Out of South Africa comes the music business’ latest sensation, “Skokiaan.” Also out of Africa comes the band which started the whole affair, the Bulawayo Sweet Rhythm Band, pictured above. Recording for the London label, the group has taken this song, given it a weird working over, and has come up with a hit which is now spreading like wildfire throughout this country. Well, in recent years we’ve had hits from Japan, Turkey, Italy, Germany, England, etc. Why not Africa? But what’s next?
one of the **Finest** performances
of the last two years **June Valli's**
latest and greatest RCA Victor record...

**TELL ME, TELL ME**

**BOY WANTED**

20/47-5837

---

*A “NEW ORTHOPHONIC” HIGH FIDELITY RECORDING*
August 28, 1954

WANTED

NEW MUSIC

. . . to thrill, stimulate and inspire toe-tapping, whistling and singing . . . to help create happy, smiling, friendly people . . . to bring about the greatest sales in history for all in the music biz.

The music business is a changing business. What's right one day is wrong the next. What doesn't strike the public's fancy at one time, becomes a hit at another time. We go from one trend to another, from show music to country music to blues, from bands to vocalists to groups. There's always change, always newness.

Sometimes, like all other businesses, the music business bogs down. And if those periods are analyzed, you will usually find that they come to an end of a trend, under conditions where one particular type of music has lasted beyond the point of its greatest acceptance—usually because nothing new has come along to take its place.

At the present moment, we are approaching a Fall season which promises to be the greatest in the entire history of the music business. The entire nation is emerging from what turned out to be a slight decline in our economy. Now spending is again on the upturn and the signs have already been felt in the record business.

To clinch this optimistic outlook, to make certain that it fulfills its greatest potentiality, we need something brand new to attract the public. And what's so wonderful about this business, is that we can almost be certain that we'll have something brand new. It may be a new type of song, an artist who creates a striking new style, music coming from one region which catches on nationally, a foreign import or almost anything else.

Of course record fans are still going to buy the established artists and the forms of music that we know now. These are the familiar things, the basic part of the record industry's output. But it's the new that's going to attract the additional buyers. The form of music which draws an audience just because it has never been heard before, the artist who surprises by the fact that he has been unknown—these are the sparks of the record business. These are what send it to new heights.

Every record firm is always searching for this spark. The new trend is always being watched for, the new form always in the process of development, the new artist always being encouraged.

That is our record business. That's what makes us grow. And it's this newness, this constant change which is going to give us this Fall the highest sales that the record business has ever experienced.
THE NATION'S TOP TEN PLUS THE NEXT 25 JUKE BOX TUNES

1. SH-BOOM - CREW-CUTS - CHORDS
   BE-101 (45-1012) - Barry Frank & Four Belts
   THE CASH BOX NO. 1

2. THE LITTLE SHOEMAKER
   GAYLORDS - HUGO WINTERHALTER
   CA-2862 (F-2862) - Texier Singers
   MCM 11371 (F-11371) - Private Chart

3. HERNANDO'S HIDEAWAY
   ARCHIE MEYER
   BE-1047 (45-1047) - "Senor"
   DE-29123 (4-29123) - "Shooting Lantern"
   THE CASH BOX NO. 2

4. GOODNIGHT SWEETHEART, GOODNIGHT
   MCGUIRE SISTERS - SUNNY GALE
   BE-1057 (45-1057) - Tommy Dorsey & His Orchestra
   CO-40101 (4-40101) - "Boots and Saddle"
   THE CASH BOX NO. 3

5. KITTY KELLEN
   IN THE CHAPEL IN THE MOONLIGHT
   CA-2846 (F-2846) - Velma Riddle
   THE CASH BOX NO. 4

6. LITTLE THINGS MEAN A LOT
   KITTY KELLEN
   BE-1046 (45-1046) - Helen Forrest
   THE CASH BOX NO. 5

7. I UNDERSTAND JUST HOW YOU FEEL
   FOUR TUNES - JUNE VALI
   CH-4383 (45-4383) - Jack Ford
   THE CASH BOX NO. 6

8. HEY THERE
   ROSEMARY CLOONEY
   DE-4026 (4-4026) - "Rosemary Clooney"
   THE CASH BOX NO. 7

9. THE HIGH AND THE MIGHTY
   HOLMES-BAXTER-DESMOND-YOUNG
   BE-1053 (45-1053) - "I've Found a New Baby"
   THE CASH BOX NO. 8

10. THE HAPPY WANDERERS
    MAKE FRIENDS WITH RECORDS
    "It's What's IN THE CASH BOX That Counts"

THE HIT SOUND TRACK ALBUM

SEVEN BRIDES FOR SEVEN BROTHERS

LE ROY HOLMES and His Orchestra

EVERY DAY

MGM 11735

SHE-E WWOOLEY

WHITE LIGHTNING" ABOUT YOU

MGM 11774

THE VOICES THREE

DEIVIL LIPS

DOES YOUR HEART BEAT FOR ME

MGM 11799

CARLOS THOMPSON

AND SO I WALKED HOME

MGM 11711

THE MAN THAT GOT AWAY

IF I GIVE YOU MY HEART

MGM 11796

JOEY

LOVE ME LOBE

MGM 11796

THE WRIGHT BROS.

IF I GIVE YOU MY HEART

MGM 11796

CARLOS THOMPSON

NO ONE BUT YOU

MGM 11771

PEDDLER MAN

AND SO I WALKED HOME

MGM 11776

THE VAGABOND MARCH

STOPI (Continued With Caution)

THE WRIGHT BROS.

LIGHTEN' ABOUT YOU

MGM 11776

JONI JAMES IN A GARDEN OF ROSES

BETTY MADIGAN

EVERY DAY

JOEY

MGM 11716

AND SO I WALKED HOME

MGM 11716

THE VOICES THREE

DEIVIL LIPS

DOES YOUR HEART BEAT FOR ME

MGM 11799

FRAN WARREN

THE MAN THAT GOT AWAY

IF I GIVE YOU MY HEART

MGM 11796

JOE LIPMAN and His Orchestra

LOOKING BACK TO SEE

MGM 11796

STOP! (Continued With Caution)

JOE LIPMAN and His Orchestra

WHITE LIGHTEN' ABOUT YOU

MGM 11776

LENO SPOTLIGHTS MUSIC FROM 3 GREAT MOTION PICTURES

MAKE FRIENDS WITH RECORDS

"It's What's IN THE CASH BOX That Counts"
**THE TEN RECORDS**

**DISK JOCKEYS PLAYED MOST THIS WEEK**

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<td>9. I'M A FOOL TO CARE</td>
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<td>10. THEY WERE DOIN' THE MAMBO</td>
<td>Vaughn Monroe (RCA Victor)</td>
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11. **GOODNIGHT SWEETHEART, GOODNIGHT**
12. **CINNAMON SINNER 13 I CRIED 14 SKOKIAAN 15 IF I GIVE MY HEART TO YOU**

---

Marty Hogan, general manager of WCFL-Chicago, this week announces the appointment of Don McCarty to the newly created post of assistant program director. His new appointment will run concurrently with his duties as staff announcer, which he has been for the past five years. Louis Ronder continues as program director for the 50,000 watt station operated by the Chicago Federation of Labor...

---

**STAN PAT**

(WTTM-Trenton, N. J.)

**“Heartbeat” and WHERE IS THE ONE FOR ME? IS THE**

**Coral-61235 (9-61235)**

---

Chris Clark (WBSM-New Bedford, Mass.) had Kitty Kallen on his “1230 Club” recently and the “Little Things” gal was a big hit wowing the audience with her talent and charm... Art Preston (WSPR-Springfield, Mass.) visited the Les Elected show at the Astor Roof when he was in New York recently. Says Art, “Les was wonderful and we had a long chat. He is one of the nicest fellows I met in New York...” Mitch Reed, formerly of WTHI-Baltimore, Md., now with WOR-New York where he is doing an all night show from 1 to 5:30 a.m. Mitch will do a jazz-pop type of show, titled, Mr. Midnight. Reed is caustic in the middle of the 45-78 hassle and asks all his friends to send him their tunes on 78’s in care of Music Clearance Department, WOR, 1140 Broadway. Just before Art Pallan (WWW-Pittsburgh, Pa.) went on vacation with his family he celebrated his youngsters’ twin birthdays on August 8 on which date Ann was six and Artha five.
LES ELGART ORCH.
(Columbia 40294; 4-40294)

"ZING: WENT THE STRINGS OF MY HEART" (2:32) [Harms ASCAP—Harrigan]. The unusual, sensitive Elgart band makes its strongest shoving to date with a great arrangement of a jump oldie. Slick stuff that the kids’ll love. Best band disk we’ve heard in a while.

"THE LITTLE WHITE DUCK" (2:37) [General ASCAP—Harrows, Zaritsky] A slow jump item gets a clever rhythm treatment from Les and the boys. Good stuff for the planers.

NORMAN PETTY TRIO
("X")-0040, 4X-0040)

"MOOD INDIGO" (2:45) [Mills ASCAP—Ellington, Bigard, Mills] A simple but fascinating vocal and instrumental arrangement of a great oldie is presented by the Norman Petty Trio. Could catch on. Quality style.

"PETTY’S LITTLE POLKA" (1:52) [Frederick BMI—Petty] On this end, with the song again playing an important part, the Petty crew rides through a lovely polka ditzy with a country flavor.

MARILYN MAXWELL
( Forecast 115; F-45115)

"EVERYBODY NEEDS A SWEETHEART" (4:26) [Tennessee BMI—Ross, Ross, Davenport] Pete Candoli and his orch assist movie star Marilyn Maxwell as she eases through a catchy romantic litter. Cute styling.

"STOLEN JUST FOR EACH OTHER" (2:29) [Orlando BMI—Blalock] The songstress is assisted by Rex Harvis’s orch on this end as she slowly, and in a heartbroken manner, sings a tearful lament.

WYMA WINTERS
(RCA Victor 20-5802; 47-5802)

"TOY BALLOON" (2:30) [Par BMI—Wilson, Jeffreys, Wynonna Winters] Makes an impressive showing on her latest, as she tenderly fashions a pretty ballad with a clever lyric. The Winterhalter orch supports.

"SHISH KEBAB" (2:18) [Romecom ASCAP—Kay, Shurton, Sevitas] The chorus joins Wyma on this lively, cute Persian novelty with a bounce. Happy deck.

AL MARTINO
(Capitol 2899; F-2899)

"DON’T GO TO STRANGERS" (3:20) [Jefferson ASCAP—Kent, Mann, Evans] Al Martino hands in a beautifully reading on one of the prettiest new ballads we’ve heard in a while. Lyrics and melody are excellently wed.

"WHEN" (2:30) [Johnstone-Monte BMI—Wolf, Colignon] Dennis Farnon assists the crooner on this end. Another warm love song put over with feeling.

ROY HAMILTON
(Epic 9068; 5-9068)

"EBE TIDE" (2:35) [Robbins ASCAP—Sigman, Maxwell] New comer HAMILTON delivers a rather quiet and sad little disk which is a great initial showing with his "You’ll Never Walk Alone," hands in another top grade reading of a last-year’s hit. oughta go great guns in the blues field too. Dramatic delivery.

JERRY COLONNA
(Deco 29208; 9-29208)

"IT MIGHT AS WELL BE SPRING" (2:06) [Williamson ASCAP—Rodgers, Hammerstein] Comedian Jerry Colonna comes through with a big hit all around pop oldie. Voice and presentation a hit.

"MUSKRAT RAMBLE" [Lee Feist ASCAP—Carleton] Jerry takes off on a real great cornball treatment of a popular oldie. Multiple voices add to the colorful presentation.

THE MATYS BROTHERS
(20th Century 75024; 45-75024)

"WHERE IS THE ONE FOR ME!" [DeKarlo, Charles] The Matys Brothers team up on a cute cornball version of a real happy oldie. Real commercial instrumental and vocal offering that oughta go great in the jukes.

KAREN CHANDLER
(Coral 6123; 9-61235)

"HEARTBEAT" (2:56) [Ample BMI—Stevens] Karen Chandler gets a top grade backing from buddy Jack Pleas as she chips a tender romantic tune with an arrangement similar to "Hold Me, Thrill Me.

"OH I’M WAITING" [Kaufman, Stevens, Craig] The thrush lifts through a pretty ditty in colorful fashion as a chorus assists in the background. Catchy pleaser that could hit.

VICTOR DAMONE
(Mercury 70436; 70436 x 45)

"ONE AND ONLY ONCE" [Hibbs BMI—Laverty, Barlow] On this end, the crooner lifts through a good love tune that has all the earmarks of a hit. Smooth job with another good chorale assist.
A WONDERFUL NEW BALLAD
'MORE THAN EVER'

First Time For Georgia With Italian Chorus
Coupled With The Best Version Of
"The Man That Got Away"

MERCURY 70430 • 70430X45

Thank DJs, Ops and Dealers For The Greatest Summer In Mercury's Eight Year History!

THE CREW-CUTS

"SH-BOOM"
AND "I SPOKE TOO SOON"
MERCURY 70404 • 70404X45

THE GAYLORDS

The Little Shoemaker
AND "MERCUE, MERCUE"
MERCURY 70403 • 70403X45

PATTI PAGE

"What A Dream"
AND "I CRIED"
MERCURY 70416 • 70416X45

RALPH MARTERIE

"SKOKIAAN"
AND "CRAZY 'BOUT LOLLIPOP"
MERCURY 70422 • 70422X45

RONNIE GAYLORD

"I'm No Gonna Say"
AND "DON'T YOU FORGET"
MERCURY 70425 • 70425X45

Vic Damone

'My Own Quiet Way'
AND "ONCE AND ONLY ONCE"
MERCURY 70436 • 70436X45

THE CREW-CUTS

Crazy 'Bout 'Cha Baby
AND "ANGELA MIA"
MERCURY 70426 • 70426X45

RICHARD HAYMAN

"High And Mighty"
AND "TAMBOURINE"
MERCURY 70426 • 70426X45

Laurie Sisters

"Don't Drop it"
AND "OO WA"
MERCURY 70425 • 70425X45

David Carroll

"Grandpa's Rocker"
AND "MINE"
MERCURY 70425 • 70425X45

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

www.americanradiohistory.com
GORDON JENKINS ORCH. & CHORUS

("In an Inn in Indiana" (2:16) [Pickwick ASCAP - Lynn, Lippman] The choruses team up with the Gordon Jenkins orch on a cute tongue-twisting novelty. Easy going listen on the light side.

"Slowly But Surely" (2:52) [Masey ASCAP - Rose, Lewis, Stogdell] The chorus forms a soft slow romantic item with an appealing piano solo in the foreground.

PEREZ "PREZ" PRADO & ORCH.

("Pe'Zo" RCA Victor 20-5839; 47-5839)

"SKOOLIANA" (2:50) [Shapiro-Bernstein ASCAP - Mazzurca] Perez Prado and his boys belt out a socal mambo arrangement of the South's most popular oldie that's sweeping the country. Great dance stuff.


RUSSELL CARLISLE ORCH.

("Lilac Spanish Town" [Leo Feist ASCAP - Wayne Burdick] Russ Carlson and his orchestra is a catchiest instrumental by Russ Carlisle of a favorite oldie. Sax is great. Could hit.

"Nice Knowing You" (2:58) [Russ BMI - Marcy] More excellent music is offered on this end as Russ again leads the band and vocals on this pretty romantic ballad.

BELMONTE & AFRO-AMERICAN ORCH.

("In The Chapel In The Moonlight" (2:30) [Shapiro, Bernstein ASCAP - IRH] Belmonte leads this Afro-American crew through a pop mambo styling of an oldie that's heating up the number one spot.

"Don't Worry 'Bout Me" (2:30) [Mills ASCAP - Kochler, Illson] Another oldie that was recently revived is given a soft mambo instrumentation by the aggregation.

CATHY BRYAN

("That Letter I Opened By Mistake" (2:49) [Blasco ASCAP - McKenna, McKenna] Cathy Bryan does a great job with a sentimental slow waltz tempo love tune as Nelly Plum's orch supports. Multiple voices on pretty tune.

"I've Been Telling Lies" (2:42) [Blasco ASCAP - Lyle] A chorus joins Cathy on this end as she fashions a warm, tender ballad. Plenty of feeling in the thrush's voice. Good coupling.

TITO PUENTE ORCHESTRA

("Autumn In Rome" [Cahn, Weston] Tito Puente stars on the vibes once again as he and the band cruise through an easy going mambo version of a theme from the flicher of the same name.

"Mambro With Me" [Edgar, Sampson, Sampson] A mambo loaded with vim is worked out by the band on this side. Melodious title that has a beat tailo-made for dancing.

SAMMY KAYE ORCHESTRA

("Sentimental" (2:25) [Criteron ASCAP - Zeller, Hoffman] The Kaye Choir and Jeffrey Clay get up a top grade Sammy Kaye backing on a light, lifting, cute number about memories that bring on a sentimental feeling.

"If We Should Never Meet Again" (3:08) [World ASCAP as Newman, Marks, Jones] On this end, Kaye and the orch glide through this instrumental introduction that leads into a pretty ballet by a male voice and a chorus.

LITA ROZA

("Smile" (2:30) [Bourne ASCAP - Chaplin, Turner, Parsons] One of the many beautiful renditions of this Charlie Chaplin theme by Lita Roza, this female vocal rendering by Lita Roza, the voice that was known as the face of this beautiful melody.

"Love Is A Beautiful Stranger" (2:51) [Jose Ferrer BMI-Ferrer, Fringles] The thrust tenderly dishes a fantasy instrumental from the flicher "Beautiful Stranger". Smooth voice that comes over wonderfully on wax.

DAVID WHITFIELD

("Smile" (2:03) [Bourne ASCAP - Chaplin, Turner, Parsons] The strong tenderly voice of David Whitfield carries a great deal of weight as he dramatically offers a beautiful ballad that ought be one of country's top tunes soon.

"Dance Gypsy Dance" (2:25) [Mills ASCAP - Evans, Damarell, May] The artist gets another strong song off this album with his feature "Desert Song" type thriller. Exciting melody.

JACK HILLIARD

("Song Of A Lost Love" (2:00) [Young, Newman] The smooth voice of Jack Hilliard is wonderfully showcase by the Fred Glickman production. Very beautifully treated a pretty love tune.

"Farther Than My Eyes Can See" (2:50) [Gelman, Poler] On this end, the balladeer gives out with a meaningfully delivery of a pretty song. Material is a hit on the heavy side.

THE CASE BOX

SLEEPER OF THE WEEK

"The Nightingale" (2:21) [Campbell BMI-Komack]

"Cold Summer Blues" (2:37) [Pickwick ASCAP-Komack]

KING KOMACK

JIMMIE KOMACK

An artist with enough potential to reach the "top rank" bracket is the once-in-a-lifetime discovery. Coral Records comes up with just another discovery in this songwriter-singer Jimmie Komack.

LOUIS BUTLER

("My Heart Cries" (2:51) [Embee ASCAP - Jackson, Miller] A pretty instrumental setting showcases the vocal lead of Louis Butler as she slowly fashions a sentimental waltz.

"Let Me Hold You In My Arms" (2:35) [Embee ASCAP - Miller] The thrust does some interesting multiple voicing on this easy listener. High pitched voice comes over well.

FLOUCA'S INK SPOTS

("Yesterday's" (2:48) [Harms ASCAP - Kern, Hardach] The lead vocal of the Ink Spots does a fascinating job with a great standard as the other boys support. Featured voice is amazing. Tremendous range.

"Planting Rice" (2:02) [Arno BMI-Fuqua] The boys glide with ease through a cute linear on this end. Please harmony and stylish delivery.

THE MELACHIINO ORCH.

("Song Of The Fours" [Coral 20 5828; 47-5828]

"Smile" (2:50) [Bourne ASCAP - Chaplin] George Melachri uses his stringed-orchestra through a beautiful instrumental interpretation of a theme that should hit the #1 spot in short order. "The Theme From The Six Proud Walkers" (2:15) [Southern ASCAP - Martin] Another beautiful melody in this flowing theme which the Melachriano men offer so sumptuously. Soft, relaxing delivery.

THE CASE BOX

BEST BETS

" err Tides" [Epic 9068; 50608]

"Musk Rat Ramble" [Motown Bros. 20th Century 75024; 45-75024]

"Where Is the One For Me" [Koren Chandler Coral 61215; 45-61215]

"In My Own Quiet Way" [Moby Bros. 20th Century 70352; 45-70352]

"Mood Indigo" [Norman Perkins Trio - X0040; 4X-0040]

"Don't Go To Strangers" [Al Martino Capitol 2899; F-2899]
the greatest record they’ve ever made!

ONE MORE TIME

HOPELESSLY

A “New Orthophonic” High Fidelity Recording
Top 10 Best Selling Pop Albums

1. **THE STUDENT PRINCE**
   - Mario Lanza (RCA Victor LM 1837)
   - Original Cast (Columbia LP 4840)

2. **THE PAJAMA GAME**
   - Jackie Gleason (Capitol H 352)

3. **THE MUSICAL OF THE YEAR**
   - Glenn Miller (RCA Victor LPT 3057)

4. **MUSIC FOR LOVERS ONLY**
   - Sound Track (Decca DL 5519)

5. **LADY IN THE BOX**
   - Kermit Schafer (Jubilee LP 3)

6. **SWING EASY**
   - Frank Sinatra (Capitol H 528)

7. **ROSE MARIE**
   - Original Cast ( MGM E 229)

8. **MUSIC, MARTINIS AND MEMORIES**
   - Jackie Gleason (Capitol W 509)

9. **10th ANNIVERSARY**
   - Nat "King" Cole (Capitol W 514)

Stamped for BIG record sales

**CURRENT BEST SELLERS**

- **NORMAN PETTY TRIO**
  - Mood Indigo
  - Petty's Little Polka

- **RICHARD MALTY & His Orch.**
  - St. Louis Blues Mambo

- **ROBERTA LEE**
  - True Love And Tender Care

**Terry Fell**
- Don't Drop It
- Track Driving Man
  - BMI X-0491... "10..." X-0491

**Vincent Carson**
- Oh! My Father
  - BMI X-0489... "10..." X-0489

**ANDY WILLIAMS**
- You Can't Lose Your Happiness
  - BMI X-0489... "10..." X-0489

“IT’S WHAT'S IN THE CASH BOX THAT COUNTS”

**The Groove Record Shop**
- Norfolk, Va.
  - Honey Dew (Delphers)
  - Little Shoo-sha (Gaylords)
  - High And The Mighty (Haley)
  - Come On In (Brown)
  - They Were Doin' The Mambo (Vaughn Monroe)
  - Shakin' (Gaylords)
  - Kings In The Moonlight (Gaylords)

**Giaery Music Shop**
- New York, N. Y.
  - Little Shoo-sha (Gaylords)
  - 3. Crying Over You (Vaughn Monroe)
  - 4. They Were Doin' The Mambo (Vaughn Monroe)
  - 5. I'm A Fool To Care (Vaughn Monroe)

**Variety Record Shop**
- Pittsburgh, Pa.
  - Pretty Polly
  - 1. I'll Be Seeing You

**Marty's Music Store**
- Lockport, Ill.
  - The Little Shoo-sha
  - 2. Musik Ramble (Moore Bros)

**Cox Record Shop**
- Atlanta, Ga.
  - Little Things Mean A Lot

**Comer’s Record Nook**
- San Antonio, Tex.
  - Shoo-sha (Gaylords)
  - 2. Three Coins In The Fountain

**The Cash Box, Music**
- August 28, 1954

**Records Mark the Hits!**

CHICAGO—Tommy Leonetti becomes aware of the fact that the music business is a business that you can lose your shirt in. Leonetti, Capitol Records’ newcomer (center) is shown being mobbed by more than two hundred teenagers after a recent appearance on station WGN, this city. The female fans on the left are collecting shirts. Six weeks prior to this event, the crooner was a fill-in at the Chicago Theatre. But he soon became the show’s headline with the above attack resulting.

You Can Lose Your Shirt!
NEW YORK:

Cards from Eddie Fisher, Marvin Cane and Julie Chester indicate that the boys are having a great time in Europe.... Kitty Kallen on a one-nighter tour of New England with the Larry Fortin band broke the previous existing record at The Bowery in Providence, R.I. She is now working the Ohio-Pennsylvania territory.... The Four Aces sending out a dream book to all disk jockeys to promote "Dream". Irving Deutch of Southern and Peir, flush with the success of "Sway" and "I'm A Fool To Care" on the Coast to kick off the new release of "Una" by Tony Martin.... Joe Marsala into the publishing business with a hot Bob Manning record out next week.... The Four Joes, who recently won the Arthur Godfrey Talent Scouts, are now recording for MGM. They're scheduled to cut two Ruth Poll tunes.... Gordon Gray, Joni James' disk promotion man, back in town.... The Larks on the Lloyd's label doing great business at the Apollo.... Dick Gerah handling record promotion for Jerry Martin on Savoy.... Billy Eckstine flew in from England last week after a successful engagement at the Olympia Theater there. He's been signed to return next Spring.... "Wither Thou Gone" by Lennie Newman on the Century label, making plenty of noise in California. Hill & Range has just acquired the tune.... Tony Bennett about to embark on his first tour of the West Coast.... Singer Kathy Janis has been inked for the lead in "Gas Lights And Pink Tights" new period musical revue which opens at the Golden Nugget in Las Vegas September 1st.... Karen Chandler set for eight days at Ransell Lounge in Sylvan Beach, N.Y. Aug. 30.

KAREN CHANDLER

CHICAGO:

Russ Carlyle at long last on his way with a brand new set of disks on the equally brand new "Burgundy" label. His first release the old standard, "Spanish Town" backed with "Nice Knowing You," already getting much airplay here as well as in other towns. Art Sutton, manager of Burgundy, claims, "Looks like we-are well on the way to click big.... The Four Aces followed the Crew Cuts into the Chgo. Tetiner.... The Crew Cuts kids clicked grandly. And with the way The Four Aces were greeted, from the moment they pulled into town, looks like there is going to continue the terrific hit it has been doing. (Haven't seen Herb Kessler about, so wondering whether he came in with his four boys.)... Ann Sothern hanging 'em off the rafters at the Chez. Rumor now is has she'll be cutting wax for one of the big diskeries. As far as I was concerned she's been getting during her cafe appearances means anything, the gorgeous Sothern should sell plenty platters provided, of course, she can project some of that terrific personality thru the wax.... Deejay Tony Campo is working both full days, Saturdays and Sundays, 11 A.M. to 11 P.M., for Wauegan's 1000 Watt WRRS.... Ralph Marterie phones from Atlantic City to advise that his "Soklaan" is clicking but tremendous everywhere he's appeared. Seems that Ralph has also arranged to picture himself, but personally, in the "Soklaan" manner.... Deejay Sig Sackett was honored by the Iromides Club at the Chariot with a nite (Aug. 19) all for himself. Mrs. Eleanor Oswald, Prexy of the "Moms Fan Club for Sig," was the arranger of this event.... Orr pilot David Le Winter and Standard Transmission's congenial Milton Blank in confab at the Pump Room. Both smiling happily after their conversation.... Like Bob Smith's way of telling the trade about Frank Sinatra's "Half As Lovely," "Broke wide open" in Chgo. (Pop. 25);" reported Bob.... Georgia Pineau advises that his latest, "My Heart's On A Fast Express" (Julius La Rosa) and "Don't Stop Hoping" (Felicia Sanders) are cracking.... Don Reise reported giving with a brand new sound on his first brand new disks for MGM.... Deejay Stan Dale claims that Tony Curtis will cut wax for Decca.... Thrill to see Doris Day pictured with the very great Ethel Barrymore.

ALGEBAN:

The massive Hollywood Bowl "POP Concerts Under The Stars" has drawn record crowds during its current season. Tony Martin sang a varied selection of show tunes and numbers which he made hits on RCA Victor. Johnny Green, musical director for MGM studios, was guest conductor. A crowd of 15,500 jammed the bowl which made this the third largest attendance thus far. Eddie Fisher broke the record with 15,469 while Rodgers and Hammerstein ran a close second.... The theme from the Gillette Cavalcade of Sports "Look Sharp, Belgium" is really making the rounds. The latest entry by Capitol is done Dixie fashion by Sharkey and his Kings of Dixieland.... The De Castro Sisters have been on a dizzy round of disk jockeys and one-stop-plugging their latest Abbott release of "It's Love" b/w "Teach Me Tonight".... The great Pearl Bailey is currently packing 'em in at Ciro's.... After a successful 4-wk. stint at Larry Potter's Supper Club The Lancers appeared for a three-day engagement at Esther Williams' Trails Restaurant in Inglewood. They opened at The Last Frontier in Las Vegas 8/23 for a three-week stand.... Champagne Maestro Lawrence Welk will stage a dance feature for an estimated 40,000 people 8/30 which will take place on the dance floor. The event will be held in one of the huge hangars at the lighter than air base near Santa Ana. He'll evidently be saying "This is the Greatest Feeling In The World" which, by the way, is the title of his latest Coral waxing.... Patter Nick Therry has a couple of songs making the A&R rounds. A recording of either would make him happy. Nick endorses his titles prayerfully: "Be Good To Me" or "I'll Be Cold This Winter".... Billy Daniels, "Mr. Old Black Magic," has created such interest in his singing of "Momele" at the Motel in Hollywood that advance demand for the recording which he did for Mercury in America and Oriole in England was so great, the platter firms have released the disk prior to their Original Sept. 1 deadline.

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

Sidney Seigel, Seeco Records president, has just returned from an international trip covering such countries as France, Italy, Portugal and Spain. Seigel appointed several new distributors and also cut four sides with the Internationally famous Francine Seigel. Lola Fuentes, formerly with RCA Victor, as a result of his trip plans have been set for Seeco world wide distribution. Seigel was pleasantly surprised with the growing strength of Mambo all through Europe and even more pleased with the fact that one of his own artists, Machito, is one of the really big selling artists there. . . . Jose Morand tells us Fiesta has been getting a wonderful sales reaction to Mambotino's "You're Driving Me Crazy" as well as the Three Bars' "It Ain't Necessarily So." Morand also advises Fiesta's Ramon Marquez was awarded the Gold Record as the outstanding orchestra of 1954 in Mexico. Jose hopes Marquez will take the Gold Record of 1955 here in the U.S.A. . . . George Goldner raving about a sure chart banner in Tito Puente's new "Run Kan Kan." Item has taken off with real strength in New York. Also, reports Goldner, Joe Loco's "Flamingo" and "Too Marvelous For Words" has been rolling up big orders in Philadelphia. Puente has recorded the two top Cha Cha Cha's from Cuba, "Me-En-Ade" and "El Jamaicaino" plus two originals with a different instrumentation that includes a flute and comes up with a modern sound and great beat. For American consumption, the tunes will be known as "Adelle" and "The Man From Jamaica." . . . Herman Diaz, A & R head RCA Victor International Department, reports Perez Prado's "Skokiaan" has rocked up bigger first week orders than any of Prado's other records. . . . Bob Rosen, Seeco Records indicates Joe Roland's "Love's Mambo" is getting a strong reaction from distributors. This is Roland's second mambo release for Seeco, his first doing extremely well for the Latin diskjockey.

For The Disk Jockers: It's The Cash Box

"It's What's In THE CASH BOX That Counts"
George E. Lezato
WAQY—New Haven, Conn.
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. High And The Mighty (Let Buster)
4. Guilt That Get Away (Shoemaker)
5. Honey Love (Bunny Paul)
6. Cara Mia (David Whitfield)
7. Nathan's Band (Hoppers)
8. I Cried (Part Page)
9. Three Coins In The Fountain (Bleyer)
10. Hey There (R. Clooney)

Bill Silbert
WMMG—New York, N. Y.
1. Goodnight Sweetheart (McGuire Sisters)
2. Swain (Martin-Barton)
3. Make Her Mine (Nat Cole)
4. I'm Gonna Have My Baby (Lot Baxter)
5. Whispersing (P. Whiteman)
6. A Kiss Small Bean We're Swavin' (McGuire Sisters)
7. High And The Mighty
8. Chapel In The Moonlight
9. Something's Gotta Give (Jones)
10. Hey There (Davies, Jr. — Clooney)

Bill Phillips
WBAI—New York, N. Y.
1. Little Things Mean A Lot (Kitty Kallen)
2. Sh-Boom (Crew Cuts)
3. Little Shoemaker (Gaylords)
4. Little Shoemaker (McGuire Sisters)
5. Three Coins In The Fountain (Cuts)
6. Happy Wanderer (F. Weir)
7. If I Give My Heart To You (Baxley)
8. If I Give My Heart To You (Baxley)
9. Chapel In The Moonlight
10. Goodnight Sweetheart (McGuire Sisters)

Jim Ameche
KLAC—Hollywood, Calif.
1. The High And The Mighty (Kitty Kallen)
2. Three Coins In The Fountain (Kitty Kallen)
3. Little Things Mean A Lot (Kitty Kallen)
4. If I Give My Heart To You (Baxley)
5. High And The Mighty
6. Chapel In The Moonlight
7. In A Garden Of Roses (James)
8. Swain (Dean Martin, Jr.)
9. Hey There (R. Clooney)
10. High And The Mighty (Bleyer)

Al Stevens
WCBS—Baltimore, Md.
1. Honey Love (Bunny Paul)
2. Sh-Boom (Crew Cuts)
3. Three Coins In The Fountain (Bleyer)
4. Goodnight Sweetheart (McGuire Sisters)
5. Little Shoemaker (Bleyer)
6. Skokiaan (Bleyer)
7. Happy Wanderer (P. Weir)
8. Little Things Mean A Lot (Baxley)
9. They Were Doing 'The Mamba' (McGuire Sisters)
10. Cara Mia (David Whitfield)

Mort Nusbbaum
WHHM—Michigan, N. Y.
1. Honey Love (Bunny Paul)
2. Three Coins In The Fountain (Four Acres)
3. Hey There (R. Clooney)
4. Hey There (Sammie Davis, Jr.)
5. Napoleon (Well Miller)
6. Little Things Mean A Lot (Baxley)
7. Little Things Mean A Lot (Baxley)
8. High And The Mighty (Jones)
9. If I Give My Heart To You (Paul & Ford)
10. Joyce (Buffy Madison)

Gary Lesters
WJNR—Novark, N. J.
1. Hernandez's Hideaway (Bleyer)
2. Three Coins In The Fountain (Frank Sinatra)
3. Little Shoemaker (Gaylords)
4. Little Things Mean A Lot (Kitty Kallen)
5. High And The Mighty (Luna Hudson)
6. Swain (Dean Martin)
7. If You Save Me (Ray Starr)
8. Cinnamon Sinner (Bennett)
9. Held My Hand (Don Cornelio)
10. Jezy (Buffy Madison)

Joe Deane
KBST—Des Moines, Iowa
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. Crazy About You Baby (Crew Cuts)
4. High And The Mighty
5. Chapel In The Moonlight
6. Dream (Four Aces)
7. Napoleon (Michel Miller)
8. Joyce (Buffy Madison)
9. Hey There (R. Clooney)
10. Goodnight Sweetheart (McGuire Sisters)

Lori Barile
WKAL—Rome, N. Y.
1. High And The Mighty
2. Sh-Boom (Crew Cuts)
3. Give Me Your Word (Tennessee Ernie Ford)
4. I'm A Fool To Care (Kitty Kallen)
5. Little Shoemaker (Gaylords)
6. Italian tackles buck (Marty Krall)
7. I've Got A Crush On You (Gaylords)
8. Some Day (Frank Sinatra)
9. In The Chapel In The Moonlight
10. Thanks For The Memory (Jo Stafford)

Eileen Mack
WCFL—Chicago, III.
1. Hernandez's Hideaway (Bleyer)
2. Hernandez's Hideaway (Bleyer)
3. There Never Was A Night (Perry Como)
4. Sh-Boom (Crew Cuts)
5. Three Coins In The Fountain (Four Acres)
6. Skokiaan (Barrett)
7. New Tummy Leonardi
8. In My Own Quiet Way (Julian Lennon)
9. Some Day (Frank Sinatra)
10. In The Chapel In The Moonlight

Ed Meath
WHAE—Rochester, N. Y.
1. Sh-Boom (Crew Cuts)
2. Three Coins In The Fountain (Four Acres)
3. Joyce (Buffy Madison)
4. Chapel In The Moonlight (Kitty Kallen)
5. I'm A Fool To Care (Paul & Ford)
6. Hey There (R. Clooney)
7. I Didn't Care (Hilltoppers)
8. It's Easy To Love (Eileen Mack)
9. Greatest Feeling In The World
10. Italian bottle (Marty Krall)

Allen Berg
KKRD—Los Angeles, California
1. Hey There (C. Clooney)
2. High And The Mighty
3. I'm A Fool To Care
4. Joyce (Buffy Madison)
5. Goodnight Sweetheart (Gale)
6. Three Coins In The Fountain (Four Acres)
7. In A Garden Of Roses (Leslie Groves)
8. Three Coins In The Fountain (Four Acres)
9. I Understood Just How You Feel (Four Tones)
10. Some Day (Peggy Laine)

Paul Flanagan
WTRI—Troy, N. Y.
1. Sh-Boom (Crew Cuts)
2. High And The Mighty
3. Hey There (R. Clooney)
4. Little Shoemaker (Gaylords)
5. Chapel In The Moonlight
6. Two Little Girls (Gaylords)
7. SKokiaan (Ralph Marterie)
8. Hold My Hand (Don Cornelio)
9. Skokiaan (Ralph Marterie)
10. When I Give My Heart To You (Dorothy Lee)

Sandy Singer
KCMG—Kalamazoo, Iowa
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. High And The Mighty
4. There Never Was A Night
5. Little Shoemaker (Bleyer)
6. Three Coins In The Fountain (Four Acres)
7. Hey There (R. Clooney)
8. Sometimes I'm Happy (Bobby Darin)
9. Break My Heart (Dorothy Callins)
10. Paddie Man (Dean Martin)

Nick Nickson
WBFF—Pittsburgh, Pa.
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. Hey There (R. Clooney)
4. Little Things Mean A Lot (Kitty Kallen)
5. Goodnight Sweetheart (McGuire Sisters)
6. They Were Doing 'The Mamba' (Gaylords)
7. I'm A Fool To Care
8. High And The Mighty (Gaylords)
9. Chapel In The Moonlight
10. Chapel In The Moonlight

Ray Perkins
KIMN—Cedar, Colo.
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. High And The Mighty (Gaylords)
4. Hernandez's Hideaway (Bleyer)
5. Hey There (R. Clooney)
6. Hew There (Bleyer)
7. Three Coins In The Fountain
8. Italian bottle (Marty Krall)
9. Chapel In The Moonlight
10. Goodnight Sweetheart (McGuire Sisters)

Jack Kerey
WCFL—Chicago, Ill.
1. If I Give My Heart To You (Marie Osmond)
2. Sh-Boom (Crew Cuts)
3. High And The Mighty
4. Hey There (R. Clooney)
5. Three Coins In The Fountain
6. Italian bottle (Marty Krall)
7. I'm A Fool To Care
8. Goodnight Sweetheart (McGuire Sisters)
9. I'm A Fool To Care (Paul & Ford)

The Revelators
"Only The Angels Know" B/W
"Down By The Well"
BURGUNDY #1001

Ed Reilly
WBRY—Waterbury, Conn.
1. Sh-Boom (Crew Cuts)
2. Little Shoemaker (Gaylords)
3. Hey There (R. Clooney)
4. High And The Mighty (Luna Hudson)
5. Swain (Dean Martin)
6. Cinnamon Sinner (Bennett)
7. Chapel In The Moonlight (Kitty Kallen)
8. Hold My Hand (Don Cornelio)
9. Skokiaan (Ralph Marterie)
10. If I Give My Heart To You (Dorothy Lee)

Hernandez's Hideaway (Bleyer)

BURLINGTON RECORDS
614 DONOVAN BLDG., DETROIT 2, MICH.
(ALL PHONES: WOODWARD 3-4730)

AttENTION DISTRIBUTORS: SOME TERRITORIES STILL AVAILABLE—PHONE: ART SUTTON, MANAGER

2 America's Headline Quartet
Capitol Tops Last Year's Net

HOLLYWOOD, CALIF.—Sales of Capitol Records, Inc. in the 12 months ended June 30, 1954, reached a new high and earnings showed an increase over the corresponding period a year ago, President Glenn E. Wallch reported in a letter to shareholders. Net sales for the 12 months totaled $17,855,534, compared with $15,915,300 in the corresponding period ended June 30, 1953.

Net income amounted to $760,625, equal after preferred dividends to $1.47 a share on the 476,230 shares of common stock outstanding. In the 12 months ended June 30, 1953, the net income was $674,946, or $1.39 a share on the same number of common shares.

Wallch pointed out that working capital on June 30 last was above the levels of the previous year-end and June 30, 1953, with cash and government securities alone exceeding the total current liabilities.

In the 12-month period ended June 30 last the company declared dividends on the common stock totaling $357,172, equal to 75 cents a share.

The company has maintained an excellent position in the industry in the face of keen competition, and is continuing its policy of expansion in this country and abroad, Wallch said.

Reviewing the company's 1954 releases of records, he noted that Capitol had released an important new artist, Nat "King" Cole, Frank Sinatra, Kay Starr, Les Paul and Mary Ford have made some of the year's best single-record hits. New performances by Les Baxter and Dean Martin are strong entrants among current releases.

In the expanding popular album market, collections by Sinatra, Cole and Jackie Gleason are maintaining top ranking sales positions. Capitol's most recent releases in the classical album field have given the company its strongest competitive position to date, Wallch said.
Hollywood, Calif.—One of the most unusual press parties in Hollywood's history was held recently when Fearless Fagan, famous lion, turned out to pose with The Nelson Twins—Eileen and Johnnie. Johnnie Ray hosted the cocktail gathering at King Jean's (radio's Lonesome Gal) Sherman Oaks Ranch to launch The Twins' new Coral waxing of "Lion Hunt" b/w "Wiley Followed Tailtie." On the strength of this first release the girls were signed for the new Olsen and Johnson Reuse and quickly left for a tour of the East Coast.

Victor Has Great Day

New York— RCA Victor announced, last week, that the discary had one of the biggest days in its record selling history when it sold over $104,000 worth of records in a single day. It is interesting to note that this figure was reached at the height of the summer season, usually considered a slump season, and while pressing plants were closed for vacation.

Among the records responsible for this tremendous sale were: "They Were Doin' The Mambo" by Vaughn Monroe; Sunny Gale's "Smile"; Eddie Fisher's "I've Got You Now"; "Moonlight and Roses" by the Three Suns; and Lou Monte's "Italian Huck Buck".

Shaw Calls His Shot

New York—A few years ago, Arnold Shaw wrote a novel titled "The Money Song"; a novel about the trials and tribulations of the songwriter and publisher. In the novel, mention is made of a tune that starts out on a small label and hits the top of the ladder.

A few weeks ago, Shaw acquired for his firm, Brennan Music, a Hill & Range subsidiary, a tune which is now the number one song in the country, "Sh-Boom". As in the novel, this tune was originally recorded on the then newly formed independent label, Cat Records.

Shaw also received the good news this week that his book will be released in pocket book form.

Forrest Price Named Columbia Sales Mgr.

San Francisco, Calif.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. High And The Mighty (Gaylords)
4. Hernandez's Hideaway (Bleier)
5. Hey There (R. Clooney)
6. Five Little Things Mean A Lot (B. Weidler)
7. Chloe In The Moonlight (Kitty Kallen)
8. Three Coins In The Fountain (Bleier)
9. I'm A Fool To Care (Kitty Kallen)
10. I'm A Fool To Care (Kitty Kallen)

Chicago, Ill.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. High And The Mighty (Gaylords)
4. Hernandez's Hideaway (Bleier)
5. Hey There (R. Clooney)
6. Five Little Things Mean A Lot (B. Weidler)
7. Chloe In The Moonlight (Kitty Kallen)
8. Three Coins In The Fountain (Bleier)
9. I'm A Fool To Care (Kitty Kallen)
10. I'm A Fool To Care (Kitty Kallen)

The Top Ten Records—City by City

New York, N. Y.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. Hey There (R. Clooney)
4. Hernandez's Hideaway (Bleier)
5. High And The Mighty (Gaylords)
6. Sh-Boom (Crew Cut)
7. They Were Do'in' The Mambo (Bleier)
8. Five Little Things Mean A Lot (B. Weidler)
9. Goodnight Sweetheart (Kitty Kallen)
10. Sh-Boom (Crew Cut)

Los Angeles, Calif.

1. Sh-Boom (Chords)
2. Little Shoemaker (Gaylords)
3. Hey There (R. Clooney)
4. Hernandez's Hideaway (Bleier)
5. High And The Mighty (Gaylords)
6. Three Coins In The Fountain (Bleier)
7. I'm A Fool To Care (Kitty Kallen)
8. They Were Do'in' The Mambo (Bleier)
9. Chloe In The Moonlight (Kitty Kallen)
10. They Were Do'in' The Mambo (Bleier)

St. Louis, Mo.

1. Sh-Boom (Crew Cut)
2. Hey There (R. Clooney)
3. They Were Do'in' The Mambo (Bleier)
4. Chloe In The Moonlight (Kitty Kallen)
5. High And The Mighty (Gaylords)
6. Hernandez's Hideaway (Bleier)
7. Three Coins In The Fountain (Bleier)
8. High And The Mighty (Gaylords)
9. I'm A Fool To Care (Kitty Kallen)
10. Cinnamon Sinner (T. Bennett)

Washington, D. C.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. They Were Do'in' The Mambo (Bleier)
4. Sh-Boom (Crew Cut)
5. Three Coins In The Fountain (Bleier)
6. Five Little Things Mean A Lot (B. Weidler)
7. Three Coins In The Fountain (Bleier)
8. High And The Mighty (Gaylords)
9. I'm A Fool To Care (Kitty Kallen)
10. Cinnamon Sinner (T. Bennett)

Denver, Colo.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. Hernandez's Hideaway (Bleier)
4. Five Little Things Mean A Lot (B. Weidler)
5. They Were Do'in' The Mambo (Bleier)
6. I'm A Fool To Care (Kitty Kallen)
7. Three Coins In The Fountain (Bleier)
8. High And The Mighty (Gaylords)
9. I'm A Fool To Care (Kitty Kallen)
10. Cinnamon Sinner (T. Bennett)

Minneapolis, Minn.

1. Sh-Boom (Crew Cut)
2. Little Shoemaker (Gaylords)
3. They Were Do'in' The Mambo (Bleier)
4. I'm A Fool To Care (Kitty Kallen)
5. Five Little Things Mean A Lot (B. Weidler)
6. Three Coins In The Fountain (Bleier)
7. I'm A Fool To Care (Kitty Kallen)
8. High And The Mighty (Gaylords)
9. They Were Do'in' The Mambo (Bleier)
10. I'm A Fool To Care (Kitty Kallen)

Atlanta, Ga.

1. Sh-Boom (Chords)
2. They Were Do'in' The Mambo (Bleier)
3. Hernandez's Hideaway (Bleier)
4. High And The Mighty (Gaylords)
5. Five Little Things Mean A Lot (B. Weidler)
6. Hernandez's Hideaway (Bleier)
7. They Were Do'in' The Mambo (Bleier)
8. High And The Mighty (Gaylords)
9. They Were Do'in' The Mambo (Bleier)
10. They Were Do'in' The Mambo (Bleier)

New Orleans, La.

1. Chloe In The Moonlight (Kitty Kallen)
2. They Were Do'in' The Mambo (Bleier)
3. Hernandez's Hideaway (Bleier)
4. Five Little Things Mean A Lot (B. Weidler)
5. They Were Do'in' The Mambo (Bleier)
6. Hernandez's Hideaway (Bleier)
7. They Were Do'in' The Mambo (Bleier)
8. Sh-Boom (Crew Cut)
9. I'm A Fool To Care (Kitty Kallen)
10. Cinnamon Sinner (B. Bennett)

Town Hall Record Service

162 Riverside Avenue
Brooklyn 12, N. Y. 01-6736

"It's What's IN THE CASH BOX That Counts"
Music stars are in the news and in the movies. Mambo is shooting in Italy. They're completing a recording session on the country in the Spring for several weeks. When we hear rumors that Eddie Fisher and Debbie Reynolds may be spending a week in Europe, we'll be on pins and needles. As it stands, the excitement is intense...

...ohnnie Ray will not be returning to these shores this year, but has been confirmed that he will tour the country in the Spring for several weeks. We hear rumors that Eddie Fisher and Debbie Reynolds may be spending a week in Europe, we'll be on pins and needles. As it stands, the excitement is intense...

JERI SOUTHERN—"Warm Intimate Songs in the Jeri Southern Style"—Decca DL 5531 (10” LP) List: $3.00

Music stars are in the news and in the movies. Mambo is shooting in Italy. They're completing a recording session on the country in the Spring for several weeks. When we hear rumors that Eddie Fisher and Debbie Reynolds may be spending a week in Europe, we'll be on pins and needles. As it stands, the excitement is intense...

"It's What's in THE CASH BOX That Counts"
London Prexy In U. S.

NEW YORK—E. R. "Ted" Lewis, president of the London Record Company who recently arrived in New York from London, was greeted by one of London's biggest hits of the year, "Skinny," Lewis was extremely happy about this since he was the one to pick up the original master of the tune by the Bulletproof Sweet Rhythms Band in South Africa, two months ago.

Lewis was surprised to see that so many additional recordings of the song were made by other record companies, since the other side of the master "In The Mood," was the side that was being counted upon as the potential hit.

After spending some time in South Africa, and completing a 20,000 mile trip throughout Europe, Lewis revealed that the South African territory is an excellent record market with approximately 6,000 record outlets in Johannesburg alone.

Doris Anderson Joins Burgundy

DETROIT, Mich.—Burgundy Records, the newly formed diskery operating out of Detroit, has acquired a top jock as an asset in the person of Doris Anderson. The former record librarian at Detroit's WJBK-TV and radio will handle record promotion for the company.

Miss Anderson had previously served as 'girl Friday' to Ed McKenzie of WXYZ-TV and radio, and to Don McLeod of WJBK-TV and radio.

Well known to many in the music trade, Miss Anderson will start her new job by pushing Burgundy's first two releases, the Reveler's 'Only The Angels Know Me' and 'Down By The Well' and Russ Carlyle's 'Spanish Town' b/w 'Nice Knowing You'.

Wayne Donates Royalties

NEW YORK—Bernie Wayne, composer-artist, has taken an old song that he wrote with the late Ralph Care, the lyricist who died two weeks ago leaving a wife and a child, and another on the way, and has rewritten the song in the idiom of today's market. He has placed the song with Meridian Music with instructions that all his royalties are to go to Care's widow.

The name of the song is "Do Me Good, Ba-Baby".

Feather Prepares "Jazz Encyclopedia"

NEW YORK—Leonard Feather, jazz critic, has signed with Horizon Press to produce a "Jazz Encyclopedia".

The book, set approximately at 200,000 words, has already been started by Feather and while the date of publication is indefinite, it is expected to take from three to six months to complete.

Feather, long an outstanding figure in jazz, has felt for some time that the trade needed a definitive reference such as he has in the works. It will include a basic list of records, about 1600 bio's of artists, photographs, a brief history of jazz from New Orleans to Newport and a glossary of jazz and musical terms.

Music Men Hold Annual Outing

NEW YORK — The professional music men's outing last Tuesday at the Aldencrest Country Club in Alpine, N. J. drew a capacity crowd of contact men, A&R executives and music publishers. Most of the boys played golf, with several new champs showing up this year. Others took advantage of the swimming pool and beautiful grounds.

The winners were as follows:

Membership Division
1st prize, Mickey Glass (net of 66). Portable Television Set.
2nd prize, George Farnes (net of 72). Set of Irons.
3rd prize, Duke Niles (net 73). Golf Bag and Shoes.
4th prize, Murray Luth (net 74). Polaroid Camera.

Guest Division
1st prize, Irwin Gutt (net of 65). 3 Suitcases Luggage.
2nd prize, George Sirrove (gross 74). Windbreaker and Portable radio (net 68).
3rd prize, Bernie Shearer (net 71). No. 5 Wood.

Special Prizes—Membership Driving, Bobby Day and Kelly Camarotta (245 ft.). Nearest to Pin, Freddy Parker. Putting Contest, Mike Sullivan.

Guest Driving, Lou Dreyer. Nearest to Pin, Jimmie Lytell. Putting, Jimmie Lytell.

Door prizes won by George Weiner, Allie Cohen, Al Calder, Joe Carlson, Mickey Addy, Mac Cooper, Eddie Wawilin, Al Gallico, Harry Myerson, Murray Wexell and Jack Perry.

Committee: Bob Miller, Jack Spink, Mickey Addy, Bernie Pollack and Murray Luth.
NEW YORK:
The Chords, who have been going great guns in personal appearances since their "Sh-Boom" on "O" came a national hit, are scheduled to appear in the Rip Tide Room at Wildwood, N.J., on July 31. Monte Bruce, Bruce Records, back in town after a Japan and Hong Kong trip for the Bruce hit, "I Should I Love," will be with the Harptones. Monte elated with sales figures on the disk. Bert Fleishman, F & F Distributors, Charlotte, in town for a week or fun and business.

Irv Marcus, Feenick and Duke, national sales manager, in New York and plans to stay for a while. Marcus had a successful job of getting diskers and distributors when he blanketed Bob Pare, Portem Distributors, New York; Joe Cohen, Essex Distributors, New York; J.R.; Bert Fleishman, F & F Distributors, Charlotte; and Art Freeman, Benatt Distributors, Cleveland, with their solo sides. Fleishman came into New York for about a week to visit with the family and take care of some special business. The Irving Marcus business, said: "Business is booming. We’re selling so many numbers I don’t know which one to talk up. "But," as one well known said, " mtxy, one can hardly talk, but he managed somehow to convey his elation at the biggest business the firm has done in nine or ten months. The Feenick and Duke “Hunts Me To My Heart” is definitely off the ground and is headed towards the top of the charts in short order. In addition the diskery is selling the latest “Trouble’s” Willy, Thrillies and Lightning Hopkins items. With things rolling so well the Harold Braintree feels that this is the time to get Al Savage back into the swing of things. A session was held this week with Charlie Spivak, Savy Records, reports Nappy Brown’s “I Wonder” breaking out big in Charlotte, Houston, New York and Richmond. Va. Fred says “Orders and re-orders are piling up. Business is definitely on the rise. Joe Sprung, Boston, reports his “Pay Tom and Greens” going stronger than ever in Philadelphia. In fact Philly airplay has reached a high point, as they are spilling over to New Jersey where Essex Distributors have been getting orders.

CHICAGO:
Current agreement is to the effect that R&B is clicking bigger than ever with high school and college teenage crowds. So far the group disks seem to have grabbed the ears of the teenagers. There is every belief here that, with some astute salesmanship, many great R&B vocal stars will click just as big. "But," as one well known said, "mtxy, one can hardly talk, but he managed somehow to convey his elation at the biggest business the firm has done in nine or ten months. The Feenick and Duke “Hunts Me To My Heart” is definitely off the ground and is headed towards the top of the charts in short order. In addition the diskery is selling the latest “Trouble’s” Willy, Thrillies and Lightning Hopkins items. With things rolling so well the Harold Braintree feels that this is the time to get Al Savage back into the swing of things. A session was held this week with Charlie Spivak, Savy Records, reports Nappy Brown’s “I Wonder” breaking out big in Charlotte, Houston, New York and Richmond. Va. Fred says “Orders and re-orders are piling up. Business is definitely on the rise. Joe Sprung, Boston, reports his “Pay Tom and Greens” going stronger than ever in Philadelphia. In fact Philly airplay has reached a high point, as they are spilling over to New Jersey where Essex Distributors have been getting orders.


LOS ANGELES:
Impressario Irwin Granz took over the Shrine Auditorium 8/20 for his all-encompassing colossus of "Jazz Al-Carte." Some of the biggest jazz groups in the country were presented which included Stan Getz, The Chet Baker Quartet, The Buddy De Franço Frquete, The Red Norvo Trio, Max Roach, The Clifford Brown, The All Stars featuring Louis Bellson and the All Stars featuring Zoets Slims and Harry Sweet Edison, and Cab Calloway. Aladdin Records are going all-out on Louis Jordan’s latest waxing of "Louise’s Blues," and "If I Had Any Sense I’d Go Back Home." Number had received many favorable comments from everyone in the music field. The infectious beat of the Mambo has completely captivated the Southland. Proof of this is the record throughts that jam Mambo City. The sessions were handled by Milt Hinton, and his Latin orchestra. Art and Lee Rupie of Specialty Records have been busy filling all the orders that pour in for Guitar Slim’s "I’ve Never Been To New York." Bobby Shad, A & R head for Mercury Records, has been busy scheduling the marathon recording sessions at the Capitol Studios. Over 25 sides were cut for a new jazz album series. Dinah Washington also etched several new sides. On Aug. 21, the doors of the studios were thrown open to a five “live” audience for a combined jazz concert and recording session. On hand were Dinah Washington, along with an impressive group of musicians which included Clark Terry, Trumpet; Harold Land, Tenor; Herbie Geller, Alto; Clifford Brown, Trumpet; Maynard Ferguson, Trumpet; Max Roach, Drums; Junior Manse, Piano; George Marrow, Bass; Keeter Beaz, Bass; and Richard Powell, Piano. Charles Brown along with Lowell Fulsom and his band blew in at the Five-Four Ballroom for a three-day stand 8/19 thru 22nd. Lew Chud, proxy of Imperial Records, just returned from an extended business trip through the Caribbean then took off again on another jaunt. Roy Milton and his band kicked off a series of West Coast engagements with an appearance at the Savoy Ballroom over the Aug. 21 week-end. Appearing with him was Camille Howard and Nicky Champion. Winy Manone and his quartet are starring in a double feature attraction at the Hollywood Royal Room along with The Chansonnaires. It has been a long time since honey-voiced Rose (Chee Chee) Murphy has been around town but she’s been doing mighty well since setting up camp at Regina Villandry’s Beverly Blvd, Bar of Music, with a "One Shook" by Shirley Gunner and The Queens breaking throughout the country The Ibaran’s are planning more new releases that sound sensational to follow it up. Modern, RPM, and Flair could become three of the hottest titles shortly. Christine Kittrell has quit the R & B field and in now touring the East Coast with the Simmons-Skars spiritual singers. Capitol Records has found that so many R & B records are being sold to the C & W field that they have covered "Please, Please," which was originally done by The Eagles on Mercury, featuring Cliffie Stone and his Recent hits with vocals by Homer Ear.
THE RAY-O-VACS
"DARLING"
JOSIE # 763
Just Released
The Only R&B Version
THE FOUR BARS
singing
"IF I GIVE MY HEART TO YOU"
JOSIE # 768
COMING UP IN R&B
Listed Alphabetically

ANNIE HAD A BABY
The Midniters
(Federal 12185)
Philadelphia, Atlanta, Chicago, New York, St. Louis
DON'T YOU KNOW
Ray Charles
(Atlantic 1037)
Staten, N.Y., New Orleans, New York, St. Louis
EEB TIDE
Roy Hamilton
(Epic 9868)
New York
HIGH HEELS
Bill Doggett
(King 4732)
Memphis
HURTS ME TO MY HEART
Faye Adams
(Harold 434)
Atlanta, Baltimore, Memphis, Newark, New York, Los Angeles
I WONDER WHY
The Cadillacs
(Jose 765)
Los Angeles

HURTS ME TO MY HEART
FAYE ADAMS
Herald #434

"STOP HOPPIN' ON ME"
Little Walter
"YOU BETTER WATCH YOURSELF"
Lover's Mambo

SAVON RECORD CO., INC.
1520 Market St., Newark, N.J.

Big—-and getting bigger!
Jesse Rolen
"LOVER'S "MAMBO"

SPECIALTY RECORDS
8508 Sunset Blvd., Hollywood 46, Cal.

"It's What's in THE CASH BOX That Counts"
JOE LODO
(Tico 10-221)

"I LOVE PARIS" (2:41) [Cole Porter] Joe Loco and his Quintet etch a tasty rendition of the lovely Cole Porter tune. Loco's Latin treatment gives the tune a fresh listening appeal.

"TREMENDO CHA-CHA-CHA" (2:15) [Eduardo Blanco] The flip is the cha-cha-cha mambo, the slower tempo mambo, currently meeting "EVERYBODY'S BLUES." As ever, the Loco fingering and arrangement a delight.

BONNIE DAVIS & THE PICCADILLY PIPERS
(Groove 0032)

"SINCE YOU'RE GONE" (2:08) [Porgie BMI-Davis, Dickman] Bonnie Davis sings a slow blues with the backing of the Piccadilly Pipers. Bonnie handles the tune well although the feeling would make it R & B with a leaning to pop.

"HOW COULD YOU" (2:32) [Waldo A.SCP—Douglas, Martin] The gal gets a lot out of the melodic ditty, however, this side is all rhythmic pop.

THE ROBBINS
(Crown 120)

"ALL I DO IS ROCK" (2:40) [Modern Music BMI—] A slow rocking tempo changed by the vocal group with a smooth and appealing sound.

"KEY TO MY HEART" (2:10) [Modern Music] The group rocks out a rhythmic bounce effect in the vein of what the market is buying and the etching should pick up some juke box coin.

JOHN LEE HOOKER
(Special 028)

"I'M BAD" (2:40) [Venice BMI—J. L. Hooker] Hooker waxes a talky vocal in which he tells of his anger at his men who bands around till all hours of the morning after he's been so good to her.

"SCHOOL DAYS ON MY MIND" (2:30) [Venice BMI-Hooker] This track is a slow blues sung in the familiar Hooker delivery. Good wax that should rack up some good sales among his followers.

FLOYD JONES
(VJ 111)

"AIN'T TIMES HARD" (2:31) [Conrad BMI—F. Jones] Floyd Jones sings the southern slow blues with a wallowing story of hard times pulling him down. Jones sings the story blues with a laid accompaniment that is predominantly guitar and harmonica.

"SCHOOL DAYS ON MY MIND" (2:24) [Conrad BMI—F. Jones] A similar folk tune sung in the manner that has prevailed for the last 100 years. Good Southern market material.

William "Love Me" (2:40) [Quintet BMI—Leiber, Stoller] Duo Willy and Ruth make a sparkling debut on the Spark label with this slow rhythm ballad. The two complement each other to advantage and the resulting disked could help the pair break into strong sales action.

"LOVELY LADY" (2:33) [Quintet BMI] Beautiful, slow blues ballad performed in solid fashion by Willy & Ruth. Should help to establish the duo although not as strong as the upper deck. Looks like fresh new talent to stir up sales for the fall market.

"ANNIE HAD A BABY" (2:40) [Jay & Cee BMI—Glover, Mann] "SHE'S THE ONE" (2:13) [Jay & Cee BMI—Ballard]

THE MIDNIGHTERS
(Federal 12195)

The Midnighters follow up their sensational "Work With Me Annie" with "Annie Had A Baby." Idea is cute and should find a responsive audience. Annie can't work anymore 'cause she has a baby. It is woes now for the man in the house, but that's what happens when the baby comes along. It's a natural that will meet with disk jockey approval in view of its story continuation idea and its polished rendition. The consequent airplay will result in sales. This looks like it will be a really big one for the fall and winter season.

"YOU BETTER WATCH YOURSELF" (2:40) [ARC BMI—Jacobs] "BLUE LIGHT" (2:45) [ARC BMI—Jacobs]

LITTLE WALKER
(Checker 799)

"YOU BETTER WATCH YOURSELF" LITTLE WALKER's latest release pairs a rhythmic blues vocal, "You Better Watch Yourself," with a mood instrumental, "Blue Light," the later featuring the harmonica work of Little Walter. On the top deck, Walter wails his gal she had better watch herself 'cause he has his eye on her. Deck has a strong beat and could prove to be the side, however, the flip "Blue Light," is a moving instrumental waxing that could catch fire. Both sides are strong material.

"SLOW TOWN MAN" (2:58) [Dreded-Caldwell, Mason] Dorothy Logan chants a slow beaty blues in which she advises against the small town man going to the big town 'cause it's a small town without the big town's charm.

"SINCE I FELL FOR YOU" (2:45) [Buddy Johnson] Miss Logan sings a slow sentimental torch blues on this side with a chant chorus support.

DOROTHY LOGAN
(Drewel 902)

"SLOW TOWN MAN" [Dreded-Caldwell, Mason] Dorothy Logan chants a slow beaty blues in which she warns the small town man against going to the big town. Deck has a strong beat and could prove to be the side, however, the flip "Blue Light," is a moving instrumental waxing that could catch fire. Both sides are strong material.

JOE LIGGINS
(Mercury 70440)

"THEY WERE DOIN' THE MAMBO" (2:33) [F. H. Morris] Joe Liggins' first for Mercury is the current pop hit. Joe's vocal is especially pleasing as he presents a song that could sell both R & B and pop.

"YES, YES, YES" (2:45) [Princeton BMI—] Liggins is R & B on this deck as he belts the rhythmic bounce with an energy that captivates. Instrumental backing is good and Liggins has a strong piece of wax here. Could capture a large share of loot.

JIMMY McCracklin
(PEACOCK 1639)

"HEAR MY STORY" (2:00) [Lion BMI—Jimmy McCracklin] Jimmy McCracklin sings a slow authentic blues in which he pleads with his gal to give him one more chance. Jimmy tells the story lyrics against a simple and subdued orchestral back

"THE CHEATER" (2:35) [Lion BMI—Jimmy McCracklin] The flip is a syncopated blues that McCracklin drives out with a lift. Orch-ering is more prominent on this deck as it performs the answer part of the call and answer blues formula and then takes over for a big break.

PROF. CHARLES TAYLOR
(Tusco 097)

"I'M GOING HOME" (2:50) [Charles Taylor] Professor Charles Taylor sings an original gospel item with the support of his Gospel All Stars. Taylor's lead is strong and performed with much feeling. Piano supplies the instrumental back-

"HE'S A LIGHT IN DARKNESS" (2:50) [Robert Martin BMI—Alex Bradford] The All Stars sing beautifully on a melodic religious item for the flip etching. Tay-

WILLY & RUTH
(Spark 105)

"LOVE ME" (2:40) [Quintet BMI—Leiber, Stoller] Duo Willy & Ruth make a sparkling debut on the Spark label with this slow rhythm ballad. The two complement each other to advantage and the resulting disked could help the pair break into strong sales action.

"CARESSA" (2:35) [Quintet BMI] Beautiful, slow blues ballad performed in solid fashion by Willy & Ruth. Should help to establish the duo although not as strong as the upper deck. Looks like fresh new talent to stir up sales for the fall market.
"I REALLY REALLY LOVE YOU" (2:33)  
"MISS YOU" (2:31)

THE CROWS
(Ramo 30)

TINY GRIMES
(Apollo 823)

SHOWBOAT MAMBO" (2:48)  
[Bees Music BMI—Grimes, Grimes]  
The Tiny Grimes aggregation dishes up a mambo instrumental that has the best but not the Latin feeling. Good dance material.

"FRIVOULOUS SAL" (2:51)  
[Shawnee Press ASCAP—Dresser]  
Tiny Grimes makes delicious sounds as he performs the oldie with a delightful light weather tone. Wonderful guitarizing.

THE LAMPLIGHTERS
(Federal 12192)

"YOU HEAR" (2:29)  
[Arno BMI—Rudy Tomble]  
The Lamplighters blend on a rocking middle tempo, embellished with a cute set of romantic lyrics. Ditty has a beat that could make time with the cat set.

"FIVE MINUTES LONGER" (2:40)  
[Arno BMI—Rudy Tomble]  
The boys do better on this side as they gimmick up a Latin tempo combination, a rarity that is aimed at the same market. Fetching.

JAZZ

(Rating is based on appeal to the jazz market.)

PAUL QUINICHETTE QUINTET
(Decca 9-29197)

"HUMPY DUMPY" (2:41)  
[A-H Music ASCAP—Gibson, Quinichette]  
This is an unusual item that is filled with a savage exultation. Trio is composed of Paul Quinichette on the drums, Butch Jones on tenor sax, and lovely soles by the piano and guitar. Relaxing bit of wax.

"I CAN'T GIVE YOU ANYTHING BUT LOVE" (2:47)  
[Mills ASCAP—McHugh, Fields]  
The delectable full tones of the Quinichette born are more smoothly through the standard. An easy-to-listen-to wax.

CHICO HAMILTON TRIO
(Pacific Jazz 617)

"NUTTY" (2:41)  
[Har-Beck BMI—Chetam]  
Here's an unusual item that is filled with a savage exultation. Trio is composed of Chico Hamilton on the drums, Butch Roberts, guitar and George Duvier, bass. With sparkling solo efforts the trio provides an exciting combination of sounds.

"BROADWAY" (2:45)  
[Pub. Foster—Wood, MacRae, Boyd]  
The Chico Hamilton Trio paints a middle tempo tone picture of progressive mood. The jazz fan should find much to excite on these two decks.

CHET BAKER ENSEMBLE
(Pacific Jazz 618)

"A DANDY LINE" (2:51)  
[Har-Beck BMI—Jack Montrose]  
Chet Baker shows his talent with the horn on this quick moving side, as accompanied by an all-star line-up that includes Russ Freeman on the piano, Shelly Manne, drums; Joe Newman, sax; Jack Montrose and Herb Geber, tenor saxes; and Bob Gordon on the bass, which stirs a strong wax.

"GOODBYE" (2:52)  
[La Salle & Jenkins]  
Baker's inventive trumpet moves mostly through the slow lovely. Baker's tones are expressively melancholy and filled with pathos as the ensemble furnishes the properly subdued backing.

THE CHARLIE VENTURA QUARTET
(Norton 118)

"BLUE PRELUDE" (2:50)  
[Shawnee Press ASCAP—Jenkins, Bishop]  
The familiar put-in-the-put of the Charlie Ventura sax puts the stamp on this lovely reading. Bestful, enjoyable and good quality music.

"LOVER" (2:25)  
[Famous ASCAP—Rodgers, Hart]  
Ventura paints with a quick tempo reading of the famous Rodgers and Hart tune.

WASHINGTON, D. C.—Kitty Kallen celebrates the success of her two hit Deca Records, "Little Things Mean A Lot" and "In The Chapel In The Moonlight," by buying a brand new Ford station wagon. Handing Kitty the keys is Curtis E. McCalip, chairman of the 1954 Washington, D. C. auto show held at Ed Keeland of Deca's Baltimore office. Kitty is now on a tour of 31 one-nighters. She'll finish the tour in Scranton, Pa., on Labor Day.

King Introduces New Portable Phonograph

CINCINNATI—King Records is introducing a portable phonograph in eight color combinations of authentic school colors such as blue and gold for Notre Dame, green and white for Michigan State, orange and white for Texas, scarlet and gray for Ohio State, red and black for Georgia U., red and white for Oklahoma U., orange and blue, Illinois and blue and white for Kentucky U. These same color combinations will fit hundreds of other universities, colleges, and high schools. The dealer will attach a decal of the preferred school, fraternity or sorority emblem to the inside or outside of the player as the buyer designates.

The specifications of the phonographs are identical, those three-speed player with tone control and the new permanent 45-center, which feature eliminates the removable 45 attachment.

The complete job retails for $19.95, except on the West Coast, where U.1. Approval is required, and there the price will be $21.95. Shipments have already gone forth to all King distribution points. The players will be in stores with the opening of schools and tie in with the school spirit so rampant in the football season.

Promotion pieces for store use include a four-color silk-screen display card and a two-color window streamer.

CLIMBING TO THE TOP!

"DON'T YOU KNOW"

RAY CHARLES
ATLANTIC 1037

LULA REED'S LATEST

"WONDERFUL LOVE"

KING 4726

COBLIN MUSIC CO.
1587 Broadway, New, Y.  

A NEW JORDAN AND A GOOD ONE

LOUIS JORDAN
"LOUIE'S BLUES"

"IF I HAD ANY SENSE I'LL GO BACK HOME"

ALADDIN 2219

www.americanradiohistory.com
SENSATIONAL SUMMER SELLERS
by stars of RCA Victor's Country & Western Caravan!

Don't & M.
Without Even Foley)
See The E.
Wells)
Don't
One Jack)
Get
You Strength)
Even Lonely
Don't
Even 1
Van)
1
Jack)
1
Don't
Even & Jack)
Honky E.
Don't
The
Don't
& Jack)
Wilburn & Tubb)
The &

THE CASH BOX, Music
REGIONAL RECORD REPORTS

two great ballads ... two sure-fire hits

BETTY CODY DEAR SISTER

CAN YOU LIVE WITH YOURSELF?
20/47-5811

the most original talent in country music today

CHARLINE ARTHUR composer, singer, player

THE GOOD AND THE BAD PLEASE DARLIN' PLEASE
20/47-5807

Mack Sanders
KFI—Wichita, Kansas
1. One By One (Fiddle Piecer)
2. Get Out Of My Heart (Faron Young)
3. I Don't Hurt Any More (Snow)
4. Cry Cry Darlin' (Jerry & Gail)
5. Look Back To See (Eddy Arnold)
6. Pick Up Daddy (Carl Smith)
7. Goodnight Sweetheart (Eddy Arnold & Rhonda)
8. Don't Drop It (Terry Fell)
9. I Don't Look For No Love (Jimmie Hughes & Jack)
10. It's The Thanks I Get (Eddy Arnold)

Carl Stuart
WOCF—Boston, Mass.
1. I Don't Hurt Any More (Snow)
2. Even The (Hank Snow)
3. Get Out Of My Heart (Faron Young)
4. Go On (Carl Smith)
5. Goodnight Sweetheart (Jimmie Hughes & Jack)
6. Count In The Rain (Terry Fell)
7. Moon's Over Texas (Ray Price)
8. Texas Blues (Bob Welsh)

Cookie McKeon
KDNA—Tucson, Arizona
1. I Don't Hurt Any More (Hank Snow)
2. One By One (Fiddle Piecer)
3. Even Tho (Fiddle Piecer)
4. Cry Cry Darlin' (Jerry & Gail)
5. Back To You (Carl Smith)
7. Pick Up Daddy (Carl Smith)
8. House Of Glass (Alley Wells)
9. Chapel In The Moonlight (Eddy Arnold & Rhonda)
10. Mooby's (The Callifers)

Dave Walshak
WCMS—Norfolk, Va.
1. This Is The Thanks I Get (Eddy Arnold & Gail)
2. Double Darlin' (Faron Young)
3.칠 (The Fiddle Piecer)
4. Don't Hurt Any More (Snow)
5. We've Gone Too In Revue (Hank Thompson)
6. Ride Away Slim (Slim Whitman)
7. Sparkling Brown Eyes (Eddy Arnold)
8. Lookin Back To See (Eddy Arnold)
9. A Place For You Girls To Live (Faron Young)

Don't & M.
Without Even Foley)
See The E.
Wells)
Don't
One Jack)
Get
You Strength)
Even Lonely
Don't
Even 1
Van)
1
Jack)
1
Don't
Even & Jack)
Honky E.
Don't
The
Don't
& Jack)
Wilburn & Tubb)
The &

Gene Fondren
KTEL—Tyler, Texas
1. Goodnight Sweetheart (Jimmie Hughes & Jack)
2. Don't Hurt Any More (Snow)
3. You're Not Easy To Forget (Faron Young)
4. I Don't Hurt Any More (Faron Young)
5. KF3I—Akron, Ohio
1. This Ole House (Hamblen)
2. Goodnight Sweetheart (Jimmie Hughes & Jack)
3. I Don't Hurt Any More (Snow)
4. Don't Drop It (Terry Fell)
5. Look Back To See (Eddy Arnold)
6. Pick Up Daddy (Carl Smith)
7. House Of Glass (Alley Wells)
8. I'm Going To Step Out (Faron Young)
9. We're Gone Too For (Eddy Arnold)
10. It's The Thanks I Get (Eddy Arnold)

Johnny Rion
KSTL—St. Louis, Mo.
1. Looking Back To See (Eddy Arnold)
2. I Understood Just How You Feel (Jack Ford)
3. I Love You So Much (Price)
4. Even The (Fiddle Piecer)
5. I Don't Hurt Any More (Eddy Arnold)
6. Look Back To See (Eddy Arnold)
7. Tell Her Likes (C. Walker)
8. Goodnight Sweetheart (Jimmie Hughes & Jack)
9. You're Not Easy To Forget (Eddy Arnold)
10. It's The Thanks I Get (Eddy Arnold)

Justin Tubb
WHIN—Gallevist, Tenn.
1. Sorry (Hank Snow)
2. Lookin' Back Hill (Billie Walker)
3. If You Love Me (Eddy Arnold)
4. If You Don't, Somewhere Else (Eddy Arnold)
5. Sparkling Brown Eyes (Piecer)
6. Even The (Fiddle Piecer)
7. Goodnight Sweetheart (Eddy Arnold & Rhonda)
8. You Can't Have My Love (Eddy Arnold & Rhonda)
9. Crazy 'bout Baby (Eddy Arnold & Rhonda)
10. I'm Not In My Right Mind (Eddy Arnold & Rhonda)

Wayne "Saddlegroves" Griffin
KDFE—Albuquerque, New Mexico
1. I Don't Hurt Any More (Snow)
2. I'll Be There (Ray Price)
3. Even The (Fiddle Piecer)
4. As Far As I'm Concerned (Faron Young)
5. I Really Don't Want To Know (Eddy Arnold)
6. One By One (Faron Young)
7. Back Up Buddy (Carl Smith)
8. Oh, I Hope You Love (Cam)
9. You Better Look Out For Me (Hamblen)
10. I Don't Look For No Love (Eddy Arnold)

Joe Morris
WOIC—Chattanooga, S. C.
1. Even The (Fiddle Piecer)
2. One By One (Faron Young)
3. I Don't Hurt Any More (Snow)
4. Sparkling Brown Eyes (Piecer)
5. Night Time Is Cool (Jimmie Newman)
6. Lookin' Back To See (Eddy Arnold)
7. Goodnight Sweetheart (Jimmie Hughes & Jack)
8. Thank You (Billy Walker)
9. A Little Time Out For Love (Eddy Arnold)
10. Mother Went A-Walkin' (Ray Price)

Pop's Country Store
WAGI—Richmond, Va.
1. The Girls Like You (Faron Young)
2. I Can See An Angel (Hank Thompson)
3. I Don't Hurt Any More (Snow)
4. Goodnight Sweetheart (Jimmie Hughes & Jack)
5. Sh-Boom (Bobby Williamson)
6. Ain't No Good (Carl Smith)
7. One By One (Faron Young)
8. This Ole House (Hamblen)
9. Call Me Baby (Chuck Reed)
10. Crazy 'bout Baby (Eddy Arnold & Rhonda)

Clarence Anderson
WEBI—Wichita, Kan.
1. Do You Remember (Hank Snow)
2. Don't Drop It (Terry Fell)
3. Every Time That I See You (Hank Snow)
4. I Don't Hurt Any More (Snow)
5. We've Gone Too In Revue (Hank Thompson)
6. Ride Away Slim (Slim Whitman)
7. Sparkling Brown Eyes (Eddy Arnold)
8. Lookin Back To See (Eddy Arnold)
9. A Place For You Girls To Live (Faron Young)

Lillie Anne
WIRC—North, C.
1. One By One (Faron Young)
2. Countin' In The Rain (Terry Fell)
3. Never (W. & M. Terry)
4. I Don't Hurt Any More (Snow)
5. It Was a Good Night (Eddy Arnold)
6. Go On (Carl Smith)
7. We've Gone Too For (Eddy Arnold)
8. Fooling Around (Hank Snow)
9. Red Hot Raggie (Eddy Arnold)
10. Sparkin' Brown Eyes (Eddy Arnold)

F. M. Smith
WFOR—Ft. Myers, Fla.
1. You Keep Me Hangin' On (Jimmie Hughes & Jack)
2. I Don't Hurt Any More (Snow)
3. You Keep Me Hangin' On (Jimmie Hughes & Jack)
4. I'm Just Drifting (Arms)
5. Sparkling Brown Eyes (Eddy Arnold)
6. Crazy 'bout Baby (Eddy Arnold & Rhonda)
7. This Ole House (Hamblen)
8. Sparkling Brown Eyes (Eddy Arnold)
9. A Place For Girls Like You (Faron Young)
10. Night Time Is Cool (Jimmie Newman)

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

The Nation's
Big 10

HILLBILLY,
FOLK & WESTERN
JUKE BOX TUNES

I DON'T HURT ANYMORE
Hank Snow
(RCA Victor 20-5698; 47-5698)

ONE BY ONE
Kitty Wells & Red Foley
(Decca 29065; 9-29065)

EVEN THO
Webb Pierce
(Decca 29107; 9-29107)

LOOKING BACK TO SEE
G. Hill & J. Tubb
(Decca 29106; 9-29145)
R. Wells & G. Jones
(RCA Victor 20-5770; 47-5770)
J. E. & M. Brown
(Fabor 107; 45-107)

SPARKLING BROWN EYES
Webb Pierce & The Wilburn Brothers
(Decca 29107; 9-29107)

SLOWLY
Webb Pierce
(Decca 28991; 9-28991)

GOODNIGHT, SWEETHEART, GOODNIGHT
Johnnie & Jack
(RCA Victor 20-5775; 47-5775)

ROSE MARIE
Slim Whitman
(Imperial 8236; 45-8236)

I REALLY DON'T WANT TO KNOW
Eddy Arnold
(RCA Victor 20-5525; 47-5525)

DON'T DROP IT
Terry Fell
("X"-0010; 4X-0010)

THE CASH BOX

THE CASH BOX

The Dickerson Show

DALLAS—Sixty-five, half-hour tapes of “The Dub Dickerson Show” are being transcribed in Dallas by John A. Meredith, Philadelphia advertising executive. The shows are being edited to be leased and broadcast over 30 radio stations throughout the nation. Each show will star Dickerson, two comedians, the band and a guest star. Filled in the foreground above, rehearsing for the show are J. to J.: Charles Wright, Dickerson’s manager; Johnny Meredith, producer, Jim Beck, announcer; and Dub Dickerson Capital record artist and star of the show.

Dub Allbritten To Devote Full Time To Red Foley

NASHVILLE, TENN.—A decision made public this week revealed that Dub Allbritten has given up the managerial reins of Ernest Tubb and Hank Snow, two of Grand Ole Opry’s top properties, to devote his full time to the personal management of Red Foley.

With a heavy schedule of personal appearances and other business interests, the management of Hank Snow and Ernest Tubb each require the undivided attention of personal direction, which posed a problem for the one manager . . . directing the affairs of two top artists. This move came about on the heels of a record-breaking personal appearance tour by Foley in Florida, breaking house records in the following cities: Tampa, Orlando, Daytona Beach, Ocala and Jacksonville. Allbritten and Osceola Davis directed the promotion during these engagements.

The move to Springfield, places Allbritten at the helm of the newly formed “Red Foley Enterprises, Inc.” which controls all phases of Foley’s activities.

Tubb and Snow will now receive their direction and personal appearance bookings through the facilities of WSM’s Artist Service Bureau, headed by Jim Deny, who also directs the affairs of all other Grand Ole Opry artists.

Plan Hank Williams Memorial Day

NEW YORK—Plans are now being made for a tremendous tribute to the great Hank Williams in Montgomery, Alabama on Tuesday, September 21st. The program to be known as “Hank Williams Memorial Day” is being organized by the Al wizards Shrine Temple with the entire proceeds to be turned over to the Shrine Charity Fund, Country and western artists as well as state, city and county officials are participating in this memorial program. A parade which will include 25 floats depicting the “Life Of Hank Williams” will be the highlight of the day. MGM Records and its distributor in Atlanta will work with disk jockeys, juke box operators and dealers in the south for this affair. MGM Record through Shirley Hammer will start on her own television show in Canada on October 3rd. She will be sponsored by General Electric.

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

1. I DON'T HURT ANYMORE . Hank Snow (RCA Victor)
2. EVEN THO . . . Webb Pierce (Decca)
3. ONE BY ONE . . . Kitty Wells & Red Foley (Decca)
4. GOODNIGHT, SWEETHEART, GOODNIGHT . . . Johnnie & Jack (RCA Victor)
5. LOOKING BACK TO SEE . . . G. Hill & J. Tubb (Decca)
6. SPARKLING BROWN EYES . . . Webb Pierce & The Wilburn Brothers (Decca)
7. GO BOY, GO . . . Carl Smith (Columbia)
8. COURTIN' IN THE RAIN . . . Bubba T. Turner (Four Star)
9. THANK YOU FOR CALLING . . . Billy Walker (Columbia)
10. DON'T DROP IT . . . Terry Fell (X)
11. OUT BEHIND THE BARN . . . THIS IS THE THANKS I GET . . . NIGHT TIME IS CRY TIME . . . BACK UP BUDDY . . . CRY, CRY DARLIN'.

“IT’S WHAT’S IN THE CASH BOX THAT COUNTS”

ANOTHER WINNER!

CARL SMITH

Singing

A great ballad

“IF YOU SAW HER THROUGH MY EYES”
(You’d See Her Differently)

DRIFTWOOD MUSIC

“GO BOY, GO”

VALLEY PUBLISHERS

COLUMBIA 21266

DRIFTWOOD RECORDS
1467th Ave. N.
Nashville, Tenn.

August 28, 1954
1. I DON'T HURT ANYMORE
   Hank Snow (RCA Victor 20-5698; 47-5698)
2. EVEN THO
   Webb Pierce (Decca 29107; 9-29107)
3. ONE BY ONE
   Kitty Wells & Red Foley (Decca 29065; 9-29065)
4. GOODNIGHT, GOODNIGHT
   Johnny & Jack (RCA Victor 20-5715; 47-5715)
5. LOOKING BACK TO SEE
   Garland Wilson & Junior Tage (Decca 29145; 9-29145)
6. SPARKLING BROWN EYES
   Webb Pierce & The Wilburn Brothers (Decca 29197; 9-29197)
7. SLOWLY
   Webb Pierce (Decca 29991; 9-29991)
8. I REALLY WANTED TO KNOW
   Eddy Arnold (RCA Victor 20-5325; 47-5325)
9. GO BOY GO
   Carl Smith (Columbia 21266; 4-21266)
10. ROSE MARIE
    Slim Whitman (Imperial 8326; 45-8326)

LOVETT SISTERS
(Imperial 8326)

"SOMETIMES, SOMEWHERES"
[Commodore BMI—C. Lovett]
[Decca BMI—C. Lovett]
[Starday BMI—C. Lovett]
[Decca BMI—C. Lovett]
[Starday BMI—C. Lovett]
[Decca BMI—C. Lovett]
[Starday BMI—C. Lovett]
[Decca BMI—C. Lovett]
[Starday BMI—C. Lovett]

"I'M GOING TO CRY"
[Acuff-Rose BMI—Robbins]
"CALL ME UP"
[Acuff-Rose BMI—Robbins]

MARTY ROBBINS

Marty Robbins comes up with a two-sided coin-catcher and both
.ends should climb in the direction of the joke box throne. The artist
attains a lot of depth with his lovely rendition of "Pretty
Words" and his latest pair should have
hearts rolling in like wild
fire. Top portion is a beautiful
middle tempo romantic lament
dubbed "I'm Too Big To Cry." The
mellow voiced chanter delivers the
tender lyrics with the utmost of
feeling. On the lower lid Robbins
takes hold of a quick tempo love
theme, titled "Call Me Up" and treats it to another winning vocal
job. Two terrific Robbins originals
with the upper deck stepping out.

FRED CRAWFORD

"EACH PASSING DAY" (2:19)
[Starrite BMI—J. Norton]
Fred Crawford checks out a catchy, Latin-flavored
ditty that's sure to brush
the spins. Pleasing lyrics and melody
are blended out in solid style by
the chanter.

"NEVER GONNA GET MARRIED AGAIN" (2:15)
[Starrite BMI—L. Hayer]
Fred Crawford lends an inviting vocal to a fast paced, sentimental tune.
Colorful instrumental support on both sides.

CHET ATKINS

"MISTER MISERY" (2:35)
[Athens BMI—C. Atkins, L. Irwin, C. Atkins]
Chet Atkins' great guitar
pickin' combines with Red Kirk's
masterful vocal effort on a ditty that
could smash through in a big way.
A very pretty platter. Watch it.

"SAN ANTONIO ROSE" (2:27)
[Townes ASCAP—W. Billis] Filip
features a bright, rhythmic rendition by Atkins on a lovely oldie. A solid
cooking, tailor-made for the boxes.

BOBBY WRIGHT

(Decca 29221)

"CRY BABY" (2:12)
[Acuff-Rose BMI—J. Masters] Bobby Wright comes up with a delightful vocal job
on a cute, quick tempo ditty. The ind
grown-up ideas would rather deal with
the love-making girl than the one
who is a sissy. A refreshing etching.

"LITTLE PAPER BOY" (2:28)
[Waller-Forrester BMI—J. Wright, J. Anglin] Lower deck is a middle
beat, heart-breaking tale that the
younger projects in real sincere
fashion.

MARTY ROBERTS

(ACord 64179)

"ST. LOUIS BLUES" (2:42)
[Holly BMI—C. Handy] The smooth chord of Marty Roberts stand out as the artist delivers a top
drawer country version of the W. C. Handy
classic. Tune has hits qualities.

"BRAND NEW LOVE AFFAIR"
(2:20) [Peer International BMI—E. Erek, M. Robins]
On this side Roberts comes through with a zestful
performance on a happy sounding,
lieder-like piece. Delectable instru-
nmental backing.

"It's What's in THE CASH BOX That Counts"
Eddie Dean scheduled to headline the Wichita Rosedale September 23-24. Dusty Owens (Columbia) just completed dates in Maine and through Canada. Owens played to good business and capacity houses in Canada. Bill Monroe (Decca) is scheduled for personal appearances in the Carolinas this month. August 22nd, Bill and his group played the park at Rising Sun, Md., Commission August 30th through Washington, D.C., then boys will be working the Carolinas and Virginia territory. Bill is now being booked through Berrie Maudlin, Nashville, Carl Smith (Columbia) did a personal appearance in Lakeeland, Florida Sunday, August 22nd and followed up a week of dates with Webb Pierce, and the Williams Brothers. The Pierce and the Williams Brothers opened in Ocala, Fla, on August 22nd and followed with dates in Tampa, Jacksonville, Orlando, and Daytona Beach. Oscar Davis advanced the show and set up the promotion for the considerable promotion on the Williams Brothers and Jack, Kitty Wells, Joyce Moore, Ken Marvin join the Duke of Paducah 24 hour radio show. An all-day radio show to start at 5 p.m. in Milwaukee Wisconsin. Tommy Snoddy (Coral) took his guest spot with Red Foley on the ABC netter from Springfield, August 1st through the Billy Walker (Columbia) to share the spotlight with Red on August 28th. On September 4th, Skeets McDonald (Capitol) will be the show. Dub Allbritton is now directing the affairs of Red Foley, and is headquartered in Springfield. Stringbean, comic, is now working with Ramblin' Tommy Scott. Dot Barnhart heads up Tommy Scott's new show. 800 Owings, Longview, Texas. Tom Jackson of the Tom and Jack team of Mobile, Alabama in Nashville recently visiting with their friends backstage at the Opry. Fred Wamble of Montgomery was named President of the Hank Williams Memorial Day Program, September 21 in Montgomery, in Nashville August 14th. Also visiting during this period was guest appearance was Army's Faron Young, anxiously awaiting his release from Service in November. Jamboree Attractions reported by the Nashville Sunday newspaper and network radio show. Frankie More has Johnnye and Jack and Kitty Wells working solid schedule with week off for vacation for few Dates later this month and a recording session. Negotiations being completed for Jamboree Attractions to reconstitute a new film, "The Army's Jamboree," of pictures. Bob Ferguson, manager of Ferlin Huskey, reports that Ferlin is now working radio shows and doing TV shows. Both these are now great events at WSM, where the two are now prominently located. August 29, Huskey played a park date in Reading, Pa. John McDonald of WSM will have Cowboy Copas, Goldey, Marty Robbins, Dale Potter, George Mahowny working a fair in Mayfield, Ky. August 17th. Eddie Hill (RCA Victor) continues with his "Eddie Hill Show" over WSM from 11 P.M. until 1:00 A.M. Monday through Friday.

WAX WISE

Eddy Arnold getting off good with his latest release "This Is The Thanks I Get From You" with backing by the Terrell Thomp and composer of the Red Foley time. "As Far As I'm Concerned" has been inked to an exclusive writer's contract by Hill-Range Music of New York. The agreement with Parker and Hill-Range was won for Red Foley by a good word from Rush Keith of WVEE, New Orleans, and who now manages Wally Fairburn, says that Wally's version of "Love Spelled Backward" backed with "Nahin' But Lovin'" is really taking off in his area and promises look good for the newcomer. Lots of luck to both. Jimmy Davis (Decca) getting a big number of airplay on his fan club headed by Miss Alice Johnson, Box 2552, Nashville, Tenn., who is sending out printed sheet highlighting the artist's career. Mel Power of WIBC, Indianapolis, has redone the song "I'm Dreaming of You" in Nashville with his wife for brief visit recently. Reports coming in that Marty Roberts' version of "St. Louis Blues" and "Brand New Love Affair" going big with the operators. Marty's version of the "St. Louis Blues" marks the first time that this particular number has been recorded Country Style, and since most of the country tunes have been based on that time, it seems natural that it belongs in the Country Field. Marty has been on the road promoting the disc, working guest spots, and a prom (Wheeling, W VA, the Circle Theatre in Cleveland, Ohio, and down in Atlanta, Ga., with Texas Bill Streight). Wanting to do the song for the very first time, Marty Walker for the very first time, Marty Walker is doing "St. Louis Blues."

BUFFALO DJ WINS VICTOR COLOR TV SET

NEW YORK—Winner of the RCA Victor Color TV set—Frank Ward, Liberal, Kansas, winner of the station WJBF, New York! The color TV prize, offered some months ago for best "plugs, and promotion" by a disk jockey, station librarian or program director on 3 special contest records, was awarded to Ward for concentration on 4 sides that included a spin on each of the contest sides every hour, 7 times per night, 5 nights a week on the 3600 watt station in the contest period.

The three contest records were the Ames Bros., "My Man," and "The High Tide," and "Somebody Else's Fool." The prize in the contest, a deluxe Gibson banjo, was awarded to Easy Gwyn, Station WBC, Indianapolis, Indiana. The banjo, a magnificent instrument valued at $200, was offered as a prize through the courtesy of the Chicago Musical Instrument Company, manufacturers of the Gibson banjo.

Additional prizes, to be awarded for "radio effort" by a number of runners-up in the contest, is being considered by RCA Victor.

Beginning of the all-out push for both Ward and Gwynn established the records as smash hits in their markets, clearly demonstrating the tremendous, selling power of both the DJs and the stations.

Announcement of the winners, previously scheduled to be made on June 1, was delayed because of the enormous response to the contest from DJs and stations around the country. Several stations lost the interest of local Victor distributors, were included among the hundreds of entries received from around the country as well as many other intense and unimportant promotions.

The RCA color TV set, a 15-inch tube mahogany console, includes installation and service policy for the winner. Judging of the contest was by exes of the RCA Victor Record Department.

THE

WILBURN BROTHERS

"A LITTLE TIME OUT FOR LOVE"

DECCA 29109

CEDARWOOD PUBLISHING CO.

1467 6TH AVENUE, NASHVILLE, TENN.

St. Louis Woman Goes 'Country Style'...with MARTY ROBERTS "ST. LOUIS BLUES"

b w "Brand New Love Affair"

CORAL 44179

"I'M BEGINNING TO REMEMBER"

(Already kicked off big in Tennessee and Louisiana)

Chees No. 4859

"IT'S WHAT'S IN THE CASH BOX THAT COUNTS"

The Cash Box, Music
Page 27
August 26, 1954

www.americanradiohistory.com
the distinctive, new

Select-o-matic

LEADER IN STYLE  Distinctive styling marks every line of the beautiful new Select-O-Matic "100"... from the exciting sweep of the one-piece glass top... to the symbolic bandshell background that cradles the mechanism... to the smartly styled grille and base. But a picture doesn't do it justice... see the new Select-O-Matic "100" at your Seeburg Distributor.

LEADER IN PERFORMANCE  Beauty is only part of the story. The new Select-O-Matic "100" has feature upon feature to simplify operation and realize the maximum potential from every location. For more information on Select-O-Matic "100" design features...

SEE OUR OTHER TWO-PAGE ADVERTISEMENT

IN THIS ISSUE

America's Finest and Most Complete Music Systems

Seeburg
DEPENDABLE MUSIC SYSTEMS SINCE 1902
J. P. SEEBURG CORPORATION
Chicago 22, Illinois
HERE'S WHAT THE REMOVAL OF ALL WORN-OUT, MARRED, SCARRED, DIRTY, UGLY, PLAY-DEAD, PREWAR MACHINES MEANS TO:

1 - OPERATORS

Music operators admit that the 'best' they can obtain is approximately 85 per week gross and, usually, only on a rental basis can they obtain even this much.

This means, if the music operator who owns prewar clunkers will check with any Certified Public Accountant, and allow the accountant to go thru his costs and expenses, he will learn that he is actually losing about $2.50 each week.

Intelligent music operators have learned that it costs them $7.50 per week to service and maintain this type of phonograph.

By removing these old, ugly, dirty, vermin-infested clunkers, the operator not only stops losing money, but at the same time he finds himself getting a better reception from his location owners as well as from the public.

Even more important, he eliminates much adverse publicity from being smashed down on his head, and down on the heads of all the peoples in this industry.

To earn a profit, instead of endure a loss, the operators must pull off all the prewar, dirty, filthy clunkers from their routes, whether these are phonographs, games or vendors.

2 - DISTRIBUTORS

actually become finance firms for the operators, the money an operator owes him if that operator's route is jam-packed, or even partially filled, with old prewar, dirty, filthy, despicable clunkers?

A distributor issuing credit to such an operator is actually gambling with his livelihood, with the nation's coin machine distributors have what chance the distributor to be assured of his business, with his reputation.

The distributors can, by hard and conscientious work, more than double their business if they will concentrate on removing the old, dirty, filthy prewar clunkers from the territories they cover by attractive sales deals.

3 - MANUFACTURERS

The tremendous amounts of money which any manufacturer in this industry has to invest in materials, components, tools, dies, labor, and goodness knows what else, and then wonders just what his production schedule will be, if and when he hears from his distributors.

He can be assured peace of mind if he will place his full powers and facilities behind his distributing organization in an effort to clear away the hundreds of thousands of prewar, dirty, filthy phonographs, games and vendors from blocking off what can become outstanding locations for the beautiful, modern equipment which he now manufactures.

Removal of these dirty, prewar clunkers alone would keep every manufacturer busy for years with top speed production schedules.

GRAB A BROOM TO BRING ON A BOOM BY SWEEPING ALL THE OLD CLUNKERS AWAY!
Beyond its striking beauty, its incomparable performance, the new Select-O-Matic "100" is the most efficient, easiest-to-operate music system ever built. Here, on these two pages are engineering features that are typical of the new Select-O-Matic "100".

Entire mechanism slides out from front and rests on selector castings for easy cleaning and servicing.

Title strip selection panel is held firmly in place by two magnets (inset). Just lift out... no mechanical latching.

Key panel is simply removed by releasing two sliding lock fasteners.

The new electrical selector is designed for ease of service. Includes credit switch.

Single service switch permits complete control of entire mechanism.
Six-position, positive action lid support. Spring action safety catch. Title strip holders lift out from top. Double, full-size title strips inserted or removed from sides.

Pilferproof coin box. Cast aluminum door, steel reinforcing bezel, and new lock minimize tampering. Selection counter keeps record of total plays. Electronic assembly on hinged door drops to any position to permit servicing without stopping phonograph.

Lower cover panel affords easy access to amplifier and selection receiver. Inline selector can be removed independently of mechanism after removing upper cover panel. All tests made under actual operating conditions without loss of revenue. Handholds and loading strips.

PLUS - FULL-SPECTRUM HIGH FIDELITY
PLUS - OMNI-DIRECTIONAL SOUND

Seeburg
DEPENDABLE MUSIC SYSTEMS SINCE 1902
J. P. SEEBURG CORPORATION
Chicago 22, Illinois
NEW EQUIPMENT CLIX

Distrib's and Ops Reported Pleased With New Equipment Presented by Manufacturers to Help Start Fall Season With Biggest Biz Boom Yet

CHICAGO—What do distributors and operators think of the new equipment the manufacturers are putting on the market? There's no doubt about it, the people are going to be playing the best phonographs and games they've ever enjoyed.

These, and other similar statements, can be continued hereafter paragraph, as distributor and operator visits to the factory is the ultimate test of the manufacturers' latest efforts.

By far and large, all agree, the new types phonographs and games are the finest the industry has yet seen.

There is a general belief, among all those who were questioned, that this better and more attractive equipment is bound to boom take all along the line.

Some distributors who came to town with very grim outlooks to see new equipment, reporting on arrival, "Business in our territories is off in some cases, anywhere from 40% to over 50%.

A. B. T. Speeds Production To Equalize Backlog

CHICAGO—A. B. T. Manufacturing Corporation, this city, resumed operations on Monday, this past week, with an all-out production schedule, following a two-week vacation-time shutdown.

"The backlog of orders for our coin chutes and slug rejectors," reported George Kogy, general sales manager, "is being eliminated by the rapid stepup of our production schedules.

"It definitely looks like we will have to continue our overtime schedule in order to equalize the backlog against orders coming in each day," Kogy said.

There is no letup in sight. Present and future orders should keep us busy for sometime to come," he concluded.

But, after a few days visiting about the factories, these very same distributors left here thoroughly enthused. They are now of the belief that not only will collections perk up tremendously with the new equipment, but that the manufacturers should be commended on the great work they have done over the past months, to prepare such outstanding equipment for the full season.

A well known local operator, whose judgment is much respected by many of the operators in this area, said:

"These are the best phonographs and games to come off the production lines of the factories here.

"Nor is this enthusiasm confined to the dealers by the manufacturers and operators while they are visiting here in Chicago.

"Every after factory can gleefully show long distance phone call reports and wires where orders have been shipped and how local dealers have begun quantities which were purchased by their distributors while visiting with them here.

As one noted sales manager here said, "This, in itself, is indicative of the fact that the average operator, everywhere in the country, was waiting for the kind of equipment which would give him, personally, the enthusiasm he needed to get out and show his location operators what would boom business for all concerned.

With still more factories yet to present their new lines, and with the enthusiasm which has already been stirred up, there is every belief here that the industry can carry the original optimistically to one of its very best Fall seasons.

HOLYOKE, MASS. — Ralph Ridge-way, president, Western Massachusetts Music Guild held their organization held one of their most important meetings of the season in the Roger Smith Hotel, this city, on Tuesday night, August 10.

More than seventy-five per cent of the membership was in attendance, and a number of important matters were voted upon among which was a long-range program for Public Relations, which they think should get into full swing this fall.

Art Moreau and Earl Poitrains, Holyoke Amusement Company, were admitted to membership.

Visitors attending the meeting were Charlie Suesens, Suesens Distributing Company, Boston, Wurlitzer Distributors, and staff members James Donahue, service engineer, and Robert rt. Thomson, sales manager, Hank Peteet, Wurlitzer factory engineer, and Bill Bolles, representing J. H. Keesey & Company, also were present. Sullivan was present as a director for the group, and displayed the Wurlitzer phonographs.

While most of the meetings of the Western Massachusetts Music Guild are held at the Ivy House, West Springfield, the next meeting will take place at the Highland Hotel, Springfield, on Tuesday, September 14. After the September 14 meeting, the schedule calls for two meetings in each month, taking up the meetings for the first and second Thursday of each month. All of the meetings, starting with September 28, and continuing through the winter, will be held at the Ivy House, West Springfield, unless members are notified otherwise.

Refuses to Prohibit Import of Phonos to England As British Manufacturers Request

LONDON, ENGLAND — Several weeks ago, legislation was passed permitting, for the first time since the war, the import of coin operated music machines into England, to the extent of 10,000 English pounds.

English manufacturers of music machines are objecting, and in a meeting in the House of Commons, a representative of a manufacturing firm asked Peter Thorneycroft, president of the Board of Trade, if he was aware that the British manufacturers were capable of producing sufficient equipment for the English operators; and whether, in view of this, he would prohibit the import of these machines from Western Germany.

Thorneycroft replied, "Coin-operated phonographs are admissible from Western Germany under the open license as gramophones, and I regret that my honorable friend was informed on July 8 that they are included in the quota for amusement machinery. I understand that British firms have considerable manufacturing capacity for these machines, but I am not prepared to prohibit their import from Western Germany since such a prohibition is not necessary to safeguard our balance of payments."

The president was asked, "As Mr. Minister is not prepared to prohibit the importation of these machines, would he at least try to obtain an assurance from the importers that they will maintain the same standards of distribution of these machines as is at present operated by United Kingdom manufacturers?"

Minister Thorneycroft answered, "They are on open general license in this country, and I do not think that we can impose on exporters a condition about their distribution."

Western Massachusetts Music Guild Holds Big Meeting

Plan Public Relations Program

German Coinman Visits N. Y. and Chi

NEW YORK — Gott Schulz, Braunschweig, Germany, flew into this city on Friday, August 12, and with Mrs. Schulz, spent a week in New York and Chicago before taking the United States line back home on Friday, August 20.

Schulz, owner of the German trade publication, Der Automaten Markt, is also distributor for J. P. Suesens Corporation in Western Germany, and manufactures an amusement machine.

Upon his arrival in the United States, Schulz spent an afternoon at the offices of The Cash Box in New York. After the week-end, he took off for Chicago for two days. Upon his return to New York, Schulz had a long discussion with Al Denver, president of the Music Operators Association of New York.

Due to the limited time available to him here, Schulz stated he would return to the United States some time in the near future for a more extended visit.

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There is no letup in sight. Present and future orders should keep us busy for sometime to come," he concluded.
now - new
HI-FIDELITY
HI-PROFITS
in the
Bag!

Get acquainted with the
ewest member of the
ROCK-OLA
Family...
at Your Distributor's
Showroom today!

* Comes equipped with jumbo-sized cash
  bag to accommodate the tremendous play
  you can expect from this phonograph.

ROCK-OLA MANUFACTURING CORPORATION
800 NORTH KEDZIE AVENUE • CHICAGO 31, ILLINOIS

"It's What's in THE CASH BOX That Counts"
PIERRE, S. D. — Gordon Stout, head of the Gordon Stout Company, this city, believes the possibility of creating good-will for the music machine business, is conducting an advertising campaign in the local newspaper.

We reproduce herewith one of the ads Stout ran in the "Capital Journal":

"A BUSINESS DESIGNED WITH PLEASURE IN MIND"

We took in the "Holiday on Ice" show at Huron, It made the third ice show we've seen. Some say, to see one ice show is to see them all but that is true only in so far as the skating is concerned. The trick and fancy skating does run pretty much the same but then skating isn't the half of a modern day ice show.

Nothing adds more grace, charm and pulse to the human body than does a well used pair of skates. The modern day ice show capitalizing on this fact has evolved itself into a gigantic musical revue, that no one can equal a staging set on ice. Scenes and sets adapted to the musical scores of our great masters, made of this 1954 ice show, for me at least, a surpassing attraction.

I came home feeling that ours is after all, one of the best of all possible worlds and that this lively juke box business I'm in, is not so lonely after all, but rather, one of the best of all possible businesses. Music, was the best part of this ice show and it is music that makes for the friendly, enjoyable atmosphere wherever juke boxes are.

No doubt, live music, if good, would be preferable, if the cost were not prohibitive, but juke boxes do supply a special service for individuals who want to obtain from live music. With juke boxes the customers can have music when they want it. They can select what they want from the program displayed and a nickel tip to the juke box is all it takes to have it played for you.

The world's best musical talent, the nations currently popular music, in sweet style, rhythm and blues, folk, western and old time favorites are all there on the juke box for you.

Then too, the modern day juke box gives true life like reproductions of these master works, so hear me while I shout the praises of music and miracle of music reproduction that is made available to the general public all on account of juke boxes.

Think of it, mine is a business that provides fun for everyone. A business designed with pleasure in mind.

THE GORDON STOUT COMPANY

RELAXING

NEW ENGLAND NIBBLES

Big heat pep up coin biz in New England after real cool weather.

Ed Ravreby, World Fair, reported heavier interest in kiddie rides and orders coming in from such diverse spots as a department store in Britt, Ont., and a five and dime in Revere. Ed says collections improving and outlook for full business good. Ope visiting World Fair this week included Curtis Lawrence, Claremont, N.H.; Sol Hurwitz, Neptune Music, Lynn; George Mitchell, Mitchell Music, Boston; Al Dolins, Cape Cod Music; Stan Lackey, Pioneer Music, Boston; Joe Friedman, Brookfield, Ron. Conn. G. E. Miller, Boston; Charlie Platter, local operator; Ed Ravreby, Sylvester Machine, and his son, Carl, on leave from the Air Force. Fred Ravreby, Al Ravreby's son, expected home from serving with the Army occupational forces in Germany, after Labor Day. . . Four Ladies visited Jerry Flatto at Boston Distributor, to receive sales meeting in Holyoke and good sales of Wurlitzers. More sales meetings planned by Seusens thru territory. Max Polansky, general manager, announced Earl Schultz, now music maintenance chief, and Jim Donoghue, Keeney service and maintenance. . . More than 200 ops from all over New England visited Jerry Flatto, Hudson, music sale and exposition, for a showing of the new Rock-Ola model 1452 50-selection phonos on Monday and Tuesday last week.

Interest in new model high among state region ops, he states. . . Bob Jones, sales manager, Red Distributing Co., reported big demand for Bally and United alloys. . . Return to new Seusens was terrific, Irwin Margold, general manager, Trimount Automatic Sales Corp., reported. More orders taken than ever before on any new model. Demand continues high. Vacation period about over at Trimount and most employees back at work. First week of January has been excellent. Don 100, Ben Palazant, APCO regional rep, back from trips which included New York and a week-end at Lake Sunapee, N.H. Ben talked with a number of ops around the territory and reported business picking up.

THE CASH BOX

CHICAGO.—The Gottlieb brothers, Dave and Sol, show their idea on "how to get away from it all." Dave, left, is seen taking it easy in Eagle River, Wisconsin, dreaming of the Muskies he's going to catch. Sol, right, is seen in a candid shot while he was giving his ideas on what can be done to help the industry.

SOUTH DAKOTA MUSIC OP RUNS NEWSPAPER CAMPAIGN TO ESTABLISH GOOD-WILL

JAX JOTTINGS

This last week was almost like old home week around the offices of the distributors. Visitors from far and wide were in town for one reason or the other and it was downright nice to have them with us. We think every operator owes it to himself and to his men to visit the distributors every couple of months. Ideas are discussed and traded with others to mutual advantage. Then too, how else can you know for sure that one or all of the manufacturers don't have something designed to make money on your route, being introduced almost weekly. . . Lionel Louche of Perry was one who made the rounds of the distributors and evaluated each new item introduced since his last trip to town. We vaguely suspect that he also hoped to get a sneak preview of the Seusens which was unveiled at the offices of Wolfe Distributing Company this last weekend. From all reports, the occasion was a gala one with much praise and many congratulations being offered for another beautiful and outstanding model presentation by Seusens. Enjoying the hospitality the very first day were: Charles Sexton, Johnny DeSalvo, Charlie Ledferd, Jimmy Green, Red Green, Karl Henenthal, Bud Reichel, Mr. and Mrs. John Mondelli, Raymond McCombs and party, Mr. and Mrs. Jack Burnside, Mr. and Mrs. Charlie Misner, Lee Boardman, Mr. and Mrs. Paul Platter, Mr. and Mrs. C. E. Lewis, Mr. and Mrs. C. Lewis, Mr. and Mrs. Paul Platter, Mr. and Mrs. W. P. Ward, Jr., Mr. and Mrs. Joe Dillon, George Wilson, Mr. and Mrs. C. C. Lewis, Mr. and Mrs. Humphries, Mr. and Mrs. T. C. Monroe, Mr. and Mrs. E. A. Bright, Jr., Ray Trace, Ely Sack, Mr. and Mrs. Maurice Tatum, Mr. Bobbie Ruth Adams, Mr. M. J. Curtis and Misses and friends—all of Davenport.

Music Distrib. Seeburg Unveiling

CHARLOTTE, N. C.—Music Distributors, Inc., this city, opened its eight to eighty-five operators, their families and friends, at a showing of the new Seusens HP-100-B phonograph, Sunday, August 15.

Mr. and Mrs. Fleishman, Michael Mullin, officers of the corporation, greeted the guests as they arrived.

Operator comments were highly laudatory with much of the praise centered around the new feature of the new Seusens HP-100-B phonograph, R.L. Haire, William Preston, Oscar Hedrick, and Jack Wolfsack of Music Distributors. A. H. Miller, district sales manager for the Seeburg fac-

www.americanradiohistory.com
Rock-Ola Distribs Show New 50 Selection Hi-Fi Phono

CHICAGO—"Our distributors are showing and starting to deliver our new 50 selection, Model 1442, high fidelity, 45 rpm phonograph," was the statement of J. Raymond Bacon, vice-president in charge of sales of Rock-Ola Manufacturing Corporation, this city, this past week.

Bacon was very enthusiastic over the first results which had already arrived at his office from many of his distributors.

He stated, "These men came in, saw our new 50 selection, hi-fi model, and on their return home found the first phonographs they had ordered waiting for them.

"Before we could even clear the first shipments thru our books," Bacon elatedly continued, "we had long distance phone calls from these men asking us to increase their orders and to keep shipping more each week.

"This, in itself," he said, "gives the industry every indication that we have, once again, met the demand of the nation’s music operators and that they now have a 50 selection, high fidelity automatic phonograph which is sure to please their locations as well as the patrons of the locations."

David C. Rockola, president, King Ray, sales manager, Kurt Kluever, assistant sales manager, Donald Rockola, Fred Campion, credit manager, Arthur Ehlert, treasurer, and other executives of the firm, who were busy meeting with their distributors these past two weeks, all are tremendously enthused over the first reports they have received from their distributing organization.

Said David C. Rockola, "We believe that we have met with the approval of the nation’s music operators. These are the men on the firing line who asked for a 50 selection, high fidelity, 45 rpm phonograph. The fact that they so quickly and enthusiastically accepted our new Model 1442 convinces us that we will be a very busy factory for some time to come to supply the ever increasing demand.

Those distributors of the firm who came in first to see the new Model 1442 Rock-Ola hi-fi phono, during the two week private preview showings, have already reordered more than once, executives of the firm report, and even those who came in last have placed very substantial orders for immediate delivery, they stated.

David C. Rockola, along with J. Raymond Bacon, King Ray, Kurt Kluever, and other executives of Rock-Ola Manufacturing Corporation, have extended a very cordial invitation to all the nation’s music operators to visit with their Rock-Ola distributors to see this new phonograph.

"It’s What’s in THE CASH BOX That Counts"
Another "No Slump" Summer

Trade Enjoys Seventh Consecutive
"No Slump" Summer Season

CHICAGO—Operators and distributors admit that this was a “no slump” summer season.

This makes the seventh consecutive no slump summer the trade has enjoyed.

The only slight dip in sales during any summer goes back to 1947, when the trade was just coming out of its war period, and many of the factories weren’t as yet fully prepared to enter peak production schedules of new items.

This summer, leaders here believe, is “the convincing.” As one sales manager explained, “The trade now realizes that summer play can be just as big and outstanding as can play during any other season of the year.”

The fact of the matter is, distributes here say, the best games have been introduced during this summer. They point to the new games which have just been presented and the fact that the operators thrust this entire area, as well as from reports all over the country, are coming in to buy the new equipment.

“It’s a fact,” one distributor here said, “and I feel confident that we simply had to have a slump as the summer came on has been completed.

“The result is that we enjoy just as good business during the summer as we do at any other time of the year.”

“Yes,” he continued, “there may be a dip here and there, but all in all, he claims, “this is so slight that it can be out weighted.

“The full effect of business, especially on an overall basis, draws out the possibility of sales during the summer with the great machines the factories are presenting.”

Montana To Stewart For United Games

CHICAGO — Bill DeSelm, general sales manager of United Manufacturing Company, announced this past week that the state of Montana has been added to the distribution territory of Dan Stewart Company.

The Salt Lake City, Utah, firm is present United’s distributor for the major portions of the states of Utah and Idaho.

“Dan Stewart’s firm is doing a mar- velous job in the area and we are pleased to announce this change,” Mr. DeSelm said. “We know that this firm will do the same in Montana.”

“We have, at United, consider Dan Stewart Company one of the most respected distributing organizations in the West, and are extremely happy to be associated with such an organization.”

“Montana operators,” continued DeSelm, “can rest assured that they will receive the best cooperation and courteous service from Dan Stewart Company for all United products.”

“All our latest games, including “shuffle Targett’e,” are now on display at Dan Stewart’s first in Salt Lake City,” concluded DeSelm.

150 Ops View Seeburg

PHOENIX At Minneapolis, Tenn.

MEMPHIS, Tenn.—Approximately 150 music machine operators from the Tri-State area, comprising the states of Tennessee, Arkansas and Mississippi, visited the showroom of Seaburg-Manss-Pennington Company, this city, on Sunday, August 15, for the showing of the new Seaburg HP-100-3 phonograph.

Greeting the operators for the firm were George W. Sammons, Cotton Pennington and L. C. Sammons, Jr. Representing the Seaburg factory was Gunnar K. Gabrielson, district manager.

“The reception to our new ‘Omni-Directional Sound System’ and the new style cabinet” stated George Sammons, “was the greatest that we have ever witnessed. The enthusiasm for the machine was the greatest ever, and we’re basing our opinion on the amount of orders booked. It looks like the Fall of ’54 and the year of ’55 will be terrific for Seaburg in this territory.”

La Vaughn Johnson, Corinth, reports his business has started off this month with a rise over July figures. . . . Grady Heans, Clovisdale, back from the Baldwin Piano School, says he passed with flying colors. Frank Steel, who took his schooling some weeks ago, was in a luddle with him comparing report cards. The boys have the Baldwin products distributorship for Mississippi in addition to their route of amusement machines. . . . Grady Wallace, Columbus, hard at work with his boys cleaning up the older machines. . . . J. T. Tivy, Columbus, talking over the good old days as he sips a can of beer to help beat the heat. . . . Had a few chuckles watching A. B. (Hubbie) Ford’s three-year-old daughter, Little Melville, giving him a time at the Fairway offices. . . . J. C. Kendrick, Columbus, still working on his new home and from the evidence we’d say he’s a darned good carpenter. . . . J. C. Ed Loftis and W. T. Rominis taking it easy under the fans as they refuse to move until the phones ring. . . . M. R. Bates, Magnolia Amusement, Meridian, now a Twenty Year Clubber. Bates’ first operation was about 300 peanut vendors back in the early thirties. He’s come a long way on peanuts. . . . T. C. Null, Jr. and the boys cooling off with their new air conditioner. . . . J. O. Ford, Laurel, out of town while Mrs. Ford takes care of the business. . . . Also got my report of better business from Mrs. Redd, Laurel, as R. R. Redd was out picking up the nickels. . . . Guy Slay, Hattiesburg, Shay Amusement Company, happy over the completion of his newest enterprise, a track stop. Hattiesburg, 115 miles out of Hatties- burg. Slay has really gone out on this spot, even to foam rubber mattresses, air conditioning, showers and a dining room that looks like the Astor. . . . Woodrow Gamble, F. & S. Amusement, Hattiesburg, taking it easy in the cool office with Ben Gamble and Jerry Hamsbough. . . . Nick Pocaik, Jr, and wife, Muriel, very busy what with their music store and route. Nick added several new spots this month. . . . Dale Duff, Duff Amusement, Hattiesburg, was helping his son paint a speedboat. Says business is great despite the hot weather. . . . Harry N. Evans, Biloxi, making some interesting observations on how to get and hold locations. . . . Charles Morrison on a two-week vacation out Denver, Colo. way. . . . Geo. Morrison will take his vacation in San Diego, Calif. While there George will pick up his nephew, Jeptha Bill Daniels, who is taking his army boot training and bring him home for a two-week leave. . . . L. I. Thoia of Coast Cigar & Tobacco Co., Hattiesburg, reports his route of cigarette vendors holding up fine in collections and lack of service calls. . . . Horace Crane, Bill Amusement, Hattiesburg, was pretty tired as he had worked all night putting a new idea of his own into a motor in his hot rod. Horace wanted to get the car in shape for a race that Saturday night. He’s won many trophies and holds the track time on the New Orleans tracks. His son, Jackie, is coming up with many trophies and is a chip off the old block. . . . Frank Corso, Hatties- burg, has every cigarette machine that ever came out in book form. Says it helps him secure new locations. Frank was elected to the Board of Directors of the National Candy Wholesalers Association at the National Convention, August 3.

Priced Right! Ready for Location! Ready for Location! Ready for Location!

Chicago Triple Score Bowler. $169.50
Chicago Super Match Bowler. $179.50
Chicago Double Score Bowler. $199.50
Chicago Tenth Frame Special. $176.00
Chicago Sammons Bowler. $199.95
United Cabana. $199.52
United Tascam Bowler. $199.25
United Tenth Frame. $149.50
United Super. $150.00
United Deluxe. $24.50
William Sammons Pennant. $5.50
William Major League. $150.00

White - Wine - Phone Today!

We are exclusive factory distributors!

Rally - Williams - Roch-Ola

Lake City Amuse. Co. 4531 Payne Ave., Cleveland, O.
Tel. NE 1-2727

Wurlitzer 1250.... $265
Wurlitzer 1500.... $575

Reconditioned And Refinished Like New!

Terms: 1/3 Deposit, Bal. C.O.D.

A Quarter Century of Service.
2110 N. Western Ave., Chicago 47, III.

ATLAS MUSIC COMPANY

"It's What's in THE CASH BOX That Counts"
Williams NEW DAFFY DERBY
WITH HORSES ACTUALLY GALLOPING ACROSS THE BACKBOX

plus the exclusive "MIDGET PLAYFIELDS" that score a phenomenal money winning scoop for operators!

A RARIN' TO GO WINNER BY Williams

Your "hoss" can be running behind, yet can still come in ahead of the field right up to the final action of the last ball!

Imagery! 2 Self-Contained MIDGET PLAYFIELDS EACH WITH CAPTIVE BALL SPELL "DAFFY" and "DERBY" to ADVANCE SPECIAL SCORE WHEN COMPLETED. AMAZINGLY DIFFERENT!

1. "Your Hoss" selected on mystery basis at start of game.
2. Ball thru top center lane changes selection.
3. Thumpier bumpers and rollover buttons advance miniature horses across finish line.
4. All 6 horses across finish line in any order liles left button rollover to score replays.
5. Selected horse across finish line FIRST scores 1 replay and liles corresponding numbered rollover button for replays.
6. All additional horses across finish line lite up corresponding numbered rollover buttons to score replays when "Daffy" and "Derby" are made.

DAFFY DERBY'S RADICALLY DIFFERENT SCORING PRINCIPLES GET AND HOLD CHOICE LOCATIONS FOR RICH PROFITS!

See the NEW FANTASTIC "CAPTIVE BALL" SCORING!

Available with N or R Lots
Cash Chutes

Available with A or B Lots
Cash Chutes

100% Dependable Play Appeal
3932 W. FIELDMORE ST. CHICAGO 34, ILL.

FOREIGN BUYERS!
We Have For Immediate Delivery
Reconditioned International
"MUSIC" "GAMES" "KIDDIE RIDES"

We stock the most complete line of thoroughly reconditioned Wurliters, Seibers, A&M, Rock-Ola and Ethnic, Machines. Also the finest line of reconditioned Pin Games, Arcade Equipment, Shuffle Alleys and Kiddie Rides.

CABLE US FOR SPECIAL PRICE LISTS.
Parts and Service Manual Available.

INTERNATIONAL AMUSEMENT COMPANY
4232 SPRING GARDEN STREET
PHILADELPHIA 30, PA. (Tel. RI 6-7712)

Chi Aut. Music Ops Open
Bowling Season Sept. 13

CHICAGO—The Chicago Automatic Phonograph Bowling League will open its 1954-55 season on Monday evening, September 13, at 9:15 P.M., at the new G & L Recreation, 3957 West Chicago Avenue, this city.

According to Johnny Oomans, secretary of the bowling league:

"This year we will have a record number of 14 teams competing for the championships as well as individual bowling honors."

"We're mighty proud to be able to point to the great growth of the Chicago Automatic Phonograph League. In fact," he said, "we simply couldn't accommodate all the teams that wanted to enter into the league this year."

The 14 teams will be ABC Music Service Corporation, who will have two teams, just as they did last year; Walter Oomans Sons; Star Music Company; H & B Novelty Company; Gillette Distributing Company; Western Automatic Music Company; Atlantic Music Company; Paschke Phonograph Service; Coven Music Corporation; Melody Music Company; Decca Records; Mercury Records and Coral Records.

Oomans also extended an invitation to one and all interested in the automatic music industry here, "to come on over opening night and enjoy one of the grandest times anyone could ever have watching the men bowl for the first night of the 1954-55 season."

He also stated, "We hope to have the biggest crowds we've ever had turn out to root for the teams they like best."

"Last year we had dozens of roosters appearing almost every bowling night. This year," he concluded, "we hope to have hundreds of operators, friends and boosters come out."

Westchester Ops Plan Dime Play

WHITE PLAINS, N. Y.—Most of the members of the Westchester Operators Guild met at the American Legion Hall, this city, on Monday night, August 16, to discuss the play for their music machines.

A majority of the operators present decided that they would adopt dime play, 4 for 25¢, with the installation of all new music machines. Those operators who do not wish to operate at this price, will arrange whatever charge they desire.

Milwaukee, Wis.—A strong turnout of operators and their families viewed the new Seeburg HF-100-R phonograph at the S. L. London Music Co., Inc., showrooms, this city, August 8 and 9. Operators who attended came in from Milwaukee, Wisconsin and Upper Michigan.

Sum London, head of the firm, Perry London, Nate Victor and Joe Robbins formed the welcoming committee.

On hand from the J. P. Seiberg Corporation were C. T. McKelvey, director of sales, and Bob Dunlap, district manager.

Operators Irv Barrett, Eilene, and Frank Koelske, South Milwaukee, were awarded door prizes.

The general run of comments were great in their praise of the new phonograph.
**T. B. Holliday Co., Columbus, Conducts Bally Service School**

COLUMBIA, S. C.—Despite temperature which soared to 106 degrees, over 100 operators and servicemen from all parts of South Carolina gathered at T. B. Holliday Company, this city, on August 3, 4 and 5 to attend a Bally service session for servicemen conducted by Paul Calamari, Bally field engineer.

T. B. Holliday, commenting on the success of the Service School, stated, “Never in our long time in business has it been possible to hear the wonderful comments from those who were in attendance. Every one reaped a great deal of satisfaction and they left here feeling more qualified to render better service and maintain equipment more efficiently. Credit goes to Paul Calamari, whom we feel was responsible for the many fine comments we received.”

Pictured below are several pictures of the operator groups who were on hand. Calamari can be seen in top photo alongside the Bally machine.

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**Bally Service Schools Held In New York, Newark and Philadelphia**

NEW YORK—Bally Service Schools in three eastern cities were held this week, and Ben Becker, regional sales manager, and Paul Calamari, Bally service engineer, who conducted the sessions, report they all were well attended and enthusiastically received by the operators.

Becker and Calamari headed sessions at Runyon Sales Company, this city, Monday and Tuesday, August 16 and 17; Runyon Sales Company, Newark, N. J., Wednesday and Thursday, August 18 and 19; and Scott-Crosse Company, Philadelphia, Pa., Friday, August 20.

Upon the completion of the sessions, Calamari left for Chicago, where he will await further instructions from the factory, and Becker will spend the week with Perry Lowengrub, Runyon, seeing operators in the New York area.

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“*It’s What’s in THE CASH BOX That Counts*”
NEW!

Keeney's CENTURY BOWLER

Supplies players with this sensationally popular feature that captures and holds the play!

CHANGING VALUES
AT THE START OF EVERY FRAME

Scoring values of Strikes—Spare—and Blows shuffle automatically after each frame on a mystery basis and range from 30—20—10 all the way to 300—200—100. Can be set to advance progressively each frame. Balanced scoring keeps each player in the game from start to finish. Strikes keep on shooting in 10th frame.

6 PLAYERS for BIGGER PROFITS

PLEXIGLASS PROTECTED ROLLOVERS

CHOICE TERRITORIES OPEN FOR DISTRIBUTORS!

9 foot Playfield on 8 foot Cabinet
8 foot Playfield on 7 foot Cabinet
NATURAL WOOD GRAIN GENUINE FORMICA PLAYFIELD

SEE YOUR DISTRIBUTOR

FOR SALE

$223.00 Value For $48.

If you have merchandise for sale. If you want to buy. If you are seeking to trade equipment. If you want to get ahead and stay ahead of your competitors—take advantage of the greatest value ever offered in all publication advertising history.

Here's What You Get: 52 classified ads of 40 words each, one ad in each week's issue of "The Cash Box" for the full year of 52 weeks. These 52 classified ads of 40 words each, at the present rate of 10c per word, would cost $208.00 for the full year of 52 weeks' issues of "The Cash Box". And, in addition, you get a full year's subscription to "The Cash Box", regular price $15.00, so that you have each and every week's issue complete—not just a tear sheet or a proof of your classified ad—but the full and complete week's issues of "The Cash Box". A total of $223.00 value for only $48. Send your check for $48 and your first classified ad today to: THE CASH BOX, 26 WEST 47TH STREET, NEW YORK 36, N. Y.

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

CHANGING VALUES
Exclusive with KEENEEY!

THIS FRAME SCORES

Points are scored in various values indicated on the backglass in "matching frames" when player presses button. MATCHING FRAMES may be set at 3 or 10 and 3-4 or 5.

DIAMOND NUMBER MATCH FEATURE

40

FLEXIBILITY OF PLAY MEETS EVERY LOCATION REQUIREMENT

Use the Changing Frame Values and different Matching Features to give players a change of pace!

HAS EVERY NEW KEENEEY SERVICING FEATURE

SEE YOUR DISTRIBUTOR

SEEBURG SHOWINGS

Wolfe Dist.-Jacksonville, Fla.

JACKSONVILLE, FLORIDA—The Wolfe Distributing Company, this city, held its showing of the new Seeburg HP-100-R phonograph on August 15, Sunday and the response from the attending operators was gratifying to Wolfe and Seeburg officials.

Visitors were high in their praise of the new features offered by the new Seeburg phonograph.

Shaffer Music - Columbus, O.

COLUMBUS, OHIO—The Shaffer Music Company held simultaneous showings in Columbus, Cincinnati and Indianapolis, Ind. of the new Seeburg HP-100-R phonograph on Sunday, August 8.

J. L. Flynn, sales manager, reports that operators were enthusiastic in their praise of the new phonograph. Says Flynn, "Our operators were especially pleased with the new full spectrum high fidelity reproduction plus omni-directional sound. They were amazed that we now have five speakers in our new phonograph.'

ATTENTION!
Coin Machine Manufacturers!

Your opportunity to get GOOD SOLID REPUTATION in the New England and New York States.

Established, successful, capable, excellent reputation, member of "20 Year Club," with experienced and able all regional representatives, thoroughly good rapport, working with operators and jobbers as Regional Sales Manager.

WRITE

BOX 224 c/o THE CASH BOX
26 W. 47th St., New York, N.Y.

Suggest Mfrs. Should Bring
Out Low Priced Mach. For
Chain Store Ops

BOSTON, MASS.—Ed. Ravreby, World Fair, Inc., this city, one of the foremost dealers in kiddle ride machines, advises that Chain Stores are ready for a new idea in equipment.

"Prices are high for Chain Store operators," states Ravreby. "Some one should come out with an interesting arcade piece, 24 x 30 inches floor space—even 24 x 40 inches—and the price to be under $3.00. The Chains demand a big cut these days."

All of Shaffer's company executives, branch managers and salesmen were on hand to greet the visiting operators.

Irv McClelland, district representative for the Seeburg Corporation, was present at the home office showing.
Have You A Better Name for the Automatic Phonograph than "Juke Box"?

Suggested Names Already Received:
- Coin-O-Graph
- Musicana
- Moosivend
- Piccolo
- Phono-Mononic
- Music Selector
- Song Box
- Phone-Matic
- Phonocoin
- Coin-O-Phone
- Musi-Coin
- Music Vendor
- Musiere
- Joymaker
- Pleasurizer
- Trola
- Automatic Music Vendor
- King Box
- J. B.
- Show Boat
- Music Fountain
- Entertainer
- Music Box
- Music Machine
- Music Delight
- Public Music Maker

Bill Gersh
THE CASH BOX
32 WEST RANDOLPH ST.
CHICAGO 1, ILLINOIS

I suggest we call the automatic phonographs of this industry...

Signed

FIRM
ADDRESS
CITY ZONE STATE

"It's What's in THE CASH BOX That Counts"
Exhibit Looks For Biz Upswing

CHICAGO—"Even with business zooming along, and our production and shipping departments blazing with activity, we expect a greater business upswing right after Labor Day," reported W. E. (Ed) Hall of Exhibit Supply, this past week. "Everything," continued Hall, "points to a very prosperous Fall season.

"Orders are coming in at a continual clip. As a result, production has been geared to meet this constant demand.

"'Shooting Gallery' has its own production line," Hall went on to say, "so does 'Junior Jet,' our new kiddie ride for toddlers, and 'Vacumatic Card Vendor,' as well as our other kiddie rides.

"All these products are doing exceptionally well from a sales standpoint and, from all reports, will continue to do so."

Concluded Hall, "We, here at Exhibit Supply, envision a bright picture for the forthcoming months of 1954.'

So. Dakota Phono Ops Plan For Quarterly 2-Day Meeting

PIERRE, S. D.—The members of the South Dakota Phonograph Operators Association will gather at Sioux Falls, S. D., for its quarterly two-day meeting September 13 and 14.

It will be decided at this meet just what charity group gets a music machine, donated by the organization. At this time, and running up to August 31, music machine association members have been circulating boxes, supplying a poster and ballots for the patrons to cast their votes for an organization of their choosing from among Veteran Hospitals, Teen Canteens, Boy and Girl Scouts, State Institutions, Religious Congregations, and similar groups.

Another public relations program contemplated is the sponsorship of a candidate for the Mrs. South Dakota contest.

Norman Zeller, South Dakota's representative at the recent MCA executive meeting in Chicago, will report to the membership at this meeting.

Chicago Coin's Home Run

6 Player Baseball Game
with the 3 way "Match" & "Free Play" Features!

- (1) Match a Number! (2) Match a Number with a Star! (3) Match a Number with 2 Stars!

- Game can be set to operate at 1, 2 or 3 innings per game. Each inning constitutes 3 outs.

- Single player continues at bat until game is over — Multiple players alternate as in bowling games after 3 outs are made.

Rock-Ola Appoints Bradfield Ad and Sales Promo. Mgr.

WAYNE T. BRADFIELD

Summer Spot Special!

SEEBURG 146 SYMPHONOLA with White Dome

WITH

4-5¢ Wall Boxes
3 wire or wireless FREE!!
WITH DAVIS GUARANTEE

Telephone Collect: Syracuse 75-5194

DAVIS DISTRIBUTING CORPORATION

SEEBURG FACTORY DISTRIBUTORS

725 WATER STREET

SYRACUSE, NEW YORK

(Phone: 75-5194)

Central Ohio Specials

New United Shelleys Alloys for Prompt Shipping

"SPEEDY" "BANNER"

New United Shelleys

NEVADA BINGO GAMES

Ice Follies

Palm Springs

Dude Ranch

Beauregard

Bonsai

Cabin Club

Spot Vol

Central Ohio Coin Machine Exch.

323 S. High St.

Columbus 13, Ohio

Capitol 6-7354
There were quite a few operators on coinrow this week. Runyon Sales Company was running a service school for Bally products on Monday and Tuesday, with Paul Calamari, Bally service engineer, holding court, and Ben Becker, Bally regional sales representative, talking it up with many music operators, who didn’t get a chance to see the new Seeburg HF-100-R phone, were dropping into Atlantic-New York Corporation, and also stopping off at Seacon Distributors, to see the new Rock-Ola model 444 coinrow phone. All this activity meant that these ops, while on coinrow, visited most of the other wholesalers.

Operators have been talking of the serious problem which seems to be getting worse every week, Localities where they have equipped are being robbed, and the thieves clean out their machines. They not only wind up without their collections, but the thieves open the machines to get at the cash boxes, adding the expense of repairs. A week or so ago, the police assigned plainclothesmen to patrol areas where the city has parking meters set up, but thieves were breaking into the meters in large numbers. This past week, Mike Munves’ building was entered by thieves, and they did a good job messing up his shows and offices. They couldn’t break into his safe, also, they didn’t have time for hours, but they did steal it. However, Mike isn’t permitting this disturbance to alter his plans to take off with Rose for a week in the country. George Fasser, business manager for the game operators’ association, making plans for a vacation, which he’ll take in a week or so. Harry and Hymie Koenig, Koenig Distributing, busy filling orders for rerecognized phones. Only problem is procuring enough machines to comply with the requests. Harry will leave Monday on a buying trip. Barney (Shug) Supesman, Runyon Sales, reports tests of Willie Blatt’s (Supreme) gun “Ballistic” very satisfactory. Expects a delivery from Florida early next week.

Al Bergman, Sheldon Sales, Buffalo, N.Y., spends several days in the big city. Al visits along coinrow, meeting many friends. He reports his very good. “I thought,” smiles Bergman, “at first, and offhand, that our business had fallen off, but when I checked with past years, I found that it’s better than previous years.” Al has many plans in mind for the coming months, and is busy at this time preparing for what he believes should be his ever had. Perry Lowengrub, Runyon’s roadman, back on the job after his vacation. Perry spent some time at Grassinger’s Country Club in the Catskill Mountains. He and his missus ran into Harry Siskind, another operator, who’s vacationing there with his wife. “We really had a wonderful time with the Siskinds,” states Perry, “and you can tell the world I think Harry’s one swell guy.” Bob Siller, Seacon Distributors, expected back from his vacation on Monday. Al Simon, Albert Simon, Inc., still moaning about insufficient deliveries of Geno’s and Chico’s games to satisfy the demand. On week-ends Al forgets about machines, and visits with his family in the country.

Murray Wollman, games operator, traveling thru the southwest on a vacation. Spent many happy days in Dallas, Tex. So Wollman left and spent a vacation when Murray returns home sometime around Labor Day. At a meeting at the Elks Club, Huntington, L. I., on Thursday night, Aug. 19, the membership of the Automatic Coin Operators Assn., of Long Island, Inc., voted to consolidate the music machine operators into the Music Operators of New York. The association will continue its function as a games and vending association. In a special meeting on Monday night, Aug. 16, members of the Wochenter Operators Guild started working out plans for dime play throughout its area. A. D. Palmer, Jr., advertising and sales promotion manager for The Rudolph Wurlitzer Co., in town for a few days. While in town, A. D. visited with Joe Young and Abe Lipsky, Young Distributing, the firm’s distributor here. Gert Schulz, Braunsweig, Germany, dropped into the New York office of The Cash Box, before leaving for Chicago. Schulz, owner of the German coin market, manages the Seeburg phone and manufactures an amusement machine. After two days in Chicago, Schulz, returned to New York where he visited Al Stare of the music operators association. He left for home Friday, Aug. 20.

Mr. and Mrs. Paul Christiansen of Waterloo, Iowa were in the Twin Cities to attend a wedding and while in town Paul looked over the latest in coin operated games. Norton Lieberman, salesman for the Lieberman Music Company, is called Graffeo since August 6th. Mrs. Steve Grubb gave birth to a 7lb. baby girl and the baby has been named Nancy. H. J. (Tubby) Lyman of Waukon, Minn., was busy man last week. Dave Woodrow had his last week and it was the most successful fair in all its history and it was primarily due to the work and efforts of Tubby who was secretary and treasurer for this year’s show. The Lyman family left Thursday night, Aug. 19, for a short vacation up at the Lake of the Woods on the Canadian border.

Charles and Harold Rose of Fargo, N. D., made the trip into the Twin Cities Monday for new equipment for Mrs. Lucille Wollman, Minn., were in town picking up supplies and records and also shopped for equipment. Tommy Mathews, Novelty Company, of Osakis, Minn., reports that business is picking up in that area. Genial Bill Walsh of Chippewa Falls, Wis., was seen looking over the latest in bowlers. Tom Kady of Grand Forks, N. D., was making the rounds accompanied by Mike Lazikowsky of the B & B Novelty Company, Superior, Wis., made a quick trip into the Twin Cities to pick up supplies and records. See here and there in the Twin Cities last week were Elgin McDaniel of Wadena, Minn.; Hank Krueger of Fairfax, Minn.; Jim Stansfield of Winona, Minn.; Gerald Johnson of Menomonie, Wis.; Chet LeBeau of Chippewa Falls, Wis.; Don Hazwood of Aitken, Minn.; Ben Jahnke of Hutchinson, Minn.; Frank Phillips of Winona, Minn.; Pete Worsman of Mankato, Minn.; Al Rewe, Water- fall, Minn.; Pete Owsley of Fairmont, Minn.; Albert Bigler of St. Cloud, Minn.; Gordon Dunn of Moose Lake, Minn.; Pete Lemene of bemidji, Minn.

"It's What's in THE CASH BOX That Counts"
Wrote Sammy Dieter of Fort Wayne, Ind., "I am never without my 'Bible of the Coin Machine Business.' It is in my brief case at all times and changed verbatim. Yes, people like the 'Cash Box' come in contact with me all the time. They are interested in reflecting on customers.' Jack Nelson, Bobby's sales manager, just returned from a trip to Prescott, Ariz., looking over some coin machines. Also interesting was a story from Bob Gibbons of the Chicago Coin Machine Co., who has the additional title 'RECEIPTS from our 'Jet' and 'Rocket' bowlers are zooming everywhere. The players are simply wild over the new 'Speed-O-Meter' feature.' Jack tells of the many customers he visited with in that district. "It was the day calling and grabbing long distance phones said, "Sure I'm busy. But, I'm used to it. And I know you have no idea when I'll be able to get away," reported Alvi Gottlieb, "Gold Star" is keeping us all busy here at the plant." Alvin reports that there are many great surprises due to the trade from the Gottlieb factory this fall.

Maurie and Eddie Ginsburg still thrilled at the tremendous reception the new Rock-Ola model showing received from the music ops in this area. No Maurie and Eddie, "Only hope we will be able to fill all the orders we took in quick time." Last Saturday night was one of the busiest the Chez has ever enjoyed and biggest front of the season was that of Bill O'Donnell. Curt Doss and the Dresel bowlers, including Don Mooney and Milton Marber. Both going great guns in their respective distributing businesses.

Bill Fitzgerald, AMF's adman, phones from Grand Rapids and concludes the long distance conversation with a terrific joke about two Englewood execs. "Roy C. Klein to tell it to you. George Kay, ABT's sales manager, in a dither this past Monday trying to handle all the orders which accumulated while the plant closed for its two week's vacation time. Said George, "Sure do wish that our production manager, Hank Schwab, was also back from his vacation to help keep things up so we could fill these orders faster." Kurt Roediger, now that the Rock-Ola showings are over, reports: "Brother, I could use a week's rest. Whew." J. Raymond Bacon, in the meantime, dashes for the West Coast to meet with the firm's distribr there. Maybe this is the answer as to what can be done with closed-up movie houses. Seems that Chicagoans are hopping over that downtown movie theatre about a half block away from the Adolphus Hotel in Dallas and turned it into an Arcade. Result is that the Arcade is doing more business than this theatre ever did. Being right in the heart of the Dallas downtown area may have something to do with it. Still, it's a strange situation. Others may want to follow in their own home towns. Card from Chrysler Nemiroff telling about the fine time he and his family enjoyed on California Way. Said Charley Pieri, "His desk is waiting. C'mon back." "(Charles (Jimmy) Johnson of Globe is being called "the human fireball." All because of the whooping and holier they did at the big All Star-Detroit Lions football game a few weeks ago.

Harry Williams here and there around Los Angeles. "All my orders' sales dept. wishing happy vacations to their very wonderful staffs."—Mildred Thoren.

"HAPPY BIRTHDAY THIS WEEK TO: Ted Garrett, Albuquerque, N. M.; Bill Marner, Cincinnati, O.; Howard N. Ellis, Omaha, Neb.; Dave Bond, Boston, Mass.; WiFiie Blatt, Miami, Fl.; Hyman Silverstein, Cleveland, O.; Thomas D, Green, Glendale, N. Y.; Carl Sipes, Atlanta, Georgia, and more.

Hwiee Freer demonstrating why his left elbow is calloused, by picking up the next phone call to his desk, and showing how he holds the phone with his left elbow resting on the desk. In the meantime, the listening in, Stan Levin of the Chicago Coin Machine Co., who may have heard about a furlough away up in the north country for a few weeks of fishing. As Verbe (Lefty) Mason, manager and pitcher for United's softball team, explaining how they downed Exhibit Supply, 21-11, on Friday the 13th, Ray Riehl boltily continues his long distance phone call to Mexico, smiling now and then at the victory, and Bill DeSelm also listening in while scratching orders for more United's games on the pad in front of him. Bill, by the way, still low man in United's twilght golf league, they say. . . . Art Garvey packing up the snowshoes and red flannels for a trip to the far northeastern country. . . . Bill DeSelm named Don Stewart's Salt Lake City firm as United's distrib for the state of Montana.

Earl Moloney still up in the northwoods with his family. But the boys expect he'll be coming home soon to warm up—in getting mighty cold in the north. . . . Wollf Solomon of Columbus in town visiting about with his many friends and seen in animated conversation over at United. . . . Mike Spano back on the job this Monday morning bright and early and raring to go. . . . Orry Owen back at combination bid and pleasure trip to Portland. Orry thrilled to know how business picked up while he was away. . . . Sam Solomon of Columbus pops into town to visit around the various factories he represents. . . . If you want a $225 value for only $45, and one that will bring in the mammoth, check ad in this issue. Jack Russell, who reports he's "fully retired" and now living in Encino, Calif., seen at the Edgewater this past week. . . . "After all is said and done, do you know of better business?" is the way one noted distrib here squelched some squawkers.
* "I am never without my 'Bible of the Coin Machine Business'. It is in my brief case at all times and changed weekly to be up to date. 'The Cash Box' comes in handy to me every day calling on customers.'

Samuel Dieter
Southern Automatic Music Co.
Fort Wayne, Indiana

* If you are reading someone else's copy of The Cash Box why not mail this coupon today

THE CASH BOX
26 WEST 47TH STREET
NEW YORK 36, N. Y.

Enclosed find my check for $15 for a Full Year (52 Weeks) Subscription.

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

CALIFORNIA CLIPPINGS

LOS ANGELES

From all the indications along coinrow it's going to be a big fall season this year. The introduction of new games and phonos has created a lot of activity along coinrow and reports that more new machines will hit the market by fall has sparked new interest. Robert Diamond, prexy of Automatic Enterprises, is back along the Piece Strip again and has opened offices next to Bard Distributing Company at 2827 W. Pico. He is now distributing Bert Mills Coffee Bars, Habel Ice Cream Machines and Spacecabin Drink Vendors. Charley Robinson, prexy of C. A. Robinson & Co., has been telling everyone to watch out for an exciting new United game which will soon be out. He added that he didn't exactly know what it's going to be or when it'll be here but as Charley says "it's coming." Meanwhile all the boys at the Robinson showrooms have been plenty busy on United's "Tanner" Shuffle alleys and "Jungle" Guns. Nick Carter and Harold Chapman of Nickahob Sales Company have been extra busy making the rounds of their extensive routes. Caught them uncerating a new United "Jungle" Gun and getting it all ready to move out on location. Jimmy Hilliard and Joe Delaney of label "X" dropped in to visit with San Ricklin of California Music Company this past week. Other visitors included The DeCastro Sisters and Cpl. Stewart "Rick" Rose. Mary Reece returned from a week's vacation in San Francisco and calmly surprised everyone with the announcement that she's now a married woman. The lucky groom is Glen D. Garner of San Francisco. The couple were married after just a one-week engagement. Bill Happel is back from his vacation and is again busier than ever at Badger Sales Co. Herman Paster left for St. Paul, Minnesota, after spending two weeks at the Badger showrooms. Fred Gaunt says that he's very surprised over the large number of operators who have been coming in from out of town... A showing of the new Seeberg "I" was held at Minthorne Music Co.'s Phoenix showrooms on Sunday, August 22nd, which was attended by a large crowd of operators. In charge of the showing was Col. John Reece, Phoenix resident manager. Jean Minthorne announced that both the Los Angeles and Phoenix showings were the most successful in the history of their business. In LA more than 500 operators and families turned out for the event... Newest members of The California Music Merchants Association, Los Angeles Division, are Carl W. Fisher, Harry D. Le Roy, Irving Honig, Milt M. Fisher along with Martin Silverman and Lou Dubin of Active Vendors, Inc. Ray Powers, prexy of Ray E. Powers, says that he's still on the look-out for any new coin-operated gadget which he can handle nationally... Bill Leuenhagen along with Mary and Kay Solle recently attended the special cocktail party which was held at the Keyboard Supper Club in Beverly Hills for Matt Dennis. Occasion was held to celebrate Matt's new record deal with RCA Victor... At and Bruce Cane of Cane Distributing Company are back in the groove of things after their trip to Chicago... Phil Robinson has been making the rounds of coinrow chatting with operators and distributors... Operators Mort Leeman and Al Hamlin recently attended the special cocktail party at the Keyboard Supper Club for Matt Dennis. Over at Paul A. Laymon Company everyone is all excited over the new Bally skill shot "Speed-O-Matic" "Jet" Bowler. Lucille Laymon says it's definitely a hit with all the ops. Karel Johnson recently left on his vacation. Britt Adelman, Laymon's charming bookkeeper, is extra happy these days after receiving her final citizenship papers... The showing of the new Seeberg brought many operators in from out of town. Seen along coinrow recently were C. R. Honeyman, Long Beach; Louis J. Troise, San Bernardino and W. H. Dingley also from San Bernardino. Sam Alvarado drove all the way in from Tucson, Ariz., Walter Schinkel from San Diego was also seen along the Bvd. Other visitors included Thomas K. Koski, Long Beach; Ben Korte, Balboa; Irma Bryant, Glendale; M. J. Trevino, Oxnard, who came in with his son M. Trevino, Jr., Mr. & Mrs. Leon Flynn, Wilmington; Fred Ross, Pasadena; C. T. Thompson, Delano; Don Cummings, Long Beach; George Kohler, Redondo Beach; Thomas Workman, El Monte; and Bob & Bonnie Lynch from San Bernardino... Stan Conant, E. E. Peterson, and Noble Craver also came in from San Diego... Charley Wehle, mechanic and route man for Irv Gayer in Las Vegas, was also visiting along coinrow... Another Nevada visitor was Frank Le Fevre of Tonopah. Another meeting of the California Music Merchants Association, Los Angeles Division, was held at the Biltmore Hotel August 17th. George A. Miller spoke before the members discussing such topics as Nat'l. Tax Council, ASCAP legislation, National Uniform Depreciation Schedules and the Public Relations program. He turned the meeting over to Rodney Pantages who spoke briefly before the group. The members voted in three new records which they agreed to feature as Record of The Month on all their machines. They were "I Need You Now," Eddie Fisher; "Don't Drop It," Terry Fell and "Oop Shoop" with Shirley Gunter and The Queens. Diamond Distributing Company is now located in their own new building, on Record Row, near Western at 2900 West Pico. Many operators dropped in during a week-long open house celebration. This makes Abe Diamond the only distributor along coinrow to own his own building.
**FOR SALE**

- **Hi-Speed Super Fast Superflop shuffle board** on sale for $20, paid $50 - 50% off. Dallas, Texas. Sold on money back guarantee. AMI Distributor. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

- **50 Chrome 2020 Wurlitzer Wall Boxes** converted to 48 play, $25 each. Checked and ready for location. MUSIC DISTRIBUTORS, INC., 213 FRANKLIN ST., FAYETTEVILLE, N.C. Tel.: 2-1392.

- **Gene Shull Shuffle Pool** $195; Kenney 10 Player Team Bowler $165; AMI D-40 $395; AMI D-80 Chrome $495; AMI E-120 write, Wurlitzer $500 $525, UNITED DISTRIBUTORS, INC., P.O. BOX 1995, 513 E. CENTRAL, WICHITA 2, KANSAS.

- **United—6 Player DeLuxe Shuffle All** $85, 5-Player $85. COPELAND DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY, OKLAHOMA.

- **Phonographs,** cleaned A-1 condition, ready for operation. AMI D-80 $430 each; D-40 $390 each; Rock-Ola #1436 Fireball $395; Rock-Ola #1017 Side-Winder $105, 1017 $65, 1015 $65. L & L DISTRIBUTING CO., 1600 CLEVELAND PKWY., CLEVELAND, OHIO. Tel.: Main 8751.

- **Farley—Best Offer** for cash, only $250. V币eNrrrrrrnuni. Wurlitzer Club $200; Beauty $260; Beach Club $340; Dude Ranch $360; United A.B.C. $40; United Glover Bowlers $250; Liberty $150; MICKEY ANDER-SON, 314 11TH STREET, ERIE, PENN. Tel.: 7-5749.

- **Bally Atlantic City $150; Farley $185; Yarkhi Club $200; Beauty $260; Beach Club $340; Dude Ranch $360; United A.B.C. $40; United Glover Bowlers $250; Liberty $150. MICKEY ANDER-SON, 314 11TH STREET, ERIE, PENN. Tel.: 7-5749.

- **We are exclusive Distributors in Michigan for AMI, American Shuffleboard, Bert Lane, Chicago Coin, Exeney, Guaco, Gottlieb, Hotline, and Victor Vend- ing. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS, MICH. Tel.: 812-8220.**

- **Bally—Games; late model Bally and United. All in A-1 shape, ready for immediate delivery. Write for full details. RELIABLE COIN MACHINES CORP., 184 WINDSOR STREET, HARTFORD 5, CONN. Tel.: 2-2239.**

- **We are selling our entire line of products. GLOBE DISTRIBUTING CO., 1625 N. CALIFORNIA AVE., CHICAGO 47, ILL. Tel.: ARmignat 6-0780.**

- **Attention, Wurlitzer 1500 and 1700 operators connect 24 and 48 play Wurlitzer Wall Boxes. Selection of Phonographs. Use regular 219 and 248 Steppers and Adaptor. Specify 1500 or 1700. $34.50 each. Satisfaction guaranteed. MIDWEST DISTRIBUTING, 819 WEST SECOND, WICHITA, KANSAS.**

- **Genco, FLORIDA, for sale.**

- **Territory Wash Out. 2000 Bingo in Line Games. All Types, All Shipped, ready for location. Offer for delivery only.**

- **Canadian Operators!** Place low cost "Quizzes" in your music locations. Thousands now in use across Canada. Proven high profits and cost only $219.50 each. For French models available Distributorships open. Write. MO-CHUK ENTERPRISES, 31 INDIAN ROAD, TORONTO, ONT., Tel.: LO 4722.

- **Records!!! 5¢ each wholesale, any label. Free title strips. Quick service. New accounts, token deposit with order. We also purchase surplus records new or used only. PAYMAR SALES CO., 1702 JA- MAICA AVENUE, JAMAICA 32, N.Y. Tel.: Olympic 8-4012, 4013.**

- **For sale—Speaker Wire. 100 ft. 1/25. 500 ft. 71/20. per 100 3 wire 1-20 gauge 2-16 gauge. Stripped Vinyl Jacket 100 ft. 3/35. 500 ft. $720. per 500 5 wire Control Brite Wire. 100 ft. 5-45. 500 ft. 1-50. per 100 in shield Vinyl Jacket, F.O.B. either office. COVEN MUSIC CORPORATION, 318 N. HASTINGS AVE., CHICAGO, ILL. — 1100 NORTH CARROLL AVENUE, INDIANAPOLIS, IND.**

- **For sale—Reconditioned Wire- litters: 1400's $400; 1250's $250. O'CONNOR DISTRIBUTORS, INC., 2320 W. MAIN STREET, RICH- MOND, VA. Tel.: 84-3264.**

- **Evans—Constellation Wire- litters: $225; Shoot the Bear $145; Kenney DeLuxe Bowler $125; AMI A, B, C, D and a complete line of United Bingos and Shuffle Alleys. CENTRAL DISTRIBUTORS, 2515 OLIVE ST., ST. LOUIS, MO. 84-3261 or 3314 MAIN STREET, KANSAS CITY, MISSOURI (West 5528).**

- **Kee D High Score League $169.50; William's DeLuxe Star Series $187.50; United 900 Way F. T. $149.50; United 6 Way De- LUXE $159.50; Domino $139.50; Spot Lite $119.50. LAKE CITY AMUSEMENT, INC., 4553 Payne Avenue, CLEVELAND, O. OHIO. Tel.: HEnderson 1-7577.**

- **For sale—2 Dollar Guns $45 ea.: 1 Six Shooter $100; 1 Chico Gun $50 at $50; 1$-Saddle & Turf @ $325. Call or write AUTOMATIC AMUSEMENT CO., 1000 PENNSYLVANIA ST., EVANSVILLE, INDIANA. Tel.: 3-4506.**

- **For sale—Premium merchandise for coin machine prizes. Over 3,000 articles carried in stock. Write for complete wholesale descriptive price list today. (Established 1932). HATZLER DISTRIBUTING CO., 6100 BLUEMOUND ROAD, MILWAUKEE 13, WISC. Tel.: Bue- moud 8-7600.**

- **For sale—25 Winners like new, cleaned and guaranteed, few new, $75 each or will trade. What have you? WESTERN DISTRIBUTORS 3126 ELLIOTT AVE., SEATTLE 1, WASHINGTON.**

- **Can you afford 92c per week to get ahead and stay ahead of all competition? For only 92c per week you can have a 40 word ad in this section plus a free full year membership in American Phonograph Recording to The Cash Box. "The Bible of the Coin Machine Industry." Send your check $48 payable to THE CASH BOX, 2785 W. 49th ST., NEW YORK 19, N.Y. for the first 4-word ad to: THE CASH BOX, 26 W. 47th ST., NEW YORK 19, N.Y.**

- **For sale—All types used AMI, Wurlitzer and Seeburg equipment. Clean and shipped, or as is. Factory Dis- tributor for Seeburg, DICKSON DISTRIBUTING CO., 631 W. CALIFORNIA, OKLAHOMA CITY, OKLA. Tel.: Regent 6-3691.**

- **For sale—Bally Chicago. Title $250. Bally Chicago $250; Bally Chicago $250. All for $525. Cheese Pizza $45. Palo Alto $295. All for $295.**

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FOR SALE—Bowlers—Advance $365; Gold Cap $300; Triple Score $280; Crown $220; Double Score $220; 10th Frame Special Double In 5th $185; Name Bowler $165; Super Match $145; 10th Frame $140; Match $125; Chicago Coin Deluxe Drum Scoring $100. MONROE COIN MACHINE EXCHANGE, INC., 2125 PAYNE AVENUE, CLEVELAND 14, OHIO. Tel.: Superior 1-4600.

FOR SALE—Spot-Lites $75. TOLEDO COIN MACHINE EXCHANGE CO., 811-816 SUMMIT STREET, TOLEDO, OHIO. Tel.: Atrium 8-6264.

FOR SALE—For nothing—information as to how we established 10 cent play on juke boxes on our route and what effect it has had on our revenues. HENRY C. KNOBLAUCH & SONS, 51 WARREN STREET, GLENS FALLS, N. Y.

FOR SALE—Contact us before you buy. We carry all types of coin machines, new and used. Central Pennsylvania distributor for President, Continental, Chicago Coin, Keene and Bally, WILLIAMSPORT ELECTRONIC & TELEVISION CO., 253 W. 3rd STREET, WILLIAMSPORT, PA. Tel.: 2-3326 or 2-1648.

FOR SALE—Bally Surf Clubs $445; Ice Frothes $375; (used a few days) Palm Springs $395; Palace Beach $165; United Mexicans $465; Reodeos $185; Cabanas $169.50; Williams Army & Navy $95; Wild West Coin, in perfect shape, $99.50; Chicago Coin Super Jet Kiddie Ride, used very little, $250. NEW ORLEANS NOVELTY CO., 115 MAGAZINE STREET, NEW ORLEANS, LOUISIANA. Tel.: Canal 318.

FOR SALE—Beauty $295; Chinatown $85; Control Towers $35; Double Action $75; Disk Jockey $35; Fighting Irish $35; Frothes $230; Harbinger $60; Yacht Club $265. REEL DISTRIBUTING CO., 4910 N. LANDMARK BRIDGE AVENUE, AVE., ST. LOUIS 15, MO.

FOR SALE—Close Out! All Games with Formies and Large Pins. No reasonable offer refused. United Twin, United 4 Player, United 5 Player, United 6 Player, United 8 Player, Deluxe, United Super. Make your own offer on individual games. AMERICAN VENDING COMPANY, 2684 CONEY ISLAND AVE., BROOKLYN 35, NEW YORK. Tel.: DE蔚er 2-9602.

FOR SALE—Complete Arcades or a single machine. The largest stock of new and reconditioned Arcade Machines in the world. Also parts and supplies. Send for new illustrated catalog, MIKE MUNVES, 577 TENTH AVENUE, NEW YORK, N. Y. Tel.: Olicker 4-8628.

FOR SALE—We have a large stock of reconditioned Five Balls, One Balls, Bisca and Phonos. Write for list. WESTERHAUS CORPORATION, 3726 KESSEN AVENUE, CINCINNATI, O. Tel.: Montana 5000-1-2.

FOR SALE—The finest used phonographs in all our history now available for immediate sale. Get our price on any phonograph you want before you buy. UNITED, INC., 4227 WEST VLIET ST., MILWAUKEE, WIS. Tel.: WEN 3-3224.

FOR SALE—Complete line of used phonographs, shuffle games, cigarette machines, all other equipment. Lowest prices. Best merchandise. One letter, wire, or phone call will convince you. Factory Representa-tives for United, Keene, Bally, TARIAN DISTRIBUTING, INC., 3401 N. W. 36TH STREET, MIAMI 42, FLA. Tel.: 64-4854.


FOR SALE—Genco Shuffle Pools, like new $325; Genco Basketball, like new, write; Chi-Coin Crown Bowler, Triple $300; ChiCoin 10th Frame Special, Triple $200; United Olympic S.A. $285; United Cascade, Triple $325; Keeney 6 Player $95. UNIVERSITY COIN MACHINE EXCHANGE, 526 NORTH HIGH ST., COLUMBUS 8, OHIO. Tel.: Uni-versity 6900.

FOR SALE—Reconditioned phonographs, ready for location: AMI; C; AMI D-40 and D-80; Rock-Ola. $385; Wurlitzer 1950. Write for low prices. RUBEN'S SALES COMPANY, 595 TENTH AVE., NEW YORK, N. Y. or 221 FREELINGHURST AVE., NEWARK, N. J.

FOR SALE—Wurlitzer 1080's $75; 1015's $65; AMI $50; AMI C; AMI D-40 and D-80; Rock-Ola. $45. Seeburg 1950. Wurlitzer 1500. Write for low prices. RUBEN'S SALES COMPANY, 595 TENTH AVE., NEW YORK, N. Y. or 221 FREELINGHURST AVE., NEWARK, N. J.

FOR SALE—Shooting Gallery, write; Team Bowler $445; Ame Bowler, new $455; Havana $419.50; Mexico $160.50, WESTERN DISTRIBUTORS, 1226 SOUTHWEST 16th AVE., PORTLAND 5, OREGON.

FOR SALE—One Genco Sky Gunner $150; One Genco $100; One Genco Night Fighter $200; Two Genco Shufflepools $250 each. E.O.B. Houston, Texas. Machines in first class shape. CITY MUSIC COMPANY, INC., 3309 LOUISIANA ST., HOUSTON, TEXAS. Tel.: Key-stone 1011.

FOR SALE—Wurlitzer 1080's $75; 1015's $65; AMI $50; AMI C; AMI D-40 and D-80; Rock-Ola. $45. Seeburg 1950. Wurlitzer 1500. Write for low prices. RUBEN'S SALES COMPANY, 595 TENTH AVE., NEW YORK, N. Y. or 221 FREELINGHURST AVE., NEWARK, N. J.

FOR SALE—Knockout $19; 'Just '21' $10; Bright Lights $100; Spot-Lite $110. AUTOMATIC MUSIC CO., 703 MAIN STREET, BRIDGEPORT, OHIO. Tel.: 250.

FOR SALE—30 Pop-Set Popcorn Vendors, 3 Hawkeyes, reconditioned $59.50 each; 25 Mercury Athletic Scales, counter models $22.50 each. One-half deposit with order. CLEVELAND COIN MACHINE EX- CHANGE, INC., 2029 PROSPECT AVENUE, CLEVELAND, OHIO. Tel.: Towner 1-6715.

FOR SALE—All types reconditioned Coin Operated Games available at lowest prices. Write, wire, phone C. A. ROBINSON & CO., 2301 W. PICO, LOS ANGELES 5, CALIFORNIA. Tel.: DUnkirk 3-1810.

NOTICE—Juke Box Operators—Trade your used juke boxes for cigarette machines. We will sell or trade all types cigarette machines (thoroughly reconditioned), Rowe milk vendors, Cold Snac and Vendo ice cream machines. BRUCE MUSIC AND VENDING SERVICE, 1602 PIERRE AVE., SHREVEPORT, LOUISIANA.

NOTICE—These 3 telephone numbers are important to you: The Cash Box, Chicago, Illinois, 6-2640; The Cash Box, Chicago, II., DEarborn 2-0045; The Cash Box, Los Angeles, Calif., WeBster 1-1121.

NOTICE—We are exclusive distributors for Cole drink machines and Rock-Ola phonographs for Metropolitan New York and New Jersey. Fluent trade-ins available, both products. Advise us your needs. SEA-COAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH, N. J. (Tel.: Bigelow 3-3524) and 500 TENTH AVE., NEW YORK, N. Y. (Tel.: 8Rant 9-6848).

NOTICE—Are you having trouble keeping Plexiglas clean on your juke boxes? Our Meici does the job — 16 oz. bottle $.85. For distributor price and territory, contact MCCA SERVICE CO., 716 N. 19th ST., EAST ST. LOUIS, ILLINOIS.
Originator of the Automatic Selective Juke Box in 1927
AHEAD THEN — AHEAD NOW

**HIDEAWAY HITS**

- HERNANDO'S
- and AMI's

**AMI Incorporated**

GENERAL OFFICES AND FACTORY: 1500 UNION AVENUE, S.E., GRAND RAPIDS 2, MICHIGAN

Licensee: Jensen Music Automates—building the IMA-AMI Juke Box sold through Oscar Siesbye A/S, 5 Palaisgade, Copenhagen K., Denmark

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

www.americanradiohistory.com
<table>
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<tr>
<th>Model</th>
<th>Description</th>
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**NUMBER OF EACH MACHINE OWNED VALUE OF MACHINES HERE**

**FOR INVENTORY PURPOSES ASCERTAIN VALUE BY FIGURE BETWEEN LOW AND HIGH PRICES**

**PHONOGRAPHS (Cont.)**

2. M100B  | '49, 100 Sel., 78 RPM              | 395.00 | 195.00 |
3. M100B  | '51, 100 Sel., 15 RPM              | 675.00 | 375.00 |
4. W4-L6  | Wall Box Set, Light Cab            | 300.00 | 175.00 |
5. W4-L6   | Wall Box Set, Light Cab, 78 RPM    | 825.00 | 475.00 |
6. W4-L6   | Wall Box Set, Light Cab, 45 RPM    | 800.00 | 475.00 |
7. W4-L6   | Wall Box Set, Light Cab, 78 RPM    | 825.00 | 475.00 |
8. W4-L6   | Wall Box Set, Light Cab, 45 RPM    | 800.00 | 475.00 |
9. W4-L6   | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
10. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
11. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
12. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
13. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
14. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
15. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
16. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
17. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
18. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
19. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
20. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
21. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
22. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
23. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
24. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
25. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
26. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
27. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
28. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
29. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
30. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
31. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
32. W4-L6  | Wall Box Set, Light Cab, 75 RPM    | 825.00 | 475.00 |
33. W4-L6  | Wall Box Set, Light Cab, 100 Sel.  | 825.00 | 475.00 |
34. W4-L6  | Wall Box Set, Light Cab, 15 RPM    | 825.00 | 475.00 |
35. W4-L6  | Wall Box Set, Light Cab, 30 RPM    | 825.00 | 475.00 |
### Manufacturers New Equipment

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

#### B.A.T. MFG. CORP.
**Challenger (Counter Model Gun)** $75.00
**Rifle, Sport, 3 and more Guns, plus complete ranges of various types** $1,088.32

#### AMI, INCORPORATED
AMI **"E" 30 Photophone** $795.00
AMI **"F" 30 Photophone** $675.00
AMI **"Photophone"** $1,990.00
W30 3.5 inch Wall Box $195.00
W120 3.5 inch Wall Box $99.00
HS120 Hideaway $725.00
HS120 Hideaway $875.00
AMI-VOX Speaker $275.00

#### AUTO-PHOTO CO.
**Auto Photon** $2,545.00

#### BALLY MFG. CO.
**Moon-Ride** $995.00
**Hi-Fi** $760.00
**Jet-Bowler** $75.00
Model Jet-110, 10 a play $75.00
Model Jet-25, 10 a play $75.00
3 plays for 25c $775.00
**Rocket-Bowler** $1,085.00
Model Rocket-110, 10 a play $710.00
Model Rocket-25, 10 a play $730.00

#### CHICAGO COIN
**Feature Bowler, Single Chute** $685.00
**Feature Bowler, Double Chute** $70.00
**Star Lite Bowler, Single Chute** $685.00
**Star Lite Bowler, Double Chute** $685.00
**Round Trip** World Trainer $1,150.00
6 Player Super Home Run $615.00

#### H. C. EVANS & CO.
**Holiday** (Model 40/45) 100 Selec. 45 rpm $1,050.00
Jubilae (Model 278) 40 Selec. 78 rpm $765.00

#### EXHIBIT HUSBANDS & CO.
**Junior Jet Ride** $950.00
Shooting Gallery $595.00
**Big Brash** $975.00
**Kl Torn The Ball** $975.00
**Feedy The Ball** $725.00
**Rogers Trigger** $1,047.50
**Rudolph The Red Nosed Reindeer** $725.00
**The Night Before Christmas** $725.00
**The Night Before Christmas** $725.00
**Pete The Rabbit** $725.00
**P卡M The Rabbit** With Music $725.00
**Twin Pete The Rabbit** $725.00
**Rambler** $25.00
**Space Patrol** $1,047.50
**Sea Skate** $1,047.50
**Vaccum Card Vendor** $221.50

#### GENCQ MFG. & SALES CO.
**Ruthe Gallery** $625.00

#### D. GOTTLEIB & CO.
**Gold Star** $345.00

#### INTERNATIONAL MUTU CORP.
**Drive Yourself (new Driveable)** $795.00
**Photomat 54** $2,140.00
3-D Art Parade, 10-16 show model $1,050.00
3-D Art Parade, 9-16 show model $950.00
Universal Past Card Vendor $60.00

#### J. H. KEENEY & CO., INC.
**Electric Cigarette Vendor** $284.50
**Coin Changer Model** $304.50
**Billini Bowling** Without Match Feature $630.00
**Single Chute** $645.00
**Double Chute** $645.00
**Century Bowler** With Match Feature $670.00
**Single Chute** $685.00
**Double Chute** $685.00

#### METEOR MACHINE CORP.
**Hoops-and-Lin** $115.00
**Black Beauty** $75.00
**Pony Team** $35.00
**Flying Saucer** $15.00
**Hot Rod Racer** $75.00
**Pony Boy** $217.50
**Rocket** $715.00
** Reco (Grp Scale)** $149.50

#### RITEWAY MFG. CO., INC.
**"3 Dimensional Theatre"** $395.00
**"5 D Kidde Theatre"** $395.00

#### ROCK-OLA MFG. CORP.
Model 1436 "Fireball" 78 RPM $1,385.00
Model 1438 "Count Fireball" 78 RPM $1,385.00
Model 1440 "Count Fireball" 78 RPM $1,385.00
Model 1412, Hi-Fi, 50 Selections, 45 RPM Only $1,385.00
Model 1456 "Count Fireball" 78 RPM $1,385.00

#### J. P. SEEBOURG CORP.
**Hi-100-R** MRV-C Master Receiver
**Hi-12-12 Wall-O-Matic "100"** Volume Control
CVS-8-8 Wall Speaker (Teardrop) $1,044.75
CVS-12-12 Recessed Speaker $1,044.75
PS6-12 Power Supply $1,044.75
ARA-LP Auxiliary Remote Amplifier $1,044.75
AVCJ Automatic Volume Compensator Unit $1,044.75
Ray-O-Lite "Coon Hunt" Speaker $1,044.75

#### UNITED MFG. CO.
**Shuffle Target (Without Match Features)** Regular Model, 10c play $20.00
**Special Model, 10c** $20.00
**Deluxe Shuffle Target** (With Match Features) $20.00
Regular Model, 10c play $1,040.00
**Special Model, 10c** $1,040.00
**Jungle Gun** Single Chute $75.00
**Double Chute** $75.00
**De Luxe Jungle Gun** Single Chute $75.00
**Double Chute** $75.00
**Banner Shuffle Alley (With Match Feature)** Regular Model, 10c play $1,020.00
**Special Model, 10c, 3 for 25c** $2,040.00
**Speedy Shuffle Alley (Without Match Feature)** Regular Model, 10c play $1,020.00
**Special Model, 10c, 3 for 25c** $2,040.00

#### WILLIAMS MFG. CO.
**Daily Derby** $460.00
**Screento** $460.00
**All Star Baseball** $460.00
**Super Pennant Baseball** $460.00
**Major League Baseball** $460.00
**Big League** $460.00

#### THE RUDOLPH WURTZLITER CO.
Model **"7070" Photophone** $1,045.00
Model **"1660-A" Photophone** $1,045.00
Model **"1650-A" Photophone** $1,045.00
Model **"1660" Photophone** $1,045.00
Model **"1650" Photophone** $1,045.00
Model **"512-12" Conversational Speaker** $1,045.00
**Speaker Hi-Fi** $1,045.00
Model **5112-8" Wall Speaker** $1,045.00
Model **5205 5c-10c-25c Wall Box** $1,045.00
Model **5206 5c-10c-25c Wall Box** $1,045.00
Model **5485 5c-10c-25c Wall Box** $1,045.00
Model **5100 8" Speaker** $1,045.00
Model **5110 12" Deluxe Speaker** $1,045.00

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**Note:** The prices listed are subject to change and are not inclusive of shipping costs. For more detailed information, please contact the respective manufacturers directly.
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### PRICES QUOTED FOR LATEST MODEL USED MACHINES IN LEADING U.S. MARKET

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Note: The list above may not be complete and may not include all types of used machines covering the entire industry in every city. For up-to-date, "latest" information, consultation with The City Book is recommended. As an invaluable, outstanding and original service for the entire industry, compiled entirely and exclusively by The City Book, all model and equipment featured, for more complete quotation on all types of used machines covering the entire industry in every city. For up-to-date, "latest" information, consultation with The City Book is recommended.
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24 BIG, BOLD SCORING REGISTERS
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TWO SIZES:
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**WITH SENSATIONAL NEW**

**SKILL-SHOT**

**SPEED-O-METER**

**MODEL JET-325:**

10c * A PLAY

25c * 3 PLAYS

**MODEL JET-110:**

10c * A PLAY

EVER BUILT

**CLASS**

"Flying Saucer" Fuselage Spins Round and Round

Cockpit Swings Back and Forth, Up and Down

**FAVORITE FEATURES**

Light-up scores. Club-styled cabinet. Adjustable for 10 frames or 5 frames. 7-10 Pick-up. Last Frame Feature adjustable to allow player to keep shooting as long as he scores Strikes. Formica playfield. Giant pins. Hinged playfield, pin- 

hood and doors. Quiet operation. Sturdy, trouble-free mechanism.

**Bally MOON-RIDE**

**FASTEST MONEY-MAKER**

EVER BUILT IN KIDDY-RIDE CLASS

"Flying Saucer" Fuselage Spins Round and Round

Cockpit Swings Back and Forth, Up and Down

**FLASHY EYE-APPEAL**

Space-gun Sound effects

Positively Safe

**ALL-METAL CONSTRUCTION**

National Coin-Mechanism

**RETRACTABLE CASTERS**

Famous In-Line Score Features plus exciting Bump-Feature that allows player to bump or jiggle game without lighting "tilt" result in biggest earnings reported since days of Beach Club. And Hi-Fi is actually beating Beach Club records in many spots. Get your share... get Hi-Fi on location today!

**Bally Manufacturing Company, 2640 Belmont Ave., Chicago 18, Illinois**

**BALLY JET-BOWLER**

**MODEL JET-325:**

10c * A PLAY

25c * 3 PLAYS

**MODEL JET-110:**

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