kanter
Cincinnati, O.

“Organization! The secret of a successful operation. Best for factory, distributor and operator. Tried! Tested! Proven in many areas.”

Jules Olshen
Albany, N. Y.

“Keep modern with new equipment. Use up-to-date bookkeeping methods. Keep your equipment clean and oiled. Treat your customers as customers. Keep building Good Will.”

Abe Fish
Hartford, Conn.

“If you have a phonograph route give prompt service and place request records when asked for. Keep up with ‘The Cash Box’ on records. If you have an amusement game route give prompt service, good equipment and honest collectors. As for the boss, work with your men.”

William F. Blig
St. Louis, Mo.

“The coin machine industry over the years has been good to me. For every dollar I have earned I have enjoyed fifty dollars worth of satisfaction in the sense of achievement that accompanies the design and development of each product. I look back over the 29 years of my coin machine activity and I have loved every hour of it.”

Max D. Levine
Brooklyn, N. Y.

“Due to the increased cost of all equipment and the same old 5¢ slot we must either make some changes or definitely go out of business.”

W. R. Howitz
Miami, Fla.

“As the years go on the method of doing business changes with the times. There has to be a closer tie between the operator and his customers. You listen to some of their business and sometimes their personal affairs and try to guide them where you can. This pays as their confidence in you grows.”

Harry Schlesinger
Poughkeepsie, N. Y.

“Give the location the equipment and rate of commission he will support. Make a profit on each location.”

S. J. Hastings
Milwaukee, Wis.

“I believe if the phonograph manufacturers would all take new models with 10¢ and 3 for 25¢ play it would help the operator get started. Each individual operator cannot start it himself in territory with a number of competitors.”

Pat Yeo
Grand Rapids, Mich.

“I started in the music machine business in September 1929. Never, since that date, have I seen it at a lower level financially. When are the music merchants of America going to realize that they can no longer give a tune for five cents. The telephone, a cup of coffee, cigar, subway, bus or trolley, amusement games and many other items, formerly a nickel, are today 10¢ and even higher in some instances. There is only one sensible solution. Forget the nickel slot and have each location declare whether he wants his machine set at one play for 10 cents; three, four or five for a quarter; two plays for a dime; or six for a quarter. ‘The Cash Box,’ I know, has been trying to wake up the country’s operators for years. There is no Houdini around today who can show the operator how to make a profit when the expenses on their businesses have quadrupled while they still hold to nickel play.”

Seymour Pollak
North Tarrytown, N. Y.

“The creation of good will by giving and participating unselfishly in all community activities is the best way to take the coin machine business out of the back alley bracket and into the legitimate and respected business bracket.”

Al LaPorter
Ottawa, Ont.

“My New Year wish is that the price of new juke boxes and the finance plans be adjusted and stabilized to coincide with today’s income per machine.”

Bill Downing
Fresno, Calif.

“Much progress has been made in our industry in the past twenty years financially speaking. Now we must progress towards gaining for ourselves the respectability which is rightfully ours. Everyone engaged in coin business from distributor to operator must work towards that end by working, appearing and talking like a good business man so that we may be accepted in our communities on the same level as any other businessman. We owe this to ourselves and our families. Let us unload ourselves of the unjust mantle of disrepute.”

Humbert S. Betti, Jr.
Union City, N. J.

“In the event the McCarran Bill is not voted out of Committee, the industry should concentrate on two courses—A) A determined effort for some form of 10 cent plan. The elimination of the five cent coin slot. Any location or location customer resistance will be offset by an increase of 15 to 20 percent in gross intake. This is a good start towards the ultimate goal. B) Action should be taken which will eliminate or reduce the dance tax. America is forgetting how to dance and the levy is driving the teen-ager to back alleys for their amusement. With constantly reduced locations and high peak manufacturing, something must be done to create lucrative locations.”

Mannie Ehrenfeld
Passaic, N. J.
Season’s Greetings to all

Lieberman music company
257 Plymouth Street, N.W.
Minneapolis, Minn.

CLOSE OUT SPECIAL

YOU NAME THE PRICE!

DAVIS DISTRIBUTING CORPORATION
Seeburg Factory Distributors
725 Water Street
Syracuse, New York

SPECIAL SALE!

STATER rebilled
1 Celans $39.50
COOKIE Machines
Supreme Distributors, Inc.
414 E. W. 7th Ave., Miami, Fla.

Ah! Youth

Jacksonville, Fla. — While visiting Herb Gorman, manager of Taran Distributing, Inc., Jacksonville office, Sam Taran (pictured above) took a ride on Williams' "Flub-A-Dub" kiddie ride. The Taran firm was appointed distributor for Williams a few weeks ago.

MEXICO CITY, MEX. — Bolivar Radio, AMI distributors this city, last week held a Model "E" showing and the result was a gala party.

Factory representatives present were Carlos Salazar from AMI's export division and William Kunz, factory applications engineer.

Seen to the left at the MIL microphone in Ben Rosenthal, owner of Bolivar Radio. Below is pictured a portion of the visitors and entertainers who attended.

Gottlieb Names Miller-Newmark Michigan Distrib

Miller Buys Out A. P. Sauve & Son, Detroit Office to Start 5th Year. Orville Bolier Returns As Road Mgr.

CHICAGO—D. Gottlieb & Company, this city, this past week reported that it had officially appointed Miller-Newmark Distributing Company, Grand Rapids and Detroit, Mich., as exclusive state of Michigan distributors for all Gottlieb products.

Executives of D. Gottlieb & Company stated, "We feel certain that every operator in the State of Michigan will be happy to hear that we have appointed Miller-Newmark Distributing Company as our exclusive distributors for this fine state.

"They can always expect the very finest service and cooperation from Bill Miller, Tony Sanders, and the entire Miller-Newmark organization, including Orville Bolier, who has just returned to the Miller-Newmark forces, and who will be on the road visiting with operators everywhere in Michigan."

Bill Miller, president of the distributing firm, had this to state from headquarters in Grand Rapids, "Just a week ago we purchased the entire stock of A. P. Sauve Sons Co. of Detroit, Mich., and moved this over to our Detroit offices where Tony-Sanders, our vice-president, is in complete charge.

"We are a young organization," he went on to say, "but in the four years we have been in the distributing business we have set an enviable record for service and cooperation with every one of the operators throughout the State of Michigan.

"Today," he continued, "as we enter into our fifth year as Miller-Newmark Distributing Company, we point to the following exclusive distributorships we have as an indication of the belief and faith the trade has in our organization: AMI, Inc., D. Gottlieb & Co., Chicago Coin Machine Co., American Shuffleboard, Exhibit Supply, Genco Mfg. & Sales Co., J. H. Keeney & Co., Inc., Victor Vending, Williams Mfg. Co.

"In addition to these," Miller stated, "we also have the following lines: Eastern Electric, Marvel Mfg. Co., Permo Products, S & S Mfg., and United Manufacturing Co."

Bill Miller also reported that Orville Bolier, who had formerly been with the firm, after an association with Wico Corp., King Pin Distributing and Southern Automatic Music, had now returned and would take charge of all their road selling throughout the state.

Miller concluded, "I speak for our entire organization when I state that we are a young firm, but, we are optimistic, and feel certain that the years yet to come will prove the greatest for all concerned with the industry while building our firm to over greater heights."

Bolivar Radio, Mexico City, Holds AMI Model "E" Showing
Chi Automatic Phono Bowling League Party May 22, 1954

Belvedere Club Chosen For Annual Event. Bill Gersh To Again M. C. Affair

CHICAGO—Banquet committee of the Chicago Automatic Phonograph Bowling League reported this past week that the big, annual, victory dinner would be held on Saturday, May 22, 1954 at the Belvedere Club, 6014 West Grand Avenue. This will be the evening when all the bowling awards will be made and when all will attend the one happy annual night which closes the 1953-1954 bowling season for the 12 teams of the league.

Bill Gersh, publisher of The Cash Box, was again asked, and has agreed to act as Master of Ceremonies, as he did at last year’s banquet. Even the the banquet is still some months away, the committee reports that reservations have already been made for complete tables, and is of the belief that this will be the biggest affair ever held.

8th Annual A. B. C. Xmas Party Clix

CHICAGO—Over 100 members and guests attended the 8th annual A.B.C. Music Corporation Christmas Party Saturday evening, December 12, at the Casa Nova Restaurant, River Forest.

Cocktails were served at 7 P.M., followed by a fine dinner, after which came the gala activities.

Numbers were drawn, and each person holding a called number, was asked to do a different chore, for which each received a gift.

Gifts were also presented to various members of A.B.C. and, as usual, A.B.C.’s employees received their Christmas bonuses.

The committee for this year’s party, which did such a grand job, was headed by Mary Gillette, Burt Bondioli, and Jake Nomden.

Rob Guarro, vice-president and general manager of A.B.C., handled the emcee chores admirably.

“Season’s Greetings To All”

as entertaining as a “thousand and one nights!”

FABULOUS, FASCINATING, AND... BROTHER, DO YOU GET ACTION!!

Player spots himself 1 or 2 or 3 holes by turning SELECTOR knob.

Lighting the balance of the 6 DROP-THRU holes awards REPLAYS in proportion to the number of holes spotted.

14 OPTIONAL SPOTTING COMBINATIONS:

1 to 8 SEQUENCE lights Roll-Over buttons for REPLAYS.

STACKED WITH REAL "COME ON"!

D. GOTTLEB & CO.
1140-50 N. KOSTNER AVE. CHICAGO 31, ILLINOIS

Season’s Greetings

The Music Operators of California extend sincerest Season’s Greetings to all music operators, manufacturers, and all allied to the Automatic Music Industry everywhere.

George A. Miller
State President and Business Manager

CALIFORNIA MUSIC GUILD
128 EAST 14th STREET, OAKLAND 6, CALIFORNIA

Best Wishes For A Happy and Prosperous New Year

PAUL A. LAYMON, INC.
1429-31 W. PICO BLVD.
LOS ANGELES-15, CALIF.

BALLY DISTRIBUTOR
WURLITZER PHONOGRAPH DISTRIBUTOR
So. Calif., Arizona, So. Nevada
Groenteman Travels Europe For International
Will Endeavor To Open New Markets For Firm. Witsen To Handle U. S. Business

Season's Greetings . . . . Lyn Brown
Exclusive Representative for EXHIBIT SUPPLY
LYN BROWN COMPANY
1909 W. PICO BLVD. LOS ANGELES, CALIF.

"Comet" At Ops Meet

Merry Christmas!

Santa Rosen

We are really Santa Claus early this year
and we are giving you a head start on un
satisfactory orders for your Christmas gifts.

Complete Gift Price List
CAN'T BEAT OUR PRICES ANYWHERE
Write, Wire Today!

David Rosen
655 N. BROAD STREET, PHILA. 23, PA.
PHONE: STEVENSON 2-2903

WANT M100A's and C's
Write
EL SENDEROSO, S. de R. L.
REFORMA 2, 355 Piso
MONTERREY, N. L., MEXICO

Airmail Subscription
The Cash Box S30.

NEW YORK—Dave Stern (pictured above, top pic, center) took the Rock-
Rolla "Comet" phonograph up to the meeting of the Westchester Music
Guild last week and displayed it to all of the association's operators at-
tending the meeting. Shown in the photos are some of the music oper-
ators who looked the phonograph over.

CHICAGO—At the recent NAAPB show in Chicago an Honorable Men-
tion was presented to Exhibit Supply for meritorious exhibit at the 5th Annual Convention and Trade Exposition of the National Association of
Amusement Parks, Pools and Beaches.

Give To The March of Dimes

"It's What's in THE CASH BOX That Counts"
Haddock Appoints Schlenker
Manager Of Manufacturing

JOHN HADDOCK

GRAND RAPIDS, MICH.—John W. Haddock, president of AMI, Incorporated, manufacturer of juke boxes, announced the appointment of E. C. Schlenker as manager of manufacturing.

Schlenker comes to AMI from Argus Camera, Inc., where he was factory manager. He has held executive positions with Colonial Radio, Buffalo, N.Y., and at one time operated his own tool and die firm in Glendale, California.

The post is a new one at AMI and made necessary, according to Haddock, by the record growth of the company which, in the past year, has expanded its working force by better than 100% in addition to adding a new building and facilities which represent an investment of more than $500,000.

"We are," said Mr. Haddock, "particularly happy at having found a man of Mr. Schlenker's background to take on this new responsibility at AMI. The juke box is an extremely complex instrument, combining many mechanical and electronic components. Adherence to close tolerances is a must as is the use of materials which will stand up under the rugged wear and tear to which the instrument is subjected in the field. Mr. Schlenker is well fitted with his background of precision manufacture in cameras and camera lenses, in radio and in tool and die work to contribute substantially to the future growth of our company."

COMMON IDEAL OF ALL PEOPLES

Christianity: "All things whatsoever ye would that men should do to you, do ye even so to them, for this is the law and the prophets."

Bible, St. Matthew 7, 12.

Hebraism: "What is hurtful to yourself do not to your fellow man. That is the whole of the Torah and the remainder is but commentary." Talmud.

Atlantic New York Corporation
Connecticut • New York • New Jersey

Season's Greetings
to all in the Automatic Music Industry

Ray Cunliffe

AUTOMATIC AMUSEMENT COMPANY
3018 EAST 91st STREET • CHICAGO 19, ILLINOIS
(All Phones: E55ex 5-0500)

"It's What's in THE CASH BOX That Counts"
Season's Greetings
To All Our Friends
from
Virgil (Chris) Christopher and the entire staff of . . .

CHRIS NOVELTY CO., INC.
806 ST. PAUL STREET
Baltimore, Md.

Our best wishes for a season of joy...and sincere gratitude for helping to make 1953 a year of unforgettable success.

GENCO MFG. & SALES CO.

Season's Greetings
TO ALL MY FRIENDS COAST TO COAST
ED RAVREBY
" Representing Manufacturers Of Kiddie Rides"
75 Dartmouth Street
Boston, Mass.

Holiday Greetings
FROM
Harry and Hymie Koeppel
KOEPPEL DISTRIBUTING CO.
629 Tenth Ave., New York 19, N.Y.

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

My Journey Through Coinland
By Al Schlesinger

Part One

I am going to try and analyze what, in my opinion, the year 1953 has meant to the coin machine industry. By industry, I mean every segment: operators, jobbers, distributors and manufacturers. The manufacturers as a whole have had a very successful year. Successful, to the extent that all their products were accepted and moved through the various trade channels. Where the equipment was more or less stable, the improvements were such, as to eliminate costly repair and service calls. The operators have recognized these improvements in many machines. In the field of music, many improvements have been added this year with the latest being the innovation of Hi-Fi. Prior to this year, the first important improvement in music, was increasing the selectivity to a many as 120 selections. Manufacturers have also changed their styling from the more or less conservative juke box, they are now back again to flash, color and lights. 1953 saw the resurgence of several manufacturers of juke boxes. The impact of this will be measured in 1954 by operators and distributors. But, 1953 will be remembered as the year when the real competition opened up in the music field. It is too early to ascertain what this will mean in 1954. Whether it will be good or bad for operators, will have to wait until the year is over to ascertain. One thing is sure— the operator in the coming year will get plenty of attention from salesmen— either from the distributors or the manufacturers, or they will be out strong covering the nation like never before.

There is no question in my mind that at least one hundred thousand new phonographs could replace old equipment. There are at least that many old juke boxes out on location that could be replaced in 1954. The answer to this will be whether or not the operator is in a position to put new equipment in locations that do not warrant it or can afford to pay for it. The distributors who know what the conditions are in their particular area will use every effort to move the quotas assigned to them by their manufacturers.

It took me four months to travel from coast to coast by automobile to gather first hand information as to what the real conditions were out in the field. One thing I have found, that has stood out like a beacon light. Where the operators were organized, whether it was in City, County or State associations, the operators and distributors of juke boxes have been more or less predictable. I do not think that they don't come up with something new and novel that an operator can make a profit on—then the pinball game will have reached the end of its love life.
As I See It

A Weekly Column
by
AL SCHLESINGER

Some weeks ago the tragic story concerning a juke box operator flashed over the press wires of the nation. Quay Sargent operating in the Los Angeles area, was driving the speed boat at Lake Arrowhead, Cal., when Miss Buehler lost an arm and a leg when she was pitched from the boat into the whirling propeller. Newspapers all over the nation carried the story along with the fact that the operator of the boat was in the juke box business.

Quay Sargent got his start in the coin machine business with the Square Amusement Co. of Doughkeepie, N.Y., many years ago. Since I was one of his teachers, I decided to interview him. He was reluctant to talk about the accident, but he did introduce me to Miss Buehler, who is coming along very well. The Western Air Lines where she was employed as a hostess, will, after she has acquired artificial limbs, promote her to a training stewardess. She is a very attractive girl and was in high spirits when I met her.

Quay Sargent has asked me to convey to the many people in the coin machine business, who phoned and sent wires offering money and blood, his sincere thanks and appreciation. He said: "I received over one hundred offers of help from operators."

In 1942, Quay resigned his position with the Square Amusement Co. and left for California. He immediately became associated with Jean and Dolores Minithorne who were the Rock-Ola distributors at that time. In 1946 he became interested in a Club in Caliente, Nev., and remained there for a year. In 1947 he moved to San Diego, Cal., and started the Cardinal Amusement Co. He operated this firm until 1950 when he sold his interests and returned to Los Angeles. He has been connected with all phases of the coin machine business. At the present time he is interested in several routes with various partners and I am told the operations are quite extensive.

As I see it, the response of help that the operators were willing to give to the victim of this tragic accident, again proves the charity and good will that operators all over the country have in their hearts. It is with this thought in mind, at this time of the year that I close this article wishing all my readers a very Merry Christmas and a Happy New Year."
Season’s Greetings
... to all our customers
manufacturers and friends
everywhere in the industry

Buster Williams

WILLIAMS DISTRIBUTING CO.
Exclusive Distributors For
* Wurlitzer * United * Williams *
1117 UNION AVENUE MEMPHIS, TENN.

Best Buys of the Season
Factory Reconditioned For Year 'Round Profit!
YACHT CLUB ........................................... $295.00
BEACH CLUB ........................................... 375.00
BALLY BEAUTY ........................................ 345.00
FROLICS .................................................. 195.00
DUDE-RANCH ........................................... Write for Price

Reconditioned Kiddy-Rides also available
WRITE — WIRE — PHONE YOUR ORDER TODAY!

DONAN DISTRIBUTING COMPANY
5007 N. Kedzie Avenue, Chicago 25, Illinois Phone: JUniper 8-5211
Bally Distributors for Wisconsin and Northern Illinois

Season’s Greetings
... to all distributors, manufacturers and friends and to all the nation's automatic
music industry for a healthy, happy and prosperous 1954...

FROM THE MEMBERS OF THE
MUSIC GUILD OF NEBRASKA
1430 South 13th Street, Omaha, Nebraska

Season’s Greetings
TO OUR MANY GOOD FRIENDS
From
WALLY FINKE • JOE KLINE
and ALL THE GANG at
FIRST DISTRIBUTORS
1730 W. NORTH AVENUE, CHICAGO 22, ILLINOIS

IMPORTANT NOTICE
TO
ADVERTISERS

Due To The Christmas
and
New Year’s
Holidays...

THE NEXT TWO ISSUES
of
THE CASH BOX
(Dated: January 2nd and January 9th)

MUST GO TO PRESS EARLY

ALL COPY and COMPLETE CUTS
for the
JANUARY 2nd Issue

MUST BE IN NEW YORK
WED., DEC. 23
NO LATER THAN 4 P. M.

ALL COPY and COMPLETE CUTS
for the
JANUARY 9th Issue

MUST BE IN NEW YORK
WED., DEC. 30
NO LATER THAN 4 P. M.

THE CASH BOX
26 West 47th Street, New York (36)
Tel.: JUdson 6-2640

“lt's What’s in THE CASH BOX That Counts”
Season's Greetings
from
"RUDOLPH THE RED NOSED REINDEER"
"BIG BRONCO"
"ROY ROGERS' TRIGGER"
"RAWHIDE"
"SEA SKATE"
"SPACE PATROL"
"PETE THE RABBIT"
New Revolutionary Card Vendor
and all the other "Very Great" products of
EXHIBIT SUPPLY
4218-4230 WEST LAKE STREET • • CHICAGO 24, ILLINOIS

Gene Hill and E. C. Blankenship, H. H. Music Co., Nashville, in high spirits as they discussed 1953. They operate a mixed route of amusement machines, phonographs and cigarette vendors. . . . Albert Eutitis joins the 20 Year Club. Al started in 1927 with a route of the first 10 Record Symphony built by See- burg. He carries on his business under the name of The Central Music Co. . . . With all the machines lit up at Hermitage Music in its new location the place looks like a county fair. All departments are well set up and operators will find service a pleasure to shop there for parts and equipment. The new record department has already shown additional sales. . . . Something will pop in Rock City soon. A great deal of whispering taking place between Keith Brake and Thomas Watts. . . . With the year drawing close to its end Parker Distributing Co., Nashville, reports a good year. . . . John Carwright, Capital Amusement, Nashville, lacks one year of being a 20 Year man. Also says business was good this year. . . . Ditto W. H. Williamson & Son. . . . Pop Davise holding down the fort at S. L. Stubbie Co., Nashville, as L. H. Smith is in Knoxville on business. . . . Happy Birthday to M. R. Ingraham of Parker Distributing Co., Nashville. Celebrated December 9. . . . John McDonald feeling great about this year's business since the grand opening back in June. . . . Tommy Davise, Distributing Co., Nashville, has added one of the most complete premium lines in the state. Tommy has also added 40 new shuffles to his route and is planning to add more in 1954. . . . James Richardson of Bigger's Amusement Co. certainly takes in a lot of territory in his 20 years in the biz. He started in December 1932 with Joe Frank & Frank Higgins in Nashville. Then to T. W. Amusement, Knoxville, Palace Club, Reno, Nev., Sutter & Goldberg, New York, back to Nashville with John Cartwright and Parker Distributing and now with Bigger's Amusement of Clarksville. . . . J. W. Bigger's reports business in and around Clarksville has been a top year despite the personnel cut at Fort Campbell.
BIG KIDDE RIDE NEWS!
OUR LARGE PLANT ACTUALLY BUILDING KIDDE RIDES! A REBUILD
"BIG BRONCO" IS NOW A NEW PRAIRIE KING. A REBUILT "BALLY
CHAMPION" IS NOW A NEW WESTERN CHAMP. IT'S UNBELIEVABLE!
AND IF YOU ARE NOT SATISFIED, WE PAY ENTIRE COST!
ON TEST LOCATIONS, "NEW PRAIRIE KING" and "WESTERN
CHAMP" EARNED MORE than the old machines.

Bally Champion "WESTERN CHAMP" $595
Exhibit Big Bronze "PRAIRIE KING" $495

NEW KIDDE RIDE EXCHANGE!
We accept in trade or pay cash for used Kiddie Rides
REGARDLESS OF MAKE OR CONDITION!

MISS AMERICA BOAT $375
SCIENTIFIC OCEAN LINER 375
MERRY-GO-ROUNDS Write or Call
AUTOMOBILE RIDES 245
MACHINE PARLIAMENT Complete with Film

ALL RIDES COMPLETELY RECONDITIONED!
NEW LOOK—NEW COLOR—LIKE BRAND NEW

REDD DISTRIBUTING CO., INC.
2301 W. PICO BLVD.
LOS ANGELES 6, CALIF.

Exclusive distributors for
AMI BALLY—UNITED

F. C. Stevens Reports On European Vending

ST. LOUIS, MO.—Returning from his fifth European trip since the Sec-
ond World War, F. C. Steffens, gen-
eral manager of National Rejecters, Inc., St. Louis, Mo., was very im-
pressed with the increase of vending activity in the countries he visited.
Steffens has spent two months visiting England, Denmark, Holland,
Germany and France studying the vending conditions in those countries.
He reports that "in the last year or a half, considerable progress has been
made in all the countries, with Ger-
many showing the greatest advance-
ment. Many experiments in vending
are being carried on but the vending
of films and many different tobacco
products has been unusually success-
ful.

"At present, American made pho-
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big quantities but production in this
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This also applies to the vending of
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"At present, American made pho-
ograph equipment is being imported in
big quantities but production in this
field is now underway in Europe.
Op Suggests Mfrs. Include Tape Type Recorder To Provide Accurate Play Count

NEW YORK—The Cash Box receives the suggestions from those in trade continuously. Printed below is one we think can serve the industry well. The writer prefers to remain unidentified, and we comply with his wishes.

"The major complaint on coin operated business is in the honesty of help. You could open up the other fields of coin operation if the money and sales could be completely checked.

In the cigarette field, the service-men buy their own packages and conduct sales through the owners machines, besides the lengthy check-ups after a man turns in his collections. In the soda vending, there is always a question as to the number of cups, the quantity of soda and the number of sales against waste. I am not considering the possibility of slugs, because most machines are slug proof.

In candy and merchandise machines, there are numerous ways of gyping by servicemen, operator or owner of the premises. In the juke box, the registers do not conform with the cash because of free plays or 6 for 25c or 3 for 25c or the records played, register, instead of the money.

At any rate, there is always a bad feeling in questioning a collector or the location owner questioning the operator. Since it is my firm belief that most people are honest, I am sure a solution for this condition would be a blessing for the industry.

I have in mind a tape (like you had on the auto-counts and auto-banks) that would register the coin inserted and total same. The total would be printed on same tape (with a key) and at the same time, wipe out the total after each play. The tape could be printed on its one side edge, with numbers and indications to eliminate replacing of tapes. There would be no questions on money, because the individual coins as well as the total would be marked on the tape.

The operator could feel secure of money, merchandising and satisfying the customer that there can be no exchanges or deals, short change or excuses for any difference in cash or inventory.

The reason this came up is that we also operate washing machines in basements. It is almost impossible to control cash; yet there is room in each machine for additional equipment.

When it comes to a project of 40 or 50 machines involved, the short-changing amounts to more than the profit. Most operators limit their activity to one man routes, only because of lack of trust.

The telephone company operates with sealed boxes, but the average location will not accept this form of collection.

If a unit with a printed tape could be put above the cash box unit, so it could be inter-changeable if out of order, the expansion of the coin operated sales and amusement business could be doubled. Big businessmen would become interested as well as the average operator who has the knowledge of operating, but cannot control it.

We thought slug rejectors were impossible twenty five years ago; today every machine is equipped with them. So I feel sure that if any attempt were made to control cash, we could really go places.

There may be a dozen more arguments I could put forth, but I am sure from what I have told you this far, you will check with the thoughts of other operators on this subject and if it has possibilities, you will be quick to recognize it."
DOUBLE YOUR MONEY BACK

That's right! The Cash Box will give you DOUBLE YOUR MONEY BACK if you don't agree that The Cash Box is the finest publication for you in all the history of the coin operated machines industry!

No other publication in the history of this industry has ever dared to make such an offer.

Fill out the coupon on the bottom of this page today! Enclose your check for $15.00 for a full year (52 week's issues) of The Cash Box!

Read the first four issues.

If you don't agree, after going over the first four issues you receive, that The Cash Box is the greatest magazine you've ever yet read to help you progress in your business . . . send back those first four issues . . . get DOUBLE YOUR MONEY BACK for those first four issues . . . PLUS...the original $15.00 you sent for the entire year's subscription!!

YOU CAN'T LOSE!

If anything at all . . . you can get DOUBLE YOUR MONEY BACK . . . by subscribing to The Cash Box TODAY!!!

THE CASH BOX
26 West 47th Street, New York 36, N. Y.

OKAY: I'll match you! Enclosed find my check for $15 for a full year's subscription (52 exciting week's issues) of The Cash Box. If I don't like the first four issues I receive, I am to return these first four issues to you, and you are to give me DOUBLE MY MONEY BACK for those first four issues PLUS the $15 which I am enclosing right now.

FIRM.............................................................................................................

ADDRESS....................................................................................................

CITY............................................ ZONE.... STATE.................................

SIGNED...........................................................................................................

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MEMBERSHIP OF THE 20 YEAR CLUB

(ASS OF DECEMBER 19, 1953)

A
ABRAM, Jos., Cleveland, O.
ADAMS, Edward, Elizabeth, N. J.
ALBRIGHT, William, Youngstown, O.
ALEXANDER, Elias, New York, N. Y.
ALEXANDER, Joseph, Youngstown, O.
ALLRED, B. N., Murray, Ky.
ALLEN, James, Grand Rapids, Mich.
ALLEN, Fred, Detroit, Mich.
ANDERSON, Dominick, Youngstown, O.
ANDERSON, Eugene F., Morenci, Mich.
ANDERSON, Mickey, Galveston, Tex.
ANGOTT, Carl, Dayton, Ohio.
ARNAUD, John J. B., Baton Rouge, La.
ARNOLD, Harry, Des Moines, Ia.
ARNON, Charles, New York, N. Y.
ARTI, H. B., Oklahoma City, Okla.
B
BACK, E. B., Merrick, L. I., N. Y.
BACK, Clarence, Hudson, Fla.
BACK, Bill, St. Cloud, Calif.
BALL, Cliff, Yonkers, N. Y.
Baker, Charles F., Inc., Aurora, Ill.
BARBER, Fred, Troy, N. Y.
BARD, Robert, Annandale, Calif.
BARON, Jerry, Maleo, Calif.
BASSETT, Albert, Brooklyn, N. Y.
BAUGH, Alfred, Buffalo, N. Y.
BAUER, Fred W., Ironwood, Mich.
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BEeson, David, Farmingdale, N. Y.
BEITIN, John, Newark, N. J.
BLESOCK, Fletcher, New Orleans, La.
BLICK, Thomas, Brooklyn, N. Y.
BLATZ, William, Atlanta, Ga.
BLOOM, M. W., Brooklyn, N. Y.
BLUM, Ira, Hackensack, N. J.
BLOUNT, Edwin R., Raton, N. M.
BOYD, Leslie C., New York, N. Y.
BRADISH, Joseph, Freeland, Pa.
BRAASCH, C. W., Milwaukee, Wis.
BRANDT, Pete, Columbus, Ohio.
BRATIN, Vincent J., Alamosa, Col.
BRENNING, CLAS, Chicago, Ill.
BRENNER, Robert, Chicago, Ill.
BRENNER, Joseph, Detroit, Mich.
BROADBENT, Joe, Columbus, Ohio.
BRONKE, Martin J., Des Moines, Iowa.
BRUMINGHAM, J. A., Houlton, Me.
BUCKLEY, Louis, Nashville, Tenn.
BUCKLEY, Patrick J., Chicago, III.
BUCKLEY, Robert, New Orleans, La.
BULLOCK, John, Fort Worth, Tex.
BUCKEE, Palmer F., Columbus, Ohio.
BUDD, Tom, Elizabethtown, Ky.
BUKE, William J., Natick, Mass.
BURK, H. F., Chippewa, Wisc.
BUSH, Fred, Menomonee Falls, Wis.
BUCHER, Michael, Chicago, III.
BUDAY, Raymond B., Montgomery, Ala.
BYERS, George H., San Antonio, Texas.
BYE, Bill, Kansas City, Kan.

C
CAMP, Clarence, noodles, Conn.
CARLTON, Robert, Mich.
CANNON, R. E., Westport, Conn.
CARACE, Jack, Dallas, Tex.
CARLE, George, Carter, Cali.
CARD, S. C., Springfield, Ill.
CAXTON (DC) T. K., Fort Worth, Tex.
CHRISTOPHER, Virgil, Bath, Me.
CISER, Stephen, Chicago, Ill.
CLAE, Sam W., Bridgeport, Conn.
COLE, Clarence A., Fort Worth, Tex.
COHEN, A. S., Los Angeles, Calif.
COON, Nat, New York, N. Y.
CULIUS, John S., Watertown, Conn.
CULLETT, Ralph, Fairfield, Conn.
CURRIER, John, Seattle, Wash.
CUTLER, Maxwell, Shrewsbury, Mass.
CUTT, Charles C., Chicago, Ill.
D
DADDIS, Art, Palo Alto, Calif.
DADDIS, Gene, Phoenix, Ariz.
DAHL, Harry, Chicago, Ill.
DAVIDSON, Bert L., New Orleans, La.
DAVIDSON, Frank W., Minnetonka, Minn.
DAVIS, R. W., St. Louis, Mo.
DAVIS, W. H., Nashville, Tenn.
DEALFORD, Angelo, Chicago, Ill.
DEGLORIA, Joseph, Chicago, Ill.
DEKEMPER, Warren, Chicago, III.
DENVER, Albert, Chicago, Ill.
DELF, All, Huntington, N. Y.
DICKER, Samuel S., Ft. Wayne, Ind.
DICKMS, Dick, Los Angeles, Calif.
DODGE, Carl, Fort Wayne, Ind.
DODGE, E. A., Toledo, Ohio.
DODGSON, S. M., Youngstown, Ohio.
DOHR, A. S., Johnson City, Tenn.
DOHON, W. R., Millfield, Ohio.
DOHON, Bill, Indialantic, Fla.
DOHN, Anthony, Pittsburgh, Pa.
DOLLEY, Frank Q., Chicago, Ill.
DOWNING, Bill, Detroit, Mich.
DORLING, Harry, Chicago, III.
DURANT, Lyn, Chicago, Ill.

E
EDY, Miss, Lora (Quaquachicquish), Detroit, Mich.
EGGART, Edward, Alhambra, Calif.
EHRENFELD, Emanual, Passaic, N. J.
ELLIS, Eddie, New York, N. Y.
ELLIS, Howard N., Oxford, Ohio.
ELMS, John, Framingham, Mass.
EMERY, L. N., Boise, Id.
ENGELMAN, Samuel, New York, N. Y.
ENGEL, Al, Freeland, Pa.
EUTTIS, Albert T., Lexington, Ky.
EVANS, John E., Gulliford, Mich.

F
FAKAS, C. B., Galveston, Tex.
FAKAS, D. S., Yorba Linda, Calif.
FARIA, J. D., Yorba Linda, Calif.
FELDMAN, Stanley D., Brooklyn, N. Y.
FELDMAN, Suren D., New York, N. Y.
FINN, Art, Conn.
FISHER, John, Newbury, N. J.
FLOWE, J. M. S., Sr., Willowbrook, Ill.
FLOWE, J. W., Forest Park, Ill.
FORKAS, John N., Hatfieldsville, Miss.
FORKAS, Nicholas J., Homestead, Pa.
FOREST, C. M., Beaverton, Ind.
FOWLER, W. D., Seattle, Wash.
FRANCIS, David, Montpelier, Ind.
FRANKEL, Albert, Rock Island, Ill.
FREELAND, O., Short Hills, N. J.
FRISCHMANN, O., Clovis, N. M.
FROLER, Anthony, Chicago, Ill.
FUGER, Geo., New Haven, Conn.
G
GAGE, Otto (Tobie), Fort Wayne, Ind.
GAINE, William, Hempstead, N. Y.
GARDELLA, Fred A., Detroit, Mich.
GARDERT, F. D., Toronto, Ont.
GARRETT, Harlan, Milwaukee, Wis.
GARRETT, Ted, Abington, N. M.
GARDNER, D. R., Phoenix, Ariz.
GAUNT, Fred, Los Angeles, Calif.
GENNA, Vincent, Galveston, Tex.
GERARD, Peter, Chicago, Ill.
GIBBONS, George H., Los Angeles, Calif.
GIBBON, Merrie, Chicago, Ill.
GILES, H., Pittsburgh, Pa.
GILPATRICK, Charles, Liberty, N. Y.
GILBERT, A. E., Chicago, Ill.
GINSBERG, Eddie, Chicago, Ill.
GINSBERG, Merrie, Chicago, Ill.
GISH, Morris, Little Rock, Ark.
GIORDON, Richard, Chicago, Ill.
GIROUARD, Charles, Liberty, N. Y.
GIBBON, Merrie, Chicago, Ill.
GIBBINS, N. A., Pooler, Ga.
GROB, E. L., Chicago, Ill.
GROSS, Harold, Chicago, Ill.

Season's Greetings

...TO ALL OUR CUSTOMERS...OUR MANUFACTURERS
AND TO ALL OUR FRIENDS...MAY YOU ALL ENJOY A HEALTHY AND WEALTHY NEW YEAR...

Joe Abraham

LAKE CITY AMUSEMENT CO.
4553 PAYNE AVE., CLEVELAND, OHIO
(Tel. NE 1-7377)

A Very Merry Christmas
And A Happy New Year

And wishing one and all in our grand music business health, wealth and happiness for the coming year

MIKE DALE
COMMERCIAL PHONOGRAPH SURVEY AND SERVICE
110 NORTH FRANKLIN STREET, CHICAGO, ILLINOIS

"It's What's in THE CASH BOX That Counts"
MEMBERSHIP OF THE 20 YEAR CLUB

(AS OF DECEMBER 19, 1953)

A.B.C. MUSIC SERVICE CORP.
5915 WEST GRAND AVENUE
CHICAGO, ILLINOIS

MARVEL'S NEW SHUFFLE-SCORE ELECTRIC SCOREBOARD

COIN-OPERATED ELECTRIC SCOREBOARD

Fits Any Shuffleboard

★ 15-21 and/or 50 Pts.

10c 1-Player or 10c 2-Player by Simple Plug Switch-Over

★ Large METAL National Coin Rejector Box

New Shuffle-Score is 2-faced adjustable for all boards...chrome tub supports.

IMMEDIATE DELIVERY

Toms: 1/2 minimum, but C.O.D. or S.O.D.

Also Available WALL MODELS

DISTRIBUTORS, WRITE

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Atlanta, Ga.

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HAGGETT, JAMES

HAIN, LEO

HALPERN, IMOS

HALL, LEO

HAMBROOK, CLAYTON

HAMPSON, GEORGE

HANLIN, A.

HANNBERG, B.

HARRISON, M.

HARRISON, R.

HARRIS, FRANCIS G.

HARRIS, W.

HART, DAVID

HART, GEORGE W.

HART, ROBERT L.

HAYMAN, MIKEY

HAWKINS, R.

HEARTZ, TIM

HEBB, MIKE

HEESE, GEORGE

HEGEMANN, F.

HEGRADOY, ARNOLD

HEMME, CLarence

HENDRICKSON, JOHNNY

HERNANDO, G.

HERRELL, H.

HERRMAN, F.

HERRMANN, H.

HERRMANN, T.

HERRON, W.

HERSHBERGER, SAMUEL

HERRON, E.

HERRON, IRA

HERRON, J.

HERZOG, ADAM

HESKE, LEO

HETZLER, R.

HICKS, FRANCES

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HICKEY, K.

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MEMBERSHIP OF THE 20 YEAR CLUB

(AS OF DECEMBER 19, 1953)

O
O'BRIEN, JOHN
Covington, Ky.
O'CONNOR, KEN
Bellingham, Wash.
ODEN, GEORGE
San Antonio, Tex.
OETTINGER, HERB. L.
Chicago, Ill.
OLDENBURG, JULES
Albany, N.Y.
ORENSTEIN, SAMUEL
New York, N. Y.
ORENSTEIN, HERB.
Fort Worth, Tex.
OSTRANDER, LEROY
Baltimore, Md.

P
PAGE, FRANK
Rensselaer, N. Y.
PALAESTRANNO, N. D.
Lima, Ohio.
PALMER, EVELYN F.
Latham, N. Y.
PARKER, J.
Schenectady, N. Y.
PARAF, JOHN
New York, N. Y.
PASANAN, JAS. A.
Detroit, Mich.
PAULSON, LAURY
Grand Rapids, Mich.
PEARL, LEVING
Cleveland, Ohio.
PEARL, LEWIS
Cleveland, Ohio.
PEARL, NATE
Cleveland, Ohio.
PEDICORD, CHARLES
Boone Park, Calif.
PELL, FRANK M.
´sando, Fla.
PERELMAN, MAC
Hartford, Conn.
PETTERSEN, VOR.
New York, N. Y.
PETROCHIE, EDGARD
Miami, Fla.
PHILPS, EUGENE S.
Midvale, Utah.
PHILPS, LOUIS
New Orleans, La.
PIKE, C. S.
Brookfield, Wis.
Pierce, MARIE H.
Brookfield, Mass.
PIETERS, J. E. "PETE"
Kalamazoo, Mich.
PINTO, MORRIS
Hastings, Tex.
POULAK, SEYMOUR
N. Y. Tarpey, Ohio.
PONDER, GEORGE
New York, N. Y.
POOLE, HARRY
Boston, Mass.
PORTA, CHARLES L.
Pittsburgh, Pa.
PORTER, CLAVER E.
O.Hall, Ohio.
PRIOR, HOMER L.
Cedar Falls, Iowa.
PRIEST, GEORGE
Dallas, Tex.
PROTH, EMILY L.
Detroit, Mich.
R
RARKIN, WILLIAM
L. A., N. C.
RATZ, ALFRED
New Brunswick, N. J.
RADFORD, B. M.
Louisville, Ky.
RAIFFE, SEYMOUR C.
St. Louis, Mo.
RAMESDLE, RUSSELL G.
Muncie, Ind.
RavREBY, ED
Champaign, Ill.
RECHTSCHAFER, ABE
Hartford, Conn.
RED, S.
Allison, Ohio.
REID, LEONARD A.
Brunswick, Canada.
REISSNER, CHARLES
Elizabethtown, N. J.
RENNICK, TESY
Erie, Pa.
RESNICK, MAX
West Hartford, Conn.
RICE, MIKE
Oakland City, Ohio.
RICHARDSON, JAMES
Charlottesville, Va.
RICK, LESTER C.
Chicago, Ill.
ROBERTSON, GEORGE
Bloomington, Ind.
ROBILLARD, FRANK
Monrovia, Que., Can.
ROBINSON, CRAS.
Los Angeles, Calif.
ROBINSON, PHIL
Los Angeles, Calif.
ROCKOLA, DAVID C.
Chicago, Ill.
ROBINSON, BEN
Miami Beach, Fla.
ROBINSON, R.
Orlando, Fla.
RODE, W. K.
Columbus, O.
ROEMER, C.
Saratoga Springs, N. Y.
ROESTER, N.
Brooklyn, N. Y.
ROST, MAX
Schenectady, N. Y.
ROSS, HARLEY
New York, N. Y.
ROSS, ROBERT
Bonita, Calif.
ROSSBERG, HAYLEY
New York, N. Y.
ROSSBERGER, ROY
Detroit, Mich.
ROSENFELD, HAROLD
Los Angeles, Calif.
ROSTHEDT, JOHN
Toledo, Ohio.
ROSTHEDT, LEO
Cincinnati, Ohio.
ROY, T.
Lake Tahoe, Calif.
RYDELL, DALL
St. Louis, Mo.
S
SAGER, WILLIAM C.
Detroit, Mich.
SALISBURY, RAY T.
Los Angeles, Calif.
SANDERS, MAC
Los Angeles, Calif.
SANDER, IRENE
Los Angeles, Calif.
SARGENT, OUS
Hollywood, Calif.
SAVAGE, JAMES S.
Detroit, Mich.
SAVARESE, JAMES M.
Miami, Fla.
SCHAEFER, WILLIAM L.
Bakersfield, Calif.
SCHATZ, EDDIE
New York, N. Y.
SCHLEGEL, AL
Chicago, III.
SCHLEGEL, HARRY
Washington, D. C.
SCHNEIDER, LEMMY
SCHNEIDER, LEMMY
SCHNEIDER, SAM
Hartford, Conn.
SCHULTZE, OSCAR
SCHWARTZ, HAROLD
Chicago, Ill.
SCHWARTZ, HARRY S.
Miami, Fla.
SCHWARTZ, SOL
Miami, Fla.
SCOTT, JAMES
Williamston, Texas.
SEEGER, MARSHALL
Chicago, Ill.
SEIDEL, TIDY
Brunswick, N. Y.
SEIKO, ED
Bloomington, Ill.
SEMINARO, A.
Huntington, W. Va.
SERVING, JOHN
Cincinnati, Ohio.
SEYLER, EDWARD
Chicago, Ill.
SIEGRIST, K.
Los Angeles, Calif.
SILVESTREIN, HAYMAN
Miami, Fla.
SILVESTREIN, SOL
Baltimore, Md.
SIMON, ALBERT
New York, N. Y.
SIMON, JACK
Los Angeles, Calif.
SIMPKINS, ANTHONY
Brooklyn, N. Y.
SLIFER, O. L. (Bob)
New York, N. Y.
SMITATI, ARI
New Orleans, La.
SMITH, W.
New Orleans, La.
SMITH, WILLIAM
Jacksonville, Fla.
SMITH, WILSON
Arkadelphia, Ark.
SMITH, WILSON
Columbus, O.
SMITH, WILSON
Spencer, Ga.
SMITH, WOOD
Brownson, N. Y.
Smythe, C. D.
Baltimore, Md.
SNYDER, MARK
New York, N. Y.
SODERBERG, J.
Minneapolis, Minn.
SORENSON, HARRY
Miami Beach, Fla.
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STERN, DAVID
Jersey City, N. J.
STERN, HERBERT
STERN, SAM
Yonkers, N. Y.
STEVENSON, T. B.
Baltimore, Md.
STEWART, SID
Southfield, Mich.
STEVENS, W.
York, N. Y.
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STEVENS, W.
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STEWART, BEN
Brooklyn, Mass.
STEWART, GEORGE
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STEWART, HARRY
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STEWART, JACK D.
Brooklyn, Mass.
STEWART, PHIL
Brooklyn, Mass.
STEWART, FRANK
Nashville, Tenn.
STDAN, GEORGE
Akron, Ohio.
T
TAKES, JOHN
Hempstead, Pa.
TAM, SAM
San Francisco, Calif.
TARTAGLIA, PAUL
Portland, Ore.
TAYLOR, HERSHEL
Baltimore, Md.
TAYLOR, PAUL L.
Tulsa, Okla.
TEFFER, WALTER
Chicago, III.
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Chicago, Ill.
TORRANCE, WILLIAM
New York, N. Y.
TUCK, HERB
Fort Worth, Tex.
TUPPER, J.
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The party season gets going with the coming week-end, and it looks like it'll keep going right through the New Year. Atlantic-New York Corp.'s annual Xmas party starts the ball rolling on Saturday night, Dec. 19, at the Belmont Plaza Hotel, Harry Rosen and Meyer Parkoff expect the attendance of their three offices will bring along enough of their families to add up to about 200 guests. ... The night after, Sunday, Dec. 20, is the annual dinner and dance of the Associated Amusement Machine Operators, held at the Latin Quarters. Everyone will be there, including out-of-town guests representing the factories. ... Johnny Bilotta's party in Newark, N. J., on Sunday, Dec. 20, for his customers and friends will be a gala affair.

Then starting the following Monday, practically every wholesaler and many operating firms will be holding parties.

Bill Kane, American Hand Dryer, visits Joe Young and Abe Lipsky, Young Distributing, local distributor. Kane reported the company's 25% increase in sales this past year, to the fact that the firm is selling the coin machine trade, and states Joe Young is to be given the credit as he started things off. Abe Lipsky spent an evening at dinner with Hank Greenberg, Cleveland baseball exec, with whom he spent his high school years with at Monroe...

Max Waters, Wurlitzer regional rep., in New York for the Wurlitzer-Frankie Lane contest winner award on Ed Sullivan's TV program, and then rushes to Boston. ... Harry and Hymie Koeppel, Koeppel Distributing Co., advises that sales of reconditioned music machines took a big spurt this week, with many machines going to local ops. ... Mrs. Gertrude Browne, Beacon, N. Y., on the street shopping at the wholesalers. ... Al Cohen, Ajax Distributing, Newark, N. J., visiting Dave Stern and Bob Slifer at Philadelphia in Dave and Bob very excited over the wonderful success of Rock-Ola's " Comet" phone. It has been doing many business in Muske and he is already preparing the staff in advance which they hope will get into the mail this week. ... Al Simon, Albert Simon, Inc., busy as he can be with Genco's "Shuffle Pool," makes room on his showroom floor, for UnCoin's new shuffle, "Crisis Cross" Bowler, which is expected to arrive before the end of the week.

Ben Becker, Bally's regional rep., phones us from the Airport, but before he can advise where he's heading, has to hang up and run for his plane. Wherever he's going, we imagine he'll be back in the city for the games operators' banquet later this week. Woody Glog, president of Transportation Vendors, Inc., Newark, N. J., announced the appointment of Percy Mostow Enterprises, Winnipeg, Manitoba, Canada, as Canadian distributors for his penny gum and candy machine.... Barney Sugarman's sole Sugarman, Barney Sugarman's sole Sugarman, Sincere ALL POSSIBLE RUNYON

Box

Most S, Werry

AVENUE,

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During Exp. 1953 a NEWARK, "It's RECORD reason.

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of
ALL OF US
Are Wishing

ALL OF YOU
The Very Merriest of
Merry Christmas
And the Happiest,
Healthiest, Most Prosperous
New Year

J. H. KEENY & CO., INC.
2600 WEST 50th STREET
CHICAGO 32, ILLINOIS

CHICAGO CHATTER

This column, before proceeding one more sentence, wishes to take this opportunity to thank each and everyone who sent cards and gifts and, at the same time, wishes each and every reader the merriest of Merry Christmases and the Happiest, Healthiest, Most Prosperous New Year. . . . Chicago's American National Bowling League has decided on Saturday, May 22, 1954, as the big party day to celebrate the '53-'54 bowling season. Party will be held at the Belvedere Club, 6014 West Grand Avenue. Bill Gersh, publisher of The Cash Box, will this year again Emcee this affair. . . . Some cagy matchups were reported "before the bullet" and that sales have slowed up in some spots. This sort of talk is not new at all. For the past 30 years cagies have been blamed for everything—including fallen arches. In the meantime, LaSalle Street brokers report that many investment trusts taking advantage of the drop in prices of these solid stocks and are grabbing many thousands of shares.

Bob Guarro acted as M.C. for the big Christmas Party his firm, A. B. C. Music Service, gave this past Saturday at the Casa Nova Restaurant. He did one grand job of getting things going and was present with his family, Jake also acted as Santa Claus. All the A. B. C. employees thrilled with the bonus checks they received. Also present were Mary Gillette and all her crew. Burt Bondioli and his family. Jack Paschke, Ray Cunliffe, Frank Padula, Edith Davis, Andy and Jake Paschke, as well as many other families. And so many, many others. It was one of the grandest parties of the season. . . Ed Levin returned from a trip to Nashville with Honey Levin and was absolutely thrilled at the way ChiCoin's new "Cris Cross Bowler" took off. "It's a smash hit," he says. And he's backed by his wife, Honey, who was answering phone calls for more and more, while Ed was away. . . One very busy man is Art Weinand over at Exhibit Supply who's now getting prepared to do "one million different things" as he says. . . Maybe this'll answer some guys. Federal Trade Commission survey of 23 industries, places printing and publishing in 19th place as far as profits concerned, with a 3.1% net as compared to 10.5% for the petroleum industries.

Most exhilarating news of the week: United working overtime plus 8 hour Saturday, and backed with orders for their new shuffle games. Lyn Durant and Ray Riehl on an eastern trip to visit Philadelphia and New York, while Bill DeSelm hugging the home office. . . Sam Stern and his family, Herb Gettinger and his family, along with Al Rodstein of Philly and his family, are on their way to that Denver Roundup for a couple weeks rest. . . Thanks to Don Moloney and Bill O'Donnell for advising that The Cash Box "extremely instrumental" in helping raise over $10,000 for the dance to help the young couple where the 29 year old husband is stricken with leukemia and wife is working two jobs with five children to feed. . . Phil Rien of Passke & Oomens says that he's enjoying every single second of his stay in gorgeous, sunny Miami (which is heresy as far as Californians are concerned) and has even extended his visit before going home to Los Angeles. . . Frank Mencuri plans to be home (Los Angeles) for Xmas. . . Happiness ahead. Sincere wish from Bob Guarro who just became engaged to Joe Brindille, well known real estate broker.

Address of Al S. Levy, now celebrating his 50th year in cohabiting, is A. S. L. Sales Co., 133 Washington St., Dayton, Ohio. . . Nate Gottlieb advises that Bill Miller and Tony Sanders of Miller-Newmark, Grand Rapids and Detroit, now exclusive Michigan distributors for Gottlieb products. Meanwhile, Bill Miller advises that his firm bought out A. P. Sauve Sons Co. of Detroit, and has moved everything over to its Detroit offices. Miller looks ahead optimistically for entire industry for '54. . . Les Levrin, who used to be in cohabiting some years back, phones to tell us he's interested in California proposition and may return to this business—his first real love. . . Howard Ellis, Sect'y of the Nebraska Music Guild, has started with some phone donations, in public relations program, that will win much good press comment.

Paul Huesbach advising, "Just watch Keesey in '54." . . Leaders here foresee '54 as a busy year ahead. Photo people hope to clear away big share of the 165,000 prepaid juke boxes still blocking off locations throughout U. S. A. Games mfrs. have many great plans. Vendor builders see tremendous growth ahead. . . Joining in Xmas Greetings to the trade, Bally's: Ray Moloney, George Jenkins, Herb Jones, Jack Nelson, Bill O'Donnell, Earl Moloney, Ray Moloney, Jr., Art Garvey, Ralph Nicholson, Tom Callahan, Ben Becker, Dan Moloney, and the others over at Bally with wishes for everyone to enjoy the grandest of the bestest. . . Charles (Little Jimmy) Johnson of Globe a busy man this Xmas season is citizens George and Edie Cuenberg send out one of the most outstanding Xmas cards seen in many and many a year. . . Len Micon of World Wide hoping for more of those Rock-Ola phones for the year. "I'm all sold out," he wails, "and need more to fill orders." . . Gerry Halsey sending Xmas greetings from his offices at Buckley Mfg. Co.

Roy McGinnis of Keeney planning to start his Miami sojourn a bit later this year, but looks longing at the weather reports from sunny Florida. . . Les Kieck over at H. C. Evans believes that the firm's phones will be in top production in '54, and with demand what it is, sees a great year ahead for Evans. . . Many salesmen will be seen "beating the bushes" in '54, is the

"It's What's in THE CASH BOX That Counts!"
Season's Greetings from Al Siegel and the entire staff of SIEGEL DISTRIBUTING COMPANY, LTD. TORONTO • MONTREAL VANCOUVER

Wurlitzer PHONOGRAPHs

MILLER-NEWMARK DISTRIBUTING Co.
42 FAIRBANKS ST., N.W.
GRAND RAPIDS 2, MICH.
(Tel: Glendale 6-6807)
5743 GRAND RIVER AVE.
DETROIT 8, MICHIGAN
(Tel: Tyler 8-2230 or 8-2231)

Bill Miller, Tony Sanders, Jerry Van Gessel and Orville Boiler Extend Season's Greetings to Everyone in the Industry

FOR A GREATER '54 — FIRST SEE MILLER-NEWMARK DISTRIB. CO. BEFORE YOU BUY!!

Glad...
WANT

WANT—Your used or surplus records, all prices 50¢ or under. We buy all year round and pay top prices. No lot too large or too small. No more than 10% blues. We pay freight. DEACON SHOOP, 821 NO. MAIN STREET, PROVIDENCE, R. I. Tel.: Union 1-7500.

WANT—Late 1952 and 1953 Pin Games, Seeburg 100 A & B, AMI D’s, Worlitzer 1500’s, Scales, Arcade Equipment, 1c & 5c Vendors, AMI W. B., Seeburg 100 W. B., Worlitzer 48 sel. Boxes. Write stating condition, number, model, and price. D.J. THOMAS COIN SALES, ST. THOMAS, ONTARIO, CANADA. Tel.: 2648.

WANT—45 RPM Records, new or used. No quantity too large or too small. Higher prices paid. Write stating quantity and band, TONY GALANO, CALGANO DIST. CO., 4142 W. ARMITAGE, CHICAGO 39, ILL. Tel.: Dickens 2-7600.

WANT—We pay top price for used records from 3 to 6 months old. Pop, Race, Calypso, Spirituals, Ruth Wallis, Mickey Katz, 45 r.p.m., 78 r.p.m. We pay freight. C. I. MUSIC CO., 11 BAYBERRY RD., FRANKLIN SQ., L. I., N. Y. Tel.: Tilden 4-9040.

WANT—From all over the world! Literature on any machine that takes coins and sells anything—merchandise, service, amusement, shoe strings, nuts, drinks, use of licenses, Juke Boxes, Shooters, Bonuses, Fortune, Pocket Books, phonograph records, water at 1¢ per glass, cigarette machines or 2¢ each, breath, aspirin at 5¢ each, massage, oxygen, single hand-aided, newspapers, and more. REPUBLICAN, 22-22 CUNNINGHAM AVENUE, GLENS FALLS, NEW YORK.

WANT—Phonograph records made before 1940; any quantity or dealer stock; $1.25 to $200 per thousand; all please. Labels wanted are Brunswick; Victor; Vocalion; Paramount; Gennett; Bluebird; Champion. JACOB S. SCHWETZ, 126 W. 66th STREET, N. Y. C.

WANT—Worlitzer 1015’s, 1100’s, 1250’s, and 1400’s for export orders. YOUNG DISTRIBUTING, INC., 599 TENTH AVENUE, NEW YORK, N. Y.

WANT—For resale, good clean Bingos, United, and Chicago Coin 6 player bowling games. Rockola or Standard 22 feet Shuffleboards, Wall Electric Scoreboards. Highest best price, condition first letter. STANLEY AMUSEMENT CO., 1523 BROADWAY, TACOMA, WASHINGTON. Tel.: BROADWAY 3663.

WANT—All types of post-war flipper five ball games in any quantity. Give names, condition they are in, price wanted, and when ready to ship. INTERNATIONAL AMUSEMENT CO., 1423 SPRINGFLEX STREET, PHILADELPHIA, PA.

WANT—Show Boats, Cirecuses, and Seeburg 45. GOLDEN GATE NOVELTY CO., 701 GOLDEN GATE AVENUE, SAN FRANCISCO 2, CAL. Tel.: Market 1-3697.

WANT—Latest model cigarette machines. Can also use Cole, Super-Vend and other drink dispensers, also want hot coffee vendors. Please give quantity, model numbers, condition and price wanted in full letter. Write full details to: BOX NO. 1010 c/o THE CASH BOX, 32 W. RANDOLPH ST., CHICAGO 1, ILL.

WANT—Williams' DeLuxe Baseball, late; Grandmothers, Exhibit Gardens, Seeburg Bears, Mutoscope Voice-O-Graphs, ChilCoin Basketballs, and any other late arcade machines. Give price and condition in first letter. ECONOMY SUPPLY CO., 579 TENTH AVE., NEW YORK, N. Y. Tel.: Clicker 4-6268.

FOR SALE

FOR SALE—Used Tuff Kings for $500. Uncertified. These machines are just off locations and are guaranteed. PENNSYLVANIA VENDING COMPANY, 1823 CARSON ST., PITTSBURGH 3, PA. Tel.: HEmlock 1-9900.

FOR SALE—Special! Bally Yacht Clubs $250; Dodo Ranches $399.50; Beach Clubs $350; Beautys $295; Williams Paladius $145; Two Grand $115; Fairways $125; United Cabanas $255. NEW ORLEANS NOVELTY CO., 115 MAGAZINE STREET, NEW ORLEANS, LA. Tel.: Cam 8318.

FOR SALE—Reconditioned Wurlitzers: 1250’s $35; 1100’s $250; 1015’s $125; 1080’s $125; Seeburgs 146M $115; 147M $135; 425M $250; Packard Manhattan’s $75; Packard Screen $20; Wall Boxes 3-W-2 L 56c $10; W6L 56c—5, 10, and 25c Boxes $22.50. O’CONNOR DISTRIBUTORS, INC., 2320 W. MAIN ST., RICHMOND, VA.

FOR SALE—ABC $50; Dale Gun $60; Cohn’s $30; Classic France $30; All equipment good condition. AUTOMATIC MUSIC CO., 701 MAIN STREET, BRIDGEPORT, OHIO. Tel.: 750.

FOR SALE—ABC—Spot $50; Dale Gun $50; Star $30; This & That $15; Spot $30. Tel.: 820-1399.

 FOR SALE—Yacht Clubs (like new) $245; Spot Lites $75; Atlantic City $175; Follies $185; Palm Beach $215; 3-W-2 $95; Rock-Ola Clubs $385; Dude Ranch $445; Buddy Fawcett, MICKEY ANDERSON, 311 EAST 18TH STREET, ERIE, PENNSYLVANIA. Tel.: 2-2894.

FOR SALE—15 Show Boats, $300 each, all sold. No reserve. Tel.: 8-2401.

FOR SALE—5 Yacht Clubs (like new) $245; Spot Lites $75; Atlantic City $175; Follies $185; Palm Beach $215; 3-W-2 $95; Rock-Ola Clubs $385; Dude Ranch $445; Buddy Fawcett, MICKEY ANDERSON, 311 EAST 18TH STREET, ERIE, PENNSYLVANIA. Tel.: 2-2894.
### Classified Advertising Section

**FOR SALE—Spot Lites $90; Yacht Clubs $230; Beach Clubs $375; Palm Beach $300; Frolics $250.**

TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT ST., TOLEDO, OHIO. Tel.: ADDAMS 8624.

**FOR SALE—Year end clearance. Low, low prices. De Luxe Bowlers $125; 190A Seeburgs $465; 46 and 47 Seeburgs $79.50; Cigarette machines — Electro $125; 1-Need-A- Crown $125; Big Typer, very clean, $315; Evans Horse Race Wheel, write; Chicago Coin Super Jet, used, $345; Metal Typer, very clean, $315; Pop Corn Sce $149.50; Funny House, Mirrors, write; Jungle Joe $150; Genco Sky Gunner, like new, $285; Chicago Coin Band Box (New) $225. Shuffle Alleys—United 4 Player Formica Top $85; United 5 Player Formica Top $100; United 6 Player Formica Top $115; United 6 Player De Luxe $135; United 6 Player Super $195; United 10th Frame $225; United 10th Frame (Matched) $300; United Cascade $325. Bingos—Bally Spot Lite $135; Bally Bright Spot $150; Bally Frolics $275; Bally Atlantic City $250; Bally Palm Beach $275; Bally Beauty $360; Keener Life-A-Line $65; Williams Long Beach $139.50; United ABC $80; Universal 5 Stars $49.50. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. Tel.: Superior 1-4600.

**FOR SALE—5 AMI Model B, $310 each; 2 Genco Sky Gunners, $250 each for 25¢ semi-automatic cameras, $195. All equipment in A-1 condition. RELIABLE COIN MACHINE CO., 184-188 WINDSOR ST., HARRPTON, CONN.**

**FOR SALE—Make Offer—Sunshine Parks, Futures, Turf Kings, Acrosound-Board, Distributors, and 300 original factory symbols merchandise for Holly Grapes. J. ROSENFIELD COMPANY, 3220 OLIVE ST., ST. LOUIS, MISSOURI. Tel.: OLIVE 2800.

**FOR SALE—One Stop Record Service. Large stock of major, independent 45's, 78's. Popular, Rhythm, Blues. We ship anywhere at cost plus 5¢ per record. LOMBARDI RECORD SHOP, 2227 W. MADISON ST., CROWN RECORD SHOP, 3757 CHICAGO AVE., CHICAGO, ILL. Tel.: SACRAMENTO 2-5050.**

### Miscellaneous

**NOTICE—These 3 telephone numbers are important to you: The Cash Box, New York City, JUDSON 6-2640; The Cash Box, Chicago, ILL., DEARBORN 2-0845; The Cash Box, Los Angeles, California, WEBSTER 1-1121.**

**NOTICE—Outdoor Barbeque Cook-N-Wagon—See Miller's High Life ad. To Operators and Distributors delivered any place in United States for $89.50. WESTERN DISTRIBUTORS, 1226 SW 16TH AVENUE, PORTLAND, OREGON.**

**NOTICE—Louisiana & Mississippi Operators — your authorized AMI phonograph distributor is DIXIE COIN MACH. CO., 122 NO. BROAD ST., NEW ORLEANS, LA. Tel.: MAGNOLIA 3951.**

**NOTICE—10c Seeburg AMI Ops—Don't Pass Up Nickels! General's Conversion Kit fits late model phonographs and wall boxes. Takes 2 nickels, 10c and 25c. Samples $3.50. Lots of 10, $2.95 each. Complete parts available through GENERAL DISTRIBUTING CO., 3574 HARDING, CARLSBAD, CALIFORNIA.**

**NOTICE—Phonograph Motors Re-wound—Any make of split-phase Juke Box Motor rewound $4.00. No Extras, $4.00 is all you pay. Mailing list 4,000 Juke Box Operators $35. CAROLINA ELECTRIC CO., P. O. BOX 125, MATTHEWS, NORTH CAROLINA. Tel.: 2711.**

### Minimum Front Money Required by Juke Box Operators Each Week From Their Locations on All Types of Automatic Phonographs to Assure Complete Amortization Is Based on the Cash Box’ "Confidential Price Lists"

### Minimum Front Money Required by Juke Box Operators Each Week From Their Locations on All Types of Automatic Phonographs to Assure Complete Amortization

#### AIREON

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<thead>
<tr>
<th>Model</th>
<th>Price Per Week</th>
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<tbody>
<tr>
<td>Fiesta</td>
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<tr>
<td>'48 Coronet</td>
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<tr>
<td>'49 Coronet</td>
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#### AMI

<table>
<thead>
<tr>
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<tr>
<td>Model A</td>
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<tr>
<td>Model B</td>
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<td>Model C</td>
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<td>Model D-40</td>
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<tr>
<td>Model D-80</td>
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#### EVANS

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<tbody>
<tr>
<td>Jubilee</td>
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<tr>
<td>Century</td>
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#### Mills

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<tr>
<td>Throne Of Music</td>
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<tr>
<td>Empress</td>
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<tr>
<td>Constellation</td>
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#### Packard

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#### Rock-Ola

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<tr>
<td>1426</td>
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<tr>
<td>1428 (Magic-Glo)</td>
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<td>1432 (Rocket)</td>
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<td>1434</td>
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<tr>
<td>1436 (Fire-Ball)</td>
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<td>1438 (Comet)</td>
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**Wurlitzer**

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<td>1080</td>
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**For Each Wall and/or Bar Box, Add To Above**

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<th>Price Per Week</th>
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<tr>
<td>$2.00</td>
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<td>$1.00</td>
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**Notice:** All minimum front money requirements are based on The Prices That Appear in each month’s “End-Of-Month Inventory Issue” in the "Confidential Price Lists" of The Cash Box.
Light's a lure
THAT
pulls 'em in!

From the friendly flicker of candles on a younger's birthday cake, to the powerful electric glare of Broadway, the crowd gathers where the lights are burning. The warm glow of all three moving color tubes on the Model "E", the bright, beckoning beacon of its record chamber, are a compelling invitation to light-hearted folks to play the juke box.
HOW TO USE "THE CONFIDENTIAL PRICE LISTS"

[Also Known as the "G. M. I. (Coin Machine Industry) BLUE BOOK"

FOREWARD: Many times, wide differences appear in the quotation of high and low prices of certain equipment. Like any true reporter "The Confidential Price Lists" can only feature the market prices as they are quoted. "The Confidential Price Lists" acts exactly the same as the market quotation board at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. "The Confidential Price Lists," rather than show no price, retain the last known quotations for such equipment so that the subscriber last has the last known price as a basis to work with. Prices may be very widely divergent. Someone on the West Coast may feel a certain machine worth $100.00 whereas someone on the East Coast may think it worth $75.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. (Some equipment offered by outstanding firms having a reputation for shipping completely reconditioned machines, will be offered at higher prices than others due to the added costs of reconditioning. "The Confidential Price Lists" reports each quotation exactly as it is made and depends on the subscriber to make average price adjustments to fit the peculiarities of his territory.

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

EXPLANATION

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

BUCKLEY
6. Wall & Bar Box O.S. 3.00 3.00
7. Wall Bar Box N.S. 6.00 12.50

MILLS
5. Throne of Music 20.00 30.00
6. Empress 20.00 30.00
7. Constellation 29.50 39.50

PACKARD
4. Pla Mor Wall Box 3.95 4.50
5. Manhattan 39.50 75.00
6. Model 7 Phone 25.00 35.00

ROCK-OLA
4. Playmaster '46 199.50 49.50
5. Playmaster '46 50.00 79.50
6. 1243 Phonos (Hi-wayside) 49.50 69.50
7. 1246 Phonos ('47) 69.50 99.50
8. 1248 Magic Glo 165.00 199.50
9. 1342 Rocket ('51) 239.50 275.00
10. 1334 329.50 408.00
11. 1501 Wall Box 3.90 4.50
12. 1502 Bar Box 6.90 7.50
13. 1503 Wall Box 12.50 15.00
14. 1504 Bar Box 8.50 17.50
15. 1510 Bar Box 15.00 20.00
16. 1525 Wall Box 5.00 15.00
17. 1526 Bar Box 15.00 19.50
18. 1530 Wall Box 15.00 25.00
19. 1805 Organ Speaker 24.50 29.00

SEEBURG
6. Hi-Tone 9800 29.50 49.50
7. Hi-Tone 9800 RC 29.50 49.50
8. Hi-Tone 8800 29.50 49.50
9. Hi-Tone 8800 RC 29.50 49.50
10. Hi-Tone 8200 29.50 49.50
11. Hi-Tone 8200 RC 29.50 49.50
12. Hi-Tone 8000 69.00 89.50
13. *M-4500 79.00 115.00
14. 147S 75.00 135.00
15. *M-4745 95.00 135.00
16. 140S 135.00 175.00
17. 140R 145.00 165.00
18. *M-48ML 159.00 185.00
19. *M-100A 425.00 525.00
20. M-100B 565.00 695.00
21. *M-100B-GS 690.00 750.00
22. *M-100B-4S 795.00 825.00
23. W-1L-56 Wall Box 5c 4.95 9.95
24. W-2L-56 Wall Box 5¢, 10¢ 6.90 9.95
25. W-3L-56 Wall Box 5¢, 10¢ 19.50 35.00
26. W-3L-56/10/25 Wireless 22.50 39.50
27. W-4L-56 22.50 34.50
28. T-6L-23 12.50 17.50

TOTAL NO. TOTAL VALUE

PHONOGRAHs (Cont.)

WURLITZER
6. 750E 29.50 49.50
7. 780M Colonial 29.50 49.50
8. 800 29.50 49.50
9. 830 29.50 49.50
10. 990 29.50 49.50
11. 1015 99.00 150.00
12. 1017 Hi-Wayside 75.00 110.00
13. *1100 155.00 275.00
14. 1101 99.50 125.00
15. 1200 59.00 95.00
16. 1300 439.00 545.00
17. 2140 Wall-Mate 5.00 25.00
18. 3020 Wall Box 10.00 19.50
19. 3025 5.95 6.00
20. 3031 Wall Box 4.00 9.95
21. 3045 Wall Box 5.00 8.00
22. 3046 29.50 33.50
23. 4047 42.50 55.50
24. 219 Stepper 7.50 9.50

TOTAL NO. TOTAL VALUE
<table>
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<th>PINBALL GAMES (Cont.)</th>
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<th>NUMBER OF EACH MACHINE OWNED</th>
<th>NUMBER OF EACH MACHINE OWNED</th>
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<tr>
<td><strong>INVENTORY OF MACHINES HERE</strong></td>
<td><strong>FOR INVENTORY PURPOSES ASCERTAIN VALUE</strong></td>
<td><strong>FOR INVENTORY PURPOSES ASCERTAIN VALUE</strong></td>
<td><strong>FOR INVENTORY PURPOSES ASCERTAIN VALUE</strong></td>
</tr>
<tr>
<td>(E) Dbl. Feature</td>
<td>(Got 7/47)</td>
<td>20.00</td>
<td>49.50</td>
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<tr>
<td>(E) Dbl. Shuffle (Got 6/49)</td>
<td>20.00</td>
<td>49.50</td>
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<tr>
<td>(E) Disk Jockey</td>
<td>(Got 10/48)</td>
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4. **Bally Shuffle Bowler** (9/49) | 5.00 | 20.00 |
5. **Bally Shuffle Bowler** (9/49) | 5.00 | 20.00 |
6. **Bally Shuffle Bowler** (9/49) | 5.00 | 20.00 |
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**TOTAL NO.**: 567

**TOTAL VALUE**: $125.00

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<td>6. Wurlitzer Skeeball</td>
<td>65.00</td>
</tr>
</tbody>
</table>

**TOTAL NO.**: 245

**TOTAL VALUE**: $125.00

## CIGARETTE MACHINES

<table>
<thead>
<tr>
<th>Machine</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. Automatic &quot;Smokeshop&quot;</td>
<td>195.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. A)</td>
<td>95.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. A)</td>
<td>15.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. AC7)</td>
<td>85.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. AC9)</td>
<td>85.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. ER9)</td>
<td>85.00</td>
</tr>
<tr>
<td>5. Du Grenier (Mod. ER9)</td>
<td>85.00</td>
</tr>
<tr>
<td>5. Du Grenier &quot;W&quot; (9 col.)</td>
<td>20.00</td>
</tr>
<tr>
<td>5. Du Grenier &quot;S&quot; (7 col.)</td>
<td>20.00</td>
</tr>
<tr>
<td>5. Du Grenier &quot;S&quot; (7 col.)</td>
<td>20.00</td>
</tr>
<tr>
<td>5. Du Grenier Champion</td>
<td>85.00</td>
</tr>
<tr>
<td>5. Du Grenier Champion</td>
<td>95.00</td>
</tr>
</tbody>
</table>

**TOTAL NO.**: 85

**TOTAL VALUE**: $125.00
### Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory. Where prices are not listed, manufacturers have not yet released list prices.

**A.B.T. MFG. CORP.**

| Challenger (Counter Model) | 8,750.00 |
| Rifle Sport, 3 and more Guns | 1,198.25 |

**AMI, INCORPORATED**

| AME-30 Phonograph | 1,065.00 |
| AME-30 Phonograph | 750.00 |
| AMF-110 Phonograph | 709.40 |
| W-9-10-35c-Wall Box | 1,050.00 |
| W-9-10-35c-Wall Box | 30.00 |
| HS-40 Hideaway | 999.90 |
| HS-120 Hideaway | 999.90 |

**ANALYSIS**

| Auto-Photo | 2,545.00 |

**BALLY MFG. CO.**

| The Champion (Mech. Horse) | 1,065.00 |
| Palms Springs | 699.50 |

**CHICAGO CORN**

| King Bower | 650.00 |
| King Bower Bower | 650.00 |
| Round the World Trainer | 1,185.00 |

**H. C. EVANS & CO.**

| Century (Model 2045) | 1,050.00 |
| Jubilee (Model 245) | 925.00 |
| Jubilee (Model 278) | 795.00 |

**EXHIBIT SUPPLY**

| Big Bronco | 997.50 |
| El Toro The Bull | 997.50 |
| Febry, The Bull | 725.00 |
| Roy Bargen's Trigger | 1,045.00 |
| Rudolph The Red Nosed Reindeer | 725.00 |
| Rudolph The Red Nosed Reindeer | 725.00 |
| Pete The Rabbit | 725.00 |
| Pete The Rabbit With Music | 725.00 |
| Rawhide | 725.00 |
| Space Patrol | 1,045.00 |
| Space Patrol | 1,045.00 |
| Space Explorer | 79.50 |
| Space Explorer | 79.50 |

**GENCO MFG. & SALES CO.**

| Shuffle Pool | 765.00 |

**D. GOTTLIEB & CO.**

| Arabian Knights | 364.50 |

**INTERNATIONAL MUTO CORP.**

| Phantom 53 | 12,150.00 |

**J. H. KEENEY & CO., INC.**

| Electric Cigarette Vendor | 205.40 |
| Coln Changer Model | 304.50 |

**MARVEL MFG. CO.**

| (New Model) Shuffle-Scorer | 319.50 |
| Overhead Scoreboards | 65.00 |

**ROCK-OLA MFG. CORP.**

| Model 1428 "Cornet Ball" | 250.00 |
| Phone, 120 Selections | 50.00 |
| RPM Only | 100.00 |
| Model 1440 "Cornet Fireball" | 250.00 |
| Playmaster 120 Selections | 50.00 |
| RPM Only | 100.00 |
| Model 1565 "Cornet Fireball" | 1,000.00 |
| Chrome Wall Box, 120 Selections | 50.00 |
| Model 1600 "Tone-O-Lizer" | 450.00 |
| Speaker | 65.00 |
| Model 1611 "Tenote" | 50.00 |
| "8" Wall Speaker | 50.00 |
| Speaker with Val, Control | 65.00 |
| Transformer & Blower | 50.00 |
| Model 1906, Remote Volume Control | 50.00 |

**MARVEL MFG. CO.**

| Model 1428 "Cornet Ball" | 250.00 |
| Phone, 120 Selections | 50.00 |
| RPM Only | 100.00 |
| Model 1440 "Cornet Fireball" | 250.00 |
| Playmaster 120 Selections | 50.00 |
| RPM Only | 100.00 |
| Model 1565 "Cornet Fireball" | 1,000.00 |
| Chrome Wall Box, 120 Selections | 50.00 |
| Model 1600 "Tone-O-Lizer" | 450.00 |
| "8" Wall Speaker | 65.00 |
| Speaker with Val, Control | 50.00 |
| Transformer & Blower | 50.00 |
| Model 1906, Remote Volume Control | 50.00 |

**UNITED MFG. CO.**

| Imperial Shuffle Alley | 675.00 |
| Royal Shuffle Alley | 650.00 |
| Rio | 725.00 |
| Leader Shuffle Alley | 40.00 |

**WICO CORP.**

| Major Leaguer (Automatic Baseball Pitches) | 1,250.00 |
| Major Leaguer (Automatic Baseball Pitcher) | 1,250.00 |

**WILLIAMS MFG. CO.**

| Struggle Buggies | 364.50 |

**THE RUDOLPH WURTZITZ CORP.**

| Model 1500 | 650.00 |
| Model 1600 | 650.00 |
| Model 1650 | 650.00 |
| Model 4651 5c-10c-35c Wall Box | 48.00 |
| Model 5200 5c-10c-35c Wall Box | 104 Selections |
| Model 5100 8 Speaker | 50.00 |
| Model 5110 12" Deluxe Speaker | 50.00 |
UNITED'S

with NEW SPELL-NAME Feature

Spell **R-I-O** for 4-IN-LINE SCORE
(CAN ALSO SPOT NUMBERS 2-5-8)

Spell **R-I** for 3-IN-LINE SCORE
(CAN ALSO SPOT NUMBERS 2-5-8)

ALL BALLS IN R-I-O POCKETS
RETURN FOR EXTRA PLAY

**plus**

TWO SPECIAL CARDS
(FOR EXTRA IN-LINE SCORES)

SELECT-EM FEATURES

- SPOT A NUMBER
- EXTRA BALL
- 3 in Line Scores 4 in Line
- BOTH SUPER CARDS
- BOTH SPECIAL CARDS

FOUR CORNERS SCORE
EXTRA TIME FEATURE
UP TO 3 EXTRA BALLS PER GAME
NEW, EXTRA LARGE CASH BOX

E-Z SERVICE FEATURES:
- BACK GLASS SLIDES OUT EITHER SIDE
- BACK GLASS MECHANISM TILTS FORWARD FOR EASY ACCESS
- HINGED FRONT DOOR
- HINGED BACK DOOR

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PLUS CORNER SCORES
PLUS SELECT-A-SPOT
ADVANCING SCORES
EXTRA BALLS

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