Joe Carlton—RCA Victor's Pop A&R man is a very cool-type guy. To wit:
when Marilyn Monroe cut some sides for us recently, Joe kept his dark glasses on during the whole session!
Smooth customer . . . nerves of iron!
That's why we were amazed the other day when Joe flipped his lid.
Out of his office he came—yelling and screaming in a perfect frenzy of joy.
"Eight," he shouted. "Eight what?" we asked.
"Eight hits," Joe screamed.
"And they're ours . . . all ours!"
"Whose?" we asked.
"Mine," Joe said, "Victor's, Manie's, the sales boys', my boys', ours, everybody's!"

He pressed a scrap of paper in our hand, then zig-zagged off in the direction of the Brill Building.
When we could no longer hear the echo of his last hysterical shout, we read the paper Joe had given us.
It's no wonder he flipped:
8 run-away hit records . . .
all at one time! Read the list yourself.
But take it easy—you might flip too!

Eddie Fisher
I NEED YOU NOW
HEAVEN WAS NEVER LIKE THIS 20/47-5639

The Ames Brothers
HOPELESSLY . . . ONE MORE TIME 20/47-5640

Lou Monte
ITALIAN HUCKLEBUCK
JUST LIKE BEFORE 20/47-5632

Tony Martin
UNO . . . LET'S TRY AGAIN 20/47-5641

Dinah Shore
IF I GIVE MY HEART TO YOU
TEMPTING 20/47-5638

Sunny Gale
SMILE
AN OLD FAMILIAR LOVE SONG 20/47-5636

Vaughn Monroe
THEY WERE DOIN' THE MAMBO
MISTER SANDMAN 20/47-5707

June Valli
TELL ME, TELL ME
BOY WANTED 20/47-5637
Decca Records is twenty years old.

It's been twenty years of growth, expansion, development—and success.

When Decca was founded back in 1934, the record business had almost been given up for lost. Radio was then the major force in the entertainment picture and when people wanted to hear music they simply turned on their sets rather than go out to a store and pay 75¢ for a record.

But despite the gloomy picture, the founders of Decca felt that if they could merchandise popular records at a price that people could afford and which would also make their records attractive to the juke box industry which was expanding at that time, they could not only build a successful business but once again record businesses back to the importance they had formerly held.

Time has shown how valid this thinking was. Decca's innovation of the 35¢ record led to a revitalization of the entire market. And when they came up with top artists like Bing Crosby and later developed the Andrews Sisters, they helped the whole record business get back on its feet.

The thinking of the Decca executives has always been expansive. They have never been content to rest on one success without planning for future ones. And their innovations have been spectacular. The development of the popular album, which was first exploited by Decca, has contributed a stability to the entire record field. The recording of the original cast of "Oklahoma!" again opened a fantastically profitable field to record firms.

Finally Milton Rackmil switched the entire procedure of show business by engineering Decca's purchase of the majority control of Universal-International Picture. Whereas formerly record firms had been subsidiaries of broadcasting or motion picture enterprises, now for the first time a motion picture firm is owned by a record company.

We can be certain also that this isn't all. In the coming years the Decca management will continue to expand, to face new problems in new ways, and to emerge with the same kind of success which they have demonstrated until now.

The Cash Box salutes Decca for twenty years of service to the entire record business—and we know that all the other firms in the field join us in that salute.
The famous London Palladium will resume its pre-flight international entertainment policy after the pantomime season ends in March. Though no contracts have been definitely signed it is hoped that most of the following artists will be appearing at the famous vaudeville house: Perry Como, Frankie Laine, Nat "King" Cole, Frank Sinatra, Kay Starr, Eddie Fisher, Johnnie Ray, Doris Day and her Nibs Miss Gibbs. Not bad for a start eh? . . . Eddie Fisher who spent two days in London this week sold his eagerly looking forward to returning to the Palladium but would also like to play some of the big provincial towns where he has thousands of fans. Johnnie Ray is already booked to start his tour in April and Georgie Gibbs arrived this week-end and opened at the Glasgow Empire on Monday. A special request from Georgie was that one hundred and fifty orphan children be invited to the opening night. Georgie's understanding was brought up in an American orphanage. Hence the delightful gesture by this fine artist.

Another American star returning to this country to undertake a tour of the Palladium tour is comedian Stubby Kaye who recently starred in the London production of "Guys and Dolls." So the invasion is on and we welcome you to all.

Leading German composer Gerhard Winkler who composed "Anmerye" paid his first visit to England this week and a nice guy you couldn't hope to see. We spent several days together and I can tell you that he has three great tunes coming over your way very soon and I know some publishers who are buzzing with excitement at the thought of having acquired some of his numbers.

Everybody is asking for the Don Cornell record "How I Hand" from the movie "Susan Slept Here" and it looks like it's becoming a big seller for Don. . . . Wally Griffin entertaining at the swanky Colony Supper club is attracting lots of attention and could land Up in the Palladium. . . . It seems everybody on this side of the Atlantic is crazy for vocal groups that catchy "Skokiaan" too. Contagious isn't it.

Saw Norrie Paramor the other day at the trade show of the pic "The High And The Mighty" and our Norrie is shooting high with his new blue jug.

Nice to read and see in The Cash Box all about the Ed McKenzie TV show. Glad to know its rating high . . . no wonder with a guy like Ed it's bound to be tops. Your fans here all send you warm greetings. Late flash that Patti Page also scheduled for the London Palladium next season and I might add it ain't too soon. This week's best selling Pop singles

(Courtesy New Musical Express)

1. "Cari Mia" - DAVID WHITFIELD-MANTO VAAN
2. "Little Things Mean A Lot" - KITTY KALLEN
3. "Idle Gossip" - PERRY COMO
4. "Scarlet Love" - DORIS DAY
5. "Three Coins In The Fountain" - FRANK SINATRA
6. "My Friend" - EDDIE FISHER
7. "Wanted" - AL MARTINO
8. "Three Coins In The Fountain" - FOUR ACES
9. "Wanted" - PERRY COMO
10. "Story Of Three Lovers" - WINIFRED ATWELL

THE LITTLE SHOE MAKER

GAYLORDS - HUGO WINTERHALTER

CA-2462 (F-2862) - Tugger Singers
K-1340 (F-1340) - Pete Clark
LO-1443 (F-1443) - Frank Wolf

In THE CHAPEL IN THE MOONLIGHT

KITTY KALLEN

BE-1051 (F-1051) - Nelson Riddle
CA-2359 (F-2359) - Forreng Young
CA-284 (F-284) - Four Knights
CO-40271 (F-40271) - Marion Phillips
DE-3918 (F-3918) - Alton Allen
DO-7715 (F-7715) - Bimilman Chords

HERNANDO'S HIDEAWAY

ARCHIE BLEYER

BE-1056 (F-1056) - Sonny
DE-2968 (F-2968) - Sonny Bond
CA-284 (F-284) - Four Knights
CO-40224 (F-40224) - Janisella Ray

GOODNIGHT SWEETHEART, GOODNIGHT

McGuire Sisters - SUNNY GALE

BE-1057 (F-1057) - Johnny Ray
CA-284 (F-284) - Four Knights
LO-1432 (F-1432) - Gloria Jones
KO-1345 - Sonny Bono

HEY THERE

ROSEMARY CLOONEY - SAMMY DAVIS, JR.

CO-40266 (F-40266) - Rosemary Clooney
DE-29199 (F-29199) - Sammy Davis Jr.
CO-40224 (F-40224) - Johnnisha Ray

THREE COINS IN THE FOUNTAIN

FOUR ACES

BE-1054 (F-1054) - Tommy & Jimmy Dorsey
CA-284 (F-284) - Four Knights
CA-1107 (F-1107) - Julian La Rosa
CO-40224 (F-40224) - Tommy Arden

LITTLE THINGS MEAN A LOT

KITT KALLEN

BE-1056 (F-1056) - Nelson Riddle
CA-1107 (F-1107) - Julian La Rosa
CO-40224 (F-40224) - Tommy Arden

THE HIGH AND THE MIGHTY

HOLMES-BAXTER-DESMOND-YOUNG

BE-1053 (F-1053) - T. & J. Dorsey
CA-2359 (F-2359) - Forreng Young
CO-40271 (F-40271) - Marion Phillips

THEY WERE DOUN' THE MAMBO

VAUGHN MONROE

BE-1053 (F-1053) - T. & J. Dorsey
CO-40224 (F-40224) - Tommy Arden

"It's what's in THE CASH BOX That Counts"
The First BIG One of the Fall Season!

An artist with enough potential to reach the "top name" bracket is a once-in-a-lifetime discovery. Coral Records comes up with just such a discovery in comedian-songwriter-singer Jimmie Komack. On his first recording, Jimmie delivers two spectacular sides, each in a completely different vein. One end is fast novelty we've heard in a long, long time, dubbed "The Nic-Name Song." This cutie is a catchy booptapper with enough zest to keep the boxes bouncing all day long. The coupling is a complete change of pace, a sock blues number with a beat that's irresistible, titled "Cold Summer Blues." It's a powerful side and shows in striking fashion the artist's versatility. Komack's refreshing voice is a treat. We expect "The Nic-Name Song" to make the first showing with the flip following close behind. Look for Jimmie Komack to be one of the real great names in show business in the very near future.

THE CASH BOX—August 28, 1954

Jimmie Komack

A brilliant new song stylist singing —

"THE NIC-NAME SONG"

and

"COLD SUMMER BLUES"

CORAL • 61237

"It's What's in THE CASH BOX That Counts"
The Cash Box, Music

Page 6

September 4, 1954

BOB MANNING
(Capitol 2909; F-2909)

"I'M A POOL FOR YOU" (2:27) [Shelton BMI—Huddleston, Colby] Bob Manning has made his best job to date as he romantically fashions a good love tune with an interesting melody. Could click big. Chorus aids.

"THE OTHER SIDE OF THE STORY" (2:59) [Beechtree ASCAP—Marsala] The mellow voiced songster hands in another polished reading on this romantic item.

CHARLIE APPLEWHITE
(Decca 29247; 9-29247)

"THE GIRL NEXT DOOR" (2:36) [Leo Felix ASCAP—Martin, Blanc] A beautiful tribute, to be used in the coming fitter "Alasce" is meaningfully presented by the powerful voice of Charlie Applewhite. One of his best sides.

"THE STORY OF TINA" (2:37) [Peter Maurice ASCAP—Kattrimarch, Eicher] Charlie does a beautiful romantic crooning job as he tells a tender 'story of Tina'. Warm melody.

HARMONICATS
(Mercury 70441; 70441 x 45)

"LAMB JAMBO" (2:15) [Southern BMI—Prado, Karl, Towne] One of waddox's most versatile harmonica groups, the Harmonicats, rides through a fast moving interpretation of a big mambo of a few years back.

"EL COCO" (2:20) [Cool BMI—Varela] The artists fashion a catchy instrumental item in their colorful manner. Cute ditty.

THE REVELAIRES
(Burgundy 1001; 45-1001)

"ONLY THE ANGELS KNOW" (2:08) [Cardell BMI—Sutton] The Revelaires bow on the Burgundy label with a pretty romantic ballad that should start them off on the right foot. Pleasing harmony on a warm tune.

"DOWN BY THE WELL" [Cardell BMI—Sutton] Ross Dristy's set up another interesting backing for the crew's clever styling of a catchy tune with a waltz tempo.

MARIAN CARUSO
(Decca 29242; 9-29242)

"THERE GOES THE ONE I LOVE" (2:28) [Laurel ASCAP—Benjamin, Welas] A beautiful new ballad that breaks into a Latin tempo is colorfully styled by the polished voice of Marian Caruso. Tune and delivery are terrific. Could hit big.

"THIS IS THE THANKS I GET" (2:45) [Hill & Range BMI—Dibebek] An up and coming country tune is fashioned for the pop market by the songstress. Tearful tune with a meaningful presentation.

THE CASH BOX

DISK OF THE WEEK

"MAMA, DON'T CRY AT MY WEDDING" (2:24) [Meridian BMI—Hersch]

JONI JAMES
(MGM 11102, K-11102)

• Joni James dishes up a new release that oughts have her right up on top of the hit ladder in short order. It's certainly one of her best jobs since "Why Don't You Believe Me" and "Your Cheatin' Heart". Assisted by a string-filled Dave Terry orking, Joni puts her heart into a tender folk-flavored ballad tagged "Mama, Don't Cry At My Wedding." It's a dramatic item with a load of meaning. And her persuasive delivery is deep and sincere. The harmonica "Pa Pa Pa," is a sassy, fast-moving novelty with a calypso flavor. It's a real cute and bouncy ditty with the Ray Charles chorus adding the fullness. Joni has a terrific two sider that'll draw a heap of loot for all concerned.

"PA PA PA" (2:21) [Meridian BMI—Hersch]

JONI JAMES
(MGM 11102, K-11102)

THE CASH BOX

BEST BETS

In the opinion of The Cash Box music staff, records listed below, in addition to the "Disk" and "Shopper" Of the Week, are those most likely to achieve popularity.

* "UNO, DUE, TRE" McGurie Sisters Cord 61239; 9-61239
* "LONESOME POLCANAT" Frank Weir London 1464; 45-1464
* "THE BANDIT" [Robbins ASCAP—De Paul, Mercur] On this end, the chimp bit through a terrific slow item from the hit flicker "Seven Brides." Tune should climb as film hits local theatres. Solid two sider.
* "GIVE ME THE RIGHT" [Dash Comediy ASCAP—Charles, Miller] On this side, the chorus blends beautifully on a ballad as Weir hands in some more smooth saxing. Effective combination.

THE VARIETERS
(Hickory 1014; 45-1014)

"IF YOU AND I COULD BE TRUEHEARTS" (2:27) [Acuff Rose BMI—Sweeney] The Varieters have an interesting sound that comes over well on this catchy rhythm number. Piece jumps.

"I PAY WITH EVERY BREATH" (2:41) [Acuff-Ros Ros BMI—Sweeney] Jimmy Sweeney takes the vocal spotlight against the smooth backdrop of the Varieters as they ease through a ballad.

RICHARD HAYMAN ORCH
(Mercury 70429; 70429 x 45)

"BACK STREET" (2:26) [Mills ASCAP—Gold] A slow, blue, New York-at-3 AM type of number is beautifully treated by the warm-toned harmonica of Richard Hayman. Ork showcases the artist to perfection.

"FLYOUTH SOUND" (2:10) [Hill & Range BMI—Smyth] A tricky melody is treated pleasantly to the listener by the orchestra with Dick in the lead.

ETHEL MERMAN-JIMMY DURANTE-RAY BOLGER
(Decca 29248; 9-29248)

"A HUSBAND & A WIFE" [Larry Sipper ASCAP—Simon, Tobias] Two incomparables, Ethel Merman and Jimmy Durante team up on a cute rhythm and novelty about the characteristics of a husband and wife. Amusing recital.

"THE LAKE SONG" (2:15) [Stem ASCAP—Cohen, Parrick] An Indian war chant introduces Ethel and Ray Bolger as they blandly lift through a ditty that's crazy enough to make some noise.

THE MCGUIRE SISTERS
(Cord 61239; 9-61239)

"UNO, DUE, TRE" (2:25) [Oxford ASCAP—Hoffman, Manning] The McGuire Slaters follow up their current hit with a catchy novelty arrangement of an Italian square dance. Happy ditty that could catch immediately.

"LONESOME Polecata" (2:54) [Robbins ASCAP—De Paul, Mercur] Another English import is the material for Frank Weir's follow-up to his high flier "Happy Wanderer." Chorus sings without words. And sax work is again sparkling. Could catch like an inch.

"BY CANDLELIGHT" [Dash Comedy ASCAP—Charles, Miller] On this side, the chorus blends beautifully on a ballad as Weir hands in some more smooth saxing. Effective combination.
EPIC RECORDS presents...

America's Great NEW Coin-Catchers...

"WE'LL BE MARRIED"
(In The Church In The Wildwood)

and

"ONCE MORE"
EPIC RECORD 9074

Personal Management
DANNY KESSLER

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

"UNO" (3:02)
(Peer International BMI—North, Mores)

"LET'S TRY AGAIN" (2:54)
[Leo Feist ASCAP—Newman, Jones]

TONY MARTIN
(RCA Victor 20-5841; 47-5841)

- Tony Martin hits the market with a new and beautiful ballad that has a great chance of outdoing his hit version of "Here." Against a backing supplied by Henri Rene's Frank Torck, Tony smoothly slides through a tune called "Uno," a neat selling Spanish tune oldie with new English lyrics. It's a beautiful love song with a captivating melody. And the superb choral backdrop adds an excitement to the delivery. For further effect, a Spanish trumpet is used in the introduction. Flip is a catchy oldie dubbed "Let's Try Again" which the Spanish treatment presents with an inimitable lift. It's the first multiple voice recording by the star. We favor the tango deck. Keep an eye on it.

MITCH MILLER ORCH.
(Columbia 40302; 4-40302)

"SABRINA" (2:00)
[Famous ASCAP—Stone] Mitch Miller, the orchestra and chorus ease through a lush interpretation of the theme music from the coming Audrey Hepburn flicker "Sabrina." Beautiful delivery.

"WOODEN SHOES AND HAPPY HEARTS" (2:05) [E. B. Marks BMI—Wolff, Werner, Korsten] The chorus dances through a happy, light-hearted ditty that makes your toes tap. Easy going item.

GEORGE SHAW
(Decca 29245; 9-29245)

"BEARING" (2:29) [Bourne ASCAP—Davis, Burke] Jimmy Leyden and a chorus set up a full backing for George Shaw's expressive vocal effort on a warm ballad with a pretty melody.

"GIVE ME THE RIGHT" (2:48) [Silmaride ASCAP—Gold, Glazer] On this end, the crooner tenderly cradles over delightful romantic item. Chorus showcases his voice to full advantage. Could be another smash for Shaw.

MADDY RUSSELL
(Cadence 1246; 45-1246)

"NO ONE CAME TO MY PARTY" (2:58) [Rodd Evans ASCAP] Aided by a colorful Archie Bleyer orch and choral backing, soft voiced Madly Russell chants a sentimental story of loneliness, Pretty job.

"SOMEONE TO LOVE" (2:40) [Harwin ASCAP] Another beautiful offering is given a tender and delightful rendering by the throat. She injects a great deal of feeling into the tune.

THE UNIVERSITY FOUR
(Original 510; 45-510)

"FOR EVERSOLONG" (2:51) [Citation BMI—Villa] The University Four, with their commercial manner of song delivery, ease through an ok ballot.

"BEVOYAGE" (2:24) [Citation BMI—McNichol, Zita, Giorno, Boyer] The boys fashion another ballad in a similar manner.
Breaking BIG on All Charts!
The Four Tunes

"THE GREATEST FEELING IN THE WORLD"

Available in Canada on QUALITY Label

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

"It's What's in THE CASH BOX That Counts"
NEW YORK—Although it's a bit difficult to recognize the pilot of this plane, nevertheless, it's LeRoy Holmes, MGM record star, whose recording of the theme music from the motion picture "The High And The Mighty" has helped send the tune into the number four position in record sales this week. The above photo was taken during the Second World War when Holmes was a fighter pilot for the U.S. Air Force. Since that time, he has been one of the important factors in the climb of the MGM Record Company to major status. His arrangements and orchestrations have had much to do with many of MGM's hits through the years. "The High And The Mighty," however, is the conductor's first smash success as featured artist for the diskery. Accompanying Holmes on the recording is Fred Lowery who did the whistling for John Wayne in the motion picture. This may develop into a two-sided hit for the maestro since the coupling, "Lisa," is the theme music from another hit flicker "Rear Window."

**BUSINESS OPPORTUNITY For MUSIC OPERATORS**

OPERATORS to supply stores and other outlets, TOP-Quality, NON-Breakable, LOW-Priced, BELL HIT PARADE RECORDS. Played and sung by WELL KNOWN ARTISTS. Meeting popular demand for HIT PARADE SONGS at 50% less in price. Absolutely without competition on today's market. Large weekly income for repeat sales. Cash investment of $2105 necessary. Secured by record stock plus Nationally advertised record players. We establish routes and promote SURE-FIRE programs for retail outlets, which sell many records. Operator does no selling, only services and collects. Rank and personal references. Interviews with Dist. Mgr. Write, Wire, Phone...

**MUSIC MERCHANDISERS CORPORATION**
915 Carnegie Hall
154 W. 57 St. (Circle 6-0195) N. Y.

Stamped for BIG record Sales

**NEW RELEASES**

HELEN GRAYCO
"OOP-SHOP" "Tell Me Tonight"
78" rpm X-4041... "45" rpm 4X-0061

AL MORGAN
"BELLS OF MEMORY" "Tell Me Now"
78" rpm X-4044... "45" rpm 4X-0063

THE BIG "X" HITS ......

RICHARD MALTBY & His Orch. NORMAN PETTY TRIO
"ST. LOUIS BLUES MAMBO" "Beloved, Be True"
""78" rpm X-4042... "45" rpm 4X-0063

WILLIE NELSON
"WHERE CAN YOU BE?" "The Hook"
78" rpm X-4045... "45" rpm 4X-0062

WILDER BROTHERS
"MOON OF MANAKOORA" "Bottom of the Well"
78" rpm X-4043... "45" rpm 4X-0064

BILL DARNEL
"PETTY'S LITTLE POLKA"
78" rpm X-4040... "45" rpm 4X-0061

**ALL ABOUT DISK JOCKEYS**

**The Ten Records**

**SH-BOOM** Crew-Cuts (Mercury)
**HEY THERE** Rosemary Clooney (Columbia)
**THE HIGH AND THE MIGHTY** LeRoy Holmes (MGM)
**LES RANGER** Les Baxter (Capitol)
**THE LITTLE SHOE MAKER** Gaylords (Mercury)
**IN THE CHAPEL IN THE MOONLIGHT** H. Winterhalter (RCA Victor)
**LITTLE THINGS MEAN A LOT** Kitty Kallen (Decca)
**HERNANDO'S HIDEAWAY** Archie Bleyer (Cadence)
**THREE COINS IN THE FOUNTAIN** Four Aces (Decca)
**GOODNIGHT SWEETHEART, GOODNIGHT** McGuire Sisters (Coral)
**OOP-SHOOP** Sunny Gale (RCA Victor)
**MOONLIGHT MEMORY** Vaughn Monroe (RCA Victor)
**Beloved, Me** Joann Metcalfe (RCA Victor)
**WHERE HE WENT** Archie Bleyer (RCA Victor)
**BIG MAMBO** Shelly Fabares (RCA Victor)
**SOMEBODY MUST BE LOVING ME** Willie Nelson (RCA Victor)

Shel Horton (WVAM-Sixton, Penn.) did 50 (fifty) quarter hour shows at the Bedford County, Penn., Fair last week. August 9 and 10, called "Cashbox Reviews." Show came right from the Exhibition Hall of the fair. Shel had approximately 22,000 callers at his radio booth. The enterprising Jockey took his remote equipment and installed it in every cubicle. All the shows were sold and aired over WVAM-Altoona. Shel is now setting up an additional two hours daily across the board.

Pic of the week—Pete Breyer (WENT-Gloversville, New York) in town with his lovely fiancée, Trudi. Pete and Trudi are visiting the family (they are a local twosome) and plan to vacation for about a week before back to the mile. ... WENS-Pittsburgh, Pa. back on the air with local shows after a short absence has big plans that will place the station second to none in its variety of programming. Steve Donaghy (WSPR-Springfield, Mass.) writes to 'Chatting with the record outlets, I find that a number use The Cash Box as a guide in ordering new records.' Steve starts a new night session to be known as Music Time. Four hours of music from eight to midnight. One hour to be devoted to country, western and hillbilly, one to Movie and Show tunes, one to current pop hits, and the final half-hour to be a section of old favorites. The show will be aired from Tuesday through Saturday.

Steve would like to receive records from disk jockeys and publishers. ... Jerry Ray (WTIX-New Orleans, La.) had to postpone a Fan Club weiner roast because of a baby hurricane recently. Jerry's fans keep coming up with picnickus. Must keep the food down.... Izad Sherman, spinning disks 6 to 9 a.m. on "The Coffee Shop" recently married to Miami lovely, Helene Sley Small, honeymooned in New York City and now back with the wax and early lines. ... What gets into these jockeys, they all had such a safe life behind the mike. Another record spinner, Alan Dary (WORL-Boston, Mass.), mailed thousands of fans into the Massachusetts' Norwood Arena to see him race a WORL client who drives a 1954 Lincoln. They decided to settle a year old feud regarding whose car was the faster by racing it out at the Norwood track. Alan not only won the race, but won a return engagement by the track for the next week.

Fred Fiske (WWDC-Washington, D. C.) has a really active fan club numbering about 500 members. The group has an official newspaper named, "Fred Fiske's Fandubber," which goes out once each monthly. The group meets every Friday at 3:30 in the studios of WWDC and goes on the air with Fiske at 3:30 with their selections of the top five recordings of the week. ... Jo Ann Tolley, Jubilee Recording Star, returns to Steel Pier, Atlantic City, for a two week engagement, September 6. She will be co-featured with Tommy and Jimmy Dorsey. You can bet Jo Ann will visit with all the local disk jockeys...

Bill Haley will work Bill Rand's Jamboree at Pennsylvania-Ohio on Septem-
Vocal or Instrumental?
Now BOTH on ONE Exciting Record!

SKOKIAAN

BACKED BY

SKOKIAAN

* TED HEATH
AND HIS MUSIC
(INSTRUMENTAL)

One of the world's greatest bands
in a sensational
instrumental interpretation.

** JOHNSTON BROS.
(VOCAL)

A fabulous vocal rendition by the
"Crystal Ball" group.

DON'T FORGET THE ORIGINAL!
SKOKIAAN
backed by IN THE MOOD 1491 and 45-1491
BULAWAYO SWEET RHYTHMS BAND

LONDON ffrr®

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

www.americanradiohistory.com
HOLLYWOOD, CAL.—Glenn Wallach, president of Capitol Records is pictured with a model of the new Capitol office building. The structure, which is believed to be the world's first round office building, will cost $2,000,000 and is expected to be finished in October of 1955. It will be located at Vine and Yucca in Hollywood. Decca plans on housing its entire home office operation in the building, including studio and recording facilities. The diskery will occupy approximately 40% of the building, the balance to be leased to outside business concerns.

Femmes Reign At Victor

NEW YORK—The No. 1 and No. 2 best-selling records at RCA Victor this week were held by four chippers June Valli and Sunny Gale.

June Valli's new disc, "Tell Me, Tell Me," (b/w "Boy Wanted") is a hi-octane delivery of a Bob Merrill tune. Released only two weeks ago, the platter has already passed the quarter-million mark and is viewed by the diskery as one of the biggest potential hits of the year.

Sunny Gale's newest, "Smile," was No. 2 on the Victor best-seller sheet. The song will be remembered as the theme of Chaplin's first talkie "Modern Times."

“Smile” was No. 2 on the Victor best-seller sheet. The song will be remembered as the theme of Chaplin’s first talkie "Modern Times."

Baseball, Baseball

NEW YORK—Eyeful Jane Morgan, song star at the Latin Quarter, popped up at Ekhets Field to fulfill requests from the Dodgers for copies of her debut recording, a swingy novelty titled "Baseball, Baseball" that was just released by Kapp Records, mentions all 16 big league teams with the Brooklyn nine first on the lyrical list. Here Jane hands Dodgers captain Pee Wee Reese a copy of her hit platter.

“The Cash Box” Round the Walls, Eileen

NEW YORK: The TV season is really back in swing with two of recordon's top names doing their shows again. Both Perry Como and Eddie Fisher returned this weekend to their respective shows, which employed top recording names in the last week. Dave Miller of Essex Records has taken over the “Muskat Ramble” master for the entire country outside of Philadelphia, where it was released on the King label. The disk is currently skyrocketing. Frank Beery, an associate of Phil Moore, is one of the most talented pianist-arrangers we've met in a long time. Jimmie Crane, writer of two current hits, "I Need You Now" and "If I Give My Heart To You" with co-writer Al Jacobs, gave a party at the Latin Quarter last Thursday to celebrate the rack order on both tunes. Deray art for Frank is handled by Edgewater Beach hotel's Art Eleniante in Brooklyn. The 30th version of "Madeline" has just been released. Patti Jerome did a "Mr. A's" in Worcester, Mass. So much so that she's back going at a hefty increase.

Amisone Allen has signed with Capitol for both pop and R&B. She's managed by Dan Fisher, and Sherm Feller may have another hit in a tune which he wrote with Mike Dinapoli, his latest single for Five And He Was Too. It's called "Mr. Popo" and four records have already been cut on it, the Frank Petty Trio on MGM, Arnett Coh in Atlantic, The Commanders on Decca, and a Mercury record.

CHICAGO:

Share, 'nuf... the new season is under way, if cocktail parties are any indication at all. Johnny Christmas and Terry Martin are amongst the big names out and about. All groups have had to compete with the big names out and about. Internment has forced some of the tunes that made him so famous... Al Borde gals back for another run "With Caution." Ray Merrill's "You in The Cash Box" "Best Bets" this past week. Bob Cole returns from his California sojourn feeling mighty fine and talking about some swell connections he made on his booking trip to California. The management searched around to find a replacement and opening night found dependable Tony Martin, Alan King and singer Joanie Martin in with Deans. The Martin-Lewis shaw Discs have been taken over by the group. Bob also spending Cash Box' Card Taft for really grand service to him. The Chess boys, Leonard and Phil, again kick up plenty of hoohah in the hillbilly field with "I Ain't Nobody Else Will." Looks like they're on the way to another big Chesseller success.

LOS ANGELES:

At a special press party 8/23 Capitol Records revealed the plans of its new thirteen story building which will be constructed at Vine Street and Yucca in Hollywood. This extraordinary building will be circular in design and is believed to be the only office structure of its kind in the world. Ground bored for the new building which will take place Sept. 27, the final completion planned for October Ist, 1955.

An enjoyable evening was had by all 8/18 when RCA Victor Canada Terry invited the press and flew many Seca, Calif. deejays to Las Vegas where they were guests of the Sahara Hotel and The Three Suns for the evening. Dean Martin and Jerry Lewis were scheduled to open at Circo's 8/19 when Jerry was suddenly felled with a virus infection. The management scurried around to find a replacement and opening night found dependable Tony Martin, Alan King and singer Joanie Martin in with Deans. The Martin-Lewis shaw Discs have been taken over by the group. Bob also spending Cash Box' Card Taft for really grand service to him. The Chess boys, Leonard and Phil, again kick up plenty of hoohah in the hillbilly field with "I Ain't Nobody Else Will." Looks like they're on the way to another big Chesseller success.

Loman's first Century waxing of "Whither Thou Goest" kicked up so much noise that all the majors are covering it. This beautiful pop ballad with a religious slant by Terry, after a year's absence, recently rejoined her sister Ben Terry in Hollywood. She will be sifting through studio offers for publicity and promotional set-up. They plan to expand present activities in the music field. RCA Victor’s newest recording artist, Matt Dennis, is currently appearing at the Get Happy Club in Beverly Hills, Calif. Matt's final appearance on the Coast before going to N. Y. for TV and night club dates... Jimmy Hilliard, A & R head of label "X," announced that he has assigned Harry Craven, wife of Spike Jones, and Betty Oakes, and Matt Larry Green is now handling promotion for Jimmy Wakely... Don Reed sings two cuts on which he wrote the words and music. Called "Sunny Hill," they show the label. Both tunes are also being released in the C & W field with Don using the alias of Bobby Reed. Tunes are "You Are My Heart" b/w "Three Little Kisses." Riddle is well known as a writer of many Jimi James hits. 27 Johnny Desmond has signed with Gabbe, Lutz & Heller... June Hope Management has been appointed exclusive house bookers of the Del Mar Surf & Surf Hotel.
NO. 7
IN THE NATION'S
BEST-SELLER LIST

The Cash Box, August 28, 1954

...AND HEADING FOR
NO. 1 -

THE VOCAL VERSION BY-

The Four Lads

SINGING

SKOKIAAN

BACKED WITH

Why Should I Love You

COLUMBIA-40306

Columbia Records

"It's What's in THE CASH BOX That Counts"
New Phonos Feature 45's

The Cash Box was first to acclaim 45rpm Records for Juke Box Biz During Record Revolutions War. All New Model Phonos Being Shown Now Feature 45's. With New Phonos Spreading to Europe, Asia, Central and South America, Expect Juke Box Biz to Feature 45's Exclusively within Next Few Years.

Chicago—The truth of The Cash Box' prediction that 45 rpm discs were the answer became fact sometime ago, the latest novel automatic phonographs being shown by the manufacturers exclusively feature 45 rpm recording mechanisms.

The Cash Box, as all in the music industry will recall, was the first publication to take a definite stand, during the record revolutions war as to whether 78 rpm, 33 1/3 rpm or 45 rpm should prevail in the juke box field, by going all out for 45 rpm recordings for the nation's automatic music operators.

As this publication pointed out at that time, the lighter weight, smaller size and longer life of the 45 rpm recordings made them an absolutely natural requisite for the juke box industry.

Today the new model phonographs of the automatic phonograph manufacturers are all exclusively 45 rpm.

As the European countries, Asia, Africa, Central and South America, along with Canada, and everywhere else juke boxes are being expected, spread the new 45 rpm mechanisms, it is generally believed, especially here, in this manufacturing center that, within a very short time, the juke box field will exclusively feature 45 rpm discs.

Manufacturers are still producing 78 rpm phonos but haven't shown any new 78 rpm models for the past few years.

Gradually, as the demand even for export grows for 45 rpm phonos, it is believed that the 78 rpm juke boxes will disappear from the field.

Some of the independent recording manufacturers are all slowly producing 45 rpm discs. Complaints in this regard were quite general for some time.

Today, even these complaints have fallen far into the background, as more and more of the record manufacturers, when introducing new discs, immediately feature 45 rpm along with the 78's.

"Nic-Name" Artist Gets Name Nicked

Detroit, Mich.—Now that Jimmie Komack (left) has written and recorded "The Nic-Name Song" for Coral Records, and the juke boxes and djs are giving it a merry whirl, Ed McKenzie of WXYZ, who Jimmie is pictured visiting here, figures that Jimmie should now be called "James."

M-G-M Records
Joni James
"Mama, Don't Cry At My Wedding"
"PA PA PA!"
IGN 11092 (78 rpm)
K11092 (45 rpm)

"THE LITTLE SHOEMAKER" *** "SMILE"
BOURNE, INC.
136 W. 52nd Street, New York 19

"It's What's In The Cash Box That Counts!"

The Cash Box, Music Page 14 September 4, 1954

Wallichs Music City
Hollywood, Calif
1. Sh-Boom (Crew-Cuts)
2. Little Shaker (Gaylords)
3. Little Things Mean A Lot (Kitty Kallen)
4. River Of No Return (Bill Haley)
5. There's A T.I.D.E. (Ralph Ford)

The Record Shop
Harford, Conn.
1. Sh-Boom (Crew-Cuts)
2. Sh-Boom (Crew-Cuts)
3. Hey There (B. Goetzman)
4. Hey There (B. Goetzman)
5. Sh-Boom (Chord)
6. I Don't Give My Heart To You (Youngers)
7. They Were Doin' the Mambo (Gaylords)
8. Little Shaker (Gaylords)
9. Mendosa's Hideaway (Bleyer)
10. Whiffenpoof (Louis Armstrong)

Glinchert Record Shop
Cleveland, Ohio
1. Sh-Boom (Four Lad)
2. Little Shaker (Gaylords)
3. Spoonful (Bill Haley)
4. Dream (Four Aces)
5. I'll Be There (Four Aces)
6. You Are My Sunshine (Ralph Ford)
7. Hey There (B. Goetzman)
8. Little Shaker (Gaylords)
9. Mendosa's Hideaway (Bleyer)
10. Az Reever (Teressa Seaver)

Record Shop
Montrose, Tex
1. Sh-Boom (Gaylords)
2. Sh-Boom (Gaylords)
3. Sh-Boom (Gaylords)
4. Hey There (B. Goetzman)
5. Hey There (B. Goetzman)
6. Little Things Mean A Lot (Victor Young)
7. Mendosa's Hideaway (Bleyer)
8. Merry Orleans (Hugo Winterhalter)
9. Royles TV
10. Songs Is Ended (Jones Bays)

National Record Mart
Chicago, Ill.
1. Hey There (B. Goetzman)
2. Little Things Mean A Lot (Vic Damone)
3. Hey There (B. Goetzman)
4. Hey There (B. Goetzman)
5. Hey There (B. Goetzman)
6. I'm A Fool To Care (Vic Damone)
7. Hello Central
8. Goodnight Sweetheart
9. What A Dream (Bill Haley)
10. Henry Ford

Gaymart Music Center
Jamaica, L. I., N. Y.
1. Sh-Boom (Crew-Cuts)
2. Little Things Mean A Lot (Bill Haley)
3. Hey There (B. Goetzman)
4. Hey There (B. Goetzman)
5. Hey There (B. Goetzman)
6. They Were Doin' the Mambo (Gaylords)
7. Joey (Madge Hughes)
8. Slow Down (Bill Haley)
9. In A Garden Of Roses
10. High And The (Lois Jones)

Gift Mart Music Center
Indianapolis, Ind.
1. Sh-Boom (Crew-Cuts)
2. High And The (Lois Jones)
3. Sh-Boom (Crew-Cuts)
4. High And The (Lois Jones)
5. Sh-Boom (Crew-Cuts)
6. High And The (Lois Jones)
7. Little Shaker (Gaylords)
8. Happy Days And Lonely Nights (Sonora Sisters)
9. I'm A Fool To Care (Vic Damone)
10. Good Night Sweetheart

Moss Music
Little Rock, Ark.
1. High And The (Lois Jones)
2. Anyone Here For Me (Vic Damone)
3. Crazy Boy (Bill Haley)
4. Happy Wanderer (Bill Haley)
5. Three Coins In The Fountain (Four Aces)
6. Little Shaker (Gaylords)
7. They Were Doin' the Mambo (Gaylords)
8. Look Sharp—Be Sharp
9. Anyone Can Dream (Kathy Kallen)
10. Little Shaker (Gaylords)
America's No.1 Record Name

THE CREWCUTS

JUST RELEASED

'OOP SHOOP'  \( \text{coupled with} \)  'DO ME GOOD, BABY'

MERCURY 70443 - 70443X45

"It's What's in THE CASH BOX That Counts"
LISTEN... plays show it, sales prove it.

DECCA HAS

...thanks OPERATORS, DIS.

LITTLE THINGS MEAN A LOT
(I Don't Think You Love Me Any More)

IN THE CHAPEL IN THE MOONLIGHT
(Take Everything But You)

THREE COINS IN THE FOUNTAIN
(Wedding Bells)

THE HIGH AND THE MIGHTY
(Moonlight And Roses)

SHAKE, RATTLE AND ROLL
(A.B.C. Boogie)

HEY THERE
(And This Is My Beloved)

DREAM
(It Shall Come To Pass)

IF I GIVE MY HEART TO YOU
(T-t-r-r-r)

HOW BLUE?
(Why Do I Keep Lovin' You?)

ONE BY ONE
(I'm A Stronger In My Home)

EVEN THO
(Sparkling Brown Eyes)

DOUBLE-DATIN'
(It's The Mileage That's Slowin' Us Down)

LOOKING BACK TO SEE
(I Miss You So)

YOU CAN'T HAVE MY LOVE.
(Lovin', Country Style)

and more "Coming Soon"

Selections available in both 78 RPM and 45 Extended Play speeds

Celebrating
prove it...
The HITS!

VOCHEYS, DEALERS

Kitty Kallen ........................................ 29037
Kitty Kallen ........................................ 29130
Four Aces ........................................... 29123
Victor Young ....................................... 29203
Bill Haley and His Comets ....................... 29204
Sammy Davis, Jr. .................................. 29199
Four Aces ........................................... 29217
Connee Boswell .................................... 29148
Mills Brothers ...................................... 29185
Kitty Wells—Red Foley ........................... 29065
Webb Pierce ........................................ 29107
Ernest Tubb—Red Foley ........................... 29195
Goldie Hill—Justin Tubb .......................... 29145
Wanda Jackson—Billy Gray ...................... 29140

Up" EVERY WEEK!

20th Anniversary!

Twenty years young ... the best is yet to come!

"It's What's in THE CASH BOX That Counts"
This year, Decca celebrates its twentieth anniversary. An anniversary marking two decades of progress and improvement in the record world. An anniversary marking the twentieth birthday of a company that didn't look as though it could make it through its first year. It's the birthday of a company which was organized by only four men; a company which this year is expected to gross more than $100,000,000.

In the early thirties the record field depended almost entirely upon the production of three major companies: Brunswick, Columbia and RCA Victor. But in August of 1934, the formation of a new label called Decca was to bring about changes that would revitalize the recording industry.

Under the guidance of three young Americans, Jack Kapp, Milton R. Rackmil, and E. F. Stevens, Jr., all of whom were working for Brunswick and with the financial aid of Englishman E. R. (Ted) Lewis, the company was formed.

At this time, the country was in the midst of its worst depression. A depression which effected the record buying public so strongly that the total record sales of all companies for the year 1934 came to no more than 6,000,000 disks.

To combat this situation, Kapp, Stevens and Rackmil knew that the $7.50 price for a one-sided disk would have to be done away with. This was the first revolutionary step by Decca. Every record released by the company was to have two sides and the total price was to be only 35c. This step meant that the entire success of the company would hinge upon volume sales.

And with the appointment of Kapp as president, Stevens as vice-president, Rackmil as treasurer, and Lewis as chairman of the board, volume was what the company received.

Kapp made his move to build the Decca artist roster. His first major acquisition was the then budding young star, Bing Crosby, who had worked under his guidance for the Brunswick label. Kapp recorded Crosby for Decca, and the first release included the standards "I Love You Truly" and "Just A-Wayin" For You." One year after the incorporation of Decca, the firm showed its first profit, a black ink entry of $1,134,16.

Then came the Mills Brothers and the Casa Loma Orchestra. Others who followed Kapp to Decca were Guy Lombardo, the Dorsey Brothers' Orchestra, Frank Luther, Ted Lewis, Isham Jones and a number of others. Kapp then signed Victor Young to tell price. The first album was a collection of a plant which housed ten presses, Decca started producing records in huge quantities. To distribute these records, Decca took another revolutionary step—it set up its own distributors throughout the country.

Radio was then considered the enemy of the phonograph industry and the cause for the decline in the purchase of records. But the Decca "Three" realized the tremendous promotional factors radio and the juke box could be in selling records and acted accordingly.

Now, all the company needed was a few hits. It got just that from two colorful personalities named Mike Riley and Ed Farley who late in '35 recorded a novelty called "The Music Goes 'Round And 'Round" which sold over 100,000.

In 1936 Decca had another hit from a new girl trio called the Andrews Sisters. Their second record was the 100,000 seller "Bel Mir Bist Du Schoen."

Decca along with competitor Victor conducted a drive to sell the phone with a record package bargain, all for $10.

Another revolutionary move was made by Decca in 1937 when it inaugurated a new merchandising idea of packaging a group of records in color. This led to the widespread acceptance of the low priced Decca line in department and chain stores where there had been previous resistance to the 35¢ record. This was the first sale of a series of 10 Strauss waltzes set to dance tempo.

In '37, Decca payed its first dividend, and had never missed paying dividends which today total more than $9,000,000.

By the end of '38, Decca had 19 self-owned branch offices and had entered into the phonographs, needles and the record accessories field.

By 1940, the company was producing over 155,000 records per day in three plants.

In 1941, Decca became accredited as a big time business. The New York Stock Exchange approved Decca stock for listing.

In '41, Crosby was already an institution whose sales represented 10 percent of Decca's output and the artist roster had grown to include the Ink Spots, Jimmy Dorsey, Judy Garland, Woody Herman, Count Basie, Louis Armstrong, Connee Boswell, Carmen Cavallaro, Bob Crosby, Deanna Durbin, Ella Fitzgerald, Jordan, Tony Martin, Jimmy Lunceford, Ted Weems, Dick Haymes and others.

Decca achieved its first million seller with Bing Crosby's recording, "Silent Night." Although Decca was riding high in the pop field, Kapp realized that a company's catalog could not be complete unless it had other subdivisions such as country music, rhythm and blues, jazz and classical. So Decca planned and put into effect a specialized "country" merchandising and recording department.

Kapp then converted baritone Frank Luther into a singer of children's rhymes and tunes and Decca was on its way in the kiddie market.

In '42, Decca expanded again by buying into the music publishing business with the purchase of a number of song catalogs which included Sun Music, Clarence Williams Music, and New Era Music. In the first year of operation the firms produced two hits—"You Always Hurt The One You Love" and "Into Each Life Some Rain Must Fall."

In '43, Decca purchased outright the World Broadcasting System, a top firm in the field of electrical transcriptions. In this year, Decca took another big step—it cut the original cast Broadway show album, "Oklahoma," which topped the 1,000,000 mark, a tremendous figure for an album.

During the war, another step forward was Decca's entry into the spoken word recordings—the great works of poetry and literature. Poet, anthologist and educator Louis Untermyer led the way for Decca in this field.

In '45, Decca received a terrific blow when E. F. Stevens passed away. Rackmil then became executive v-p. and Leonard Schneider was named director of advertising and sales promotion. Louis Buchner, who was with the company from the first day, was elected treasurer. With the war over, the Universal R. chairman of the board, which was held by Lewis, was vacated.

In '46, Decca reached a fabulous $30,675,380.63 gross figure and in '47 it achieved a company all-time record with a $32,508,718 gross for a single year. Much of this was due to the comeback of Al Jolson via the movie "The Jolson Story."

In '48, another named the Coral label, whose function it was to absorb the inactive sections of the mother company's catalog and expose it to Decca into the LP whole independent distribution network, and accepted the 45 rpm system for its singles.

In '50, Decca made its first strong bid to enter the classical field with the creation of the Gold Label series. During the same year, Decca purchased outright the Compo Company Ltd. of Canada and its affiliate Apex, to press and sell Decca and Coral disks, along with other American labels, in the Canadian territory.

In '51, Rackmil led Decca in the purchase of 26 percent of the outstanding stock of Universal Pictures Co., Inc. Decca continued to buy up the stock until today it controls 72.5 percent of the outstanding stock of Universal. Rackmil subsequently became president of Universal while retaining the presidency of Decca.

Today, the combined gross of Decca and Universal operation will exceed $100,000,000 annually. Today Decca, and its subsidiary, Coral, are two of the most active discmakers in the industry with a number of hit recordings riding high on the charts.

In celebrating the twentieth year of this long climb to its present status, Decca is issuing a recorded autobiographical of Bing Crosby in song and talk. It will include five 12-inch long play records on which Bing sings 89 songs he made famous.
BMI

is happy to extend Best Wishes to Decca Records on the occasion of its 20th Anniversary.

Where There's Music, There's BMI

BROADCAST MUSIC, INC.
New York Chicago Hollywood Toronto Montreal
Jimmie Cairns • Julie Stearns, Gen. Prof. Mgr.
George Furness • Eddie Janis • Harold Wald

ASSOCIATED MUSIC PUBLISHERS, INC. 1 West 47 Street, New York 36, N.Y.

“It’s What’s in THE CASH BOX That Counts”
TORONTO TOPICS:

Again the Canadian National Exhibition is back with us and it is the top attention grabber hereabouts. All available hotel and tourist rooms in the area are booked and in spite of the inter-AFL hassle being between the AF of M and the AFL unions, the grandstand show goes on every afternoon and night with the Roy Rogers group headlining. Our congratulations to producer Jack Arthur, who has turned out the best possible show that could be lined up in spite of the picketing power struggle which the various officials have permitted to continue. All of the local night clubs geared themselves to enter the “EX Visitors,” and the weekend show was presented to the fans of the evening. A few young people heard of the show in the early show on the fourth night and decided to see it. It is a real thing in the way a lot of people are talking about it. Phrases such as “the greatest,” “the Queen,” “tops ‘em all” are adjectives used to describe “the one and only.” Ella Fitzgerald is a phenomenon, and Glenda Montgomery is a singing stylist around today. One listen to this album of standards fashioned in the mellow, casual and unique style of Ella, is all it takes to convince you of her amazing ability to improvise on the melody gives a standard a new beauty and meaning. Although we’re wild about “Imagination” and “1 and 1/2 Thyme Is A Lively Thing,” the album is worth the price of the package. The Queen has a tremendous following, and a decent display of this one should rack up a healthy sale. Ella is accompanied by the ingratiating Ella Larkins at the piano, who brings out the tender quality in the star’s voice.

BILL DANIELS—“Love Me Or Leave Me”—Mercury MG 29047 (12” LP) List: $4.95

It’s EASY TO REΕR, IMAGINATION; LOVE ME OR LEAVE ME, THAT OLD FEELING: ELLA FITZGERALD. THIS IS A GREAT ALBUM. FOR $3.00! I CAN DREAM ’EM UP, BETWICHED AND BERNELIZED! WHAT A DIFFERENCE SOMEONE ELSE MAKING.

One of the country’s top night club draws and one of the most dynamic song stylists in the world today is Billy Daniels. Few performers can captivate an audience as one, who often, finds himself thinking of all impersonators use in their act. The song designer lets loose on thirteen beautiful songs on this recording. The spell that Billy casts on stage comes right out of the record. It’s a recording that his fans will consider a must. Any tune that the needle falls upon has the qualities necessary to sell the package.

THE MILLS BROTHERS—“Four Boys And A Guitar”—Decca DL 5516 (12” LP) List: $3.50

CAIN STREET BLUES. THIS ONE TODAY THAT ONE TOWARDS. A CARNIVAL IN VENICE. SPECIAL )); JEEP. SCOTTIE, THAT’S FOR YOU! HOW ABOUT IT, MISS ME LOVEL? I WISH I COULD AFFORD TO LIVE THE LIFE I’M LIVING. SMALL TOWN GIRL. THE Mills Brothers have been a top vocal quartet for more than twenty years. And they’ve been consistent hit makers all that time. But most responsible for this is their versatility with tunes and their “gimmick” of imitating musical instruments. The Mills’ collection of vocals for their latest album, includes jazz, swing and pop. Thus the quartet against a pleasing showcase of a guitar. Tunes include a number of standards and some catchy novelties. A pleaser from start to finish.

LOUIS ARMSTRONG AND GORDON JENKINS—Decca DL 5538 (1-10” LP) List: $3.50

BLUEBERRY HILL. CHOO, JEANNE, INDIAN LOVE CALL, WHEN IT’S SLEEPY TIME DOWN SOUTH, THAT LUCKY OLD SUN, “IT’S ALL IN THE GAME. LISTEN TO THE MOCKING BIRD. Louis Armstrong, perhaps the most vivid personality in musical circles, joins his talented horn and sardonic vocal chords with the wonderful talent of Gordon Jenkins and his orchestra. For Steve Stone fans no superlatives are needed. The three cylinders from Jenkins’ list are familiar with many of the tunes included on this LP. “Blueberry Hill.” “Listen to the Mocking Bird.” “All I Care About Is You.”

THE RED MILL—Victor Herbert—Capitol L 530 (10” LP) List: $4.00

GORDON MURRAY, LUCILLE NORMAN WITH CHORUS AND ORCHESTRA CONDUCTED BY CARMEN DRAGON. The vocalese, the orchestral voicings, the tempo, the whole enterprise is in the best possible taste. A colorful jacket in the motif of Dutch girls, guys and windmills should help draw attention to the album.

JAZZ

COUNT BASIE DANCE SESSION—Clef Records MG C-626 (12” LP) List: $4.45

STRAIGHT LIFE. BASIE GOES WEST. SOFTLY, WITH FEELING. PEACE PIPE. BLUES GO AWAY. CHERRY POINT. BUBBLES. RIGHT ON. THE BLUES DIME COME BACK. PLYMOUTH ROCK. To quote The Norman Granz notes on the back of this disc, “It is my opinion that it is quite simple to dance as well as listen to good jazz, because definitively jazz claims rhythm more as an ingredient of its composition than any other kind of music.” As usual, Kenton has found a few that maintain a dance tempo throughout, this album fills a definite need and would find a wide market if they were marketed as listening merits. Basie swings as he plays a variety of wonderful melodies.

CLASSICAL

PICTURES AT AN EXHIBITION—Modeste Moussorgsky—Leonard Pennario, piano. Capitol LAL 8296 (1-10” LP) List: $4.97

Perhaps Moussorgsky’s most recorded work, “Pictures At An Exhibition,” is offered as one of Capitol’s fall line. The work, produced as a high fidelity record is perfect for itself to be enjoyed both as a listening and more listening pleasure. Leonard Pennario is lumbering, sprightly, dramatic or humorous as he takes us through the picture gallery, describing each painting as we stop to look. A most engaging release that should make this Fall much brighter for many homes. The single record is packaged in a hard book type folder with black-and-white tonal style and “It’s What’s in THE CASH BOX That Counts” books and Victor Hartmann’s pictures which inspired the Moussorgsky music.
THE CASH BOX

Reviews

BEETHOVEN-SONATAS in E, No. 30 Op. 109, in A-Flat, No. 31 Op. 110—Myra Hess records with much feeling the delicate Beethoven Sonatas No. 30 and 31. Miss Hess handles the beautiful themes with delicate fingering, and the emotional warmth of her interpretation makes this an album that should meet with the approval of its select audience.


IF THERE'S SOMEONE LOVELIER THAN YOU, WITH THE WIND AND THE RAIN IN YOUR HAIR AND OLD FLAME; GAYSON BOY; YOU AND THE NIGHT AND THE MUSIC; LOVE NEST; BABIES IN THE CLOSET; EVERYTHING I'VE GOT.

This album introduces a new name to most jazz buyers. Tal Farlow shows, through this issue, that he belongs with the better known figures in jazz. His guitar work is fresh and strikes with an individuality that should rank him with top guitar names in the jazz field. Complementing Farlow are Oscar Pettiford, bass; Barry Galbraith, guitar; and Joe Morello, drums.

OPERAS

RIGOLETTO—Verdi (Complete) — Cetra C1217—(3-12" LP's). List: $17.85

FERRUCCIO TAGLIAVINI, TENOR; LINA PAGLIAU; SOPRANO; GIUSEPPE TADDEI, BARITONE.

The familiar story of the malicious jester, Rigoletto, who connives in the seduction of many by his master, Duke of Mantua, and taunts the enraged and tortured husbands, only to find himself the victim when his lovely daughter, Gilda, is betrayed to the unscrupulous Duke, is told in a new release by Cetra. The opera is composed of three 12 inch long play records and features Ferruccio Tagliavini in the role of the Duke; Giuseppe Taddei in the title role of the jester, Rigoletto; Lina Pagliau as the ill-fated daughter, Gilda; and Giulio Neri, as Sparafucile, the hired assassin. Several complete recordings are available, but this bel canto issue should meet with strong acceptance in view of its beauty, clarity and perfection of performance. Tagliavini, Taddei and Pagliau are superb in their respective roles of the Duke, the Jester, and Gilda. Extensive notes are enclosed supplying a biography of Verdi; the story, based on a Victor Hugo play "Le Roi s'Amause", and the libretto in Italian and English.

CHILDREN

"SPARKY'S MAGIC BATON"—A Child's Introduction to the Instruments of a Symphony Orchestra—Capitol DBX 3206 (2-10" 78 rpm) List: $3.06; KASF 3206 (45 rpm) $2.36

"Sparky's Magic Baton" is an interesting and delightful story about a youngster's escapades through the world of instruments. The tap of his baton makes all the instruments sing out. With this he-in, Sparky and the listener are introduced to the sounds of all the musical instruments in an orchestra. Album includes 19 color pages following Sparky's adventures. And inside back cover shows a picture of each of the instruments. Should be a big kiddle seller.

COUNTRY

WEBB PIERCE—The Wondering Boy—Decca DL 5586 (10" LP). List: $3.80

WEBB PIERCE will be often heard on your airways; back Street Affair; It's Been So Long; Slowly; That Heart Belongs To Me.

Webb Pierce may be ranked as the most popular country artist in the United States today. In The Cash Box disk jockey poll conducted just a few months ago, Pierce was voted the most programmed country artist, and in the annual Cash Box juke box opera poll, Pierce also was voted #1. In the past few years, almost every record that the warbler has issued has hit the top ten. And a great many of these have hit the top of the lists. Decca selects eight of the songster's top waxings and offers them in one package. Country music lovers will go wild about this one. Dealers know their sales capacity for country records. In areas where this music is big, this album is sure to be one of the top sellers.

SHOW TUNES

RODERS AND HART—Performed by Louise Carlyle and Bob Shaver with narrator—John Morris Trio—Walden 304 (12" LP). List: $5.85

I DID YOU EVER GET STUNG; A TREE IN THE PARK; NOBODY'S HEART; SENTIMENTAL ME; KEEP ME LOVE ALIVE; WAIT TILL YOU SEE HER; A SHIP WITHOUT A SAIL; AN OLD FACE WITH YOU; EASY TO REMEMBER; FREDERICK; WHEREVER I GO.

When Richard Rodgers and Larry Hart started writing as a team, songwriting and musical comedy history were made. The first Rodgers & Hart tune was performed on the Broadway show in 1919. Since then, and until the uninterestingly passing of Hart, Broadway was theirs. Here, some of the less frequently heard numbers from their ten years which were part of great musicals from 1919 to 1943 are performed by the talented Louise Carlyle and Bob Shaver. A treat for the older folks who remember these great classics. Everyone oughta get a kick out of "The Keep Me Love Alive," Miss Carlyle and Shaver have excellent voices that add wonderful qualities to these classics.

HOLLYWOOD, CALIF.—Sax Player Solly Southern and James "Deacon" Ware are shown grouped around around Governor Goodwin K. Knight. The two received a welcome on Thursday at the Los Angeles Press Club party which was held at the Ambassador Hotel.

RCA Victor, Three Suns and
And Sahara Hotel Host
Los Angeles Deejeys

LOS ANGELES—RCA Victor recording artists, The Three Suns, found how much fun a one-night stand can be when they were invited to perform at the Sahara Hotel and The Three Suns took over and played host to those present. While dining in the beautiful Congo Room and enjoying a lavish stage production which was headlined by The popular Vaudeville, musical comedy team; Mary Neglia, violinist; Martha Ann Bentley, ballet dancer; and along with the Sahara dancers and music by Cee Davidson and his orchestra. After a few hours in the gambling room the group gathered to hear The Three Suns and meet them personally. Those present included Carl Bailey, KHJ; Larry Berrill, KBIG; Chuck Bennett, KFI; E. C. Cannon, program director KFI; Val Cimard, KFST; Ira Cook, KMPC; Jean Connlin, KHJ librarian; bill Davidson, KABC; John Espindola, KABC; Frank Evans, KJH; Mark Haas, KMPC; Lois Hastillo, KFI librarian; Eddy King, KDCF; Jack Low, KGFJ; Alene McKinney, KHJ librarian; Johnnie McShane, KMPC; Gene Norman, KLAC; Jim O'Leary, KHJ; Allen Sackle, KIEV; Bill Stewart, KMPC; Jerry Sybilson, KMPC; Virginia Warwick, KHJ librarian.

Several of the record dealers in the area were also present including Clyde Wallace, Music City; Mareo Avonson and Ray Barnes of American Music Company along with Jim Kenworthy of The May Co.

Representatives from RCA Victor included Tom Mooney, ICA Record rep., Marty Bennett, Henry Gerber and "The Los Angeles of Labor." Dick David Pearce, George Richmond, Dave Hylton, Dorothy Garie and Betty Vance represented RCA Victor Distributing Corp.

RCA Victor, publicity manager for the Sahara Hotel, also flew down with the group along with Roger Beck of The Mirror and representatives of the trade papers.

Cocktail Party For Denise Lor

CHICAGO—Jimmy Martin, Major Records distribu, here hosted a cocktail party at Linn Burton's Steak House this past Tuesday (8/24) for Denise Lor. Her Major waxing, "If I Give My Heart To You", seems to be causing quite a stir.

Radio people who attended included: Eddie Hubbard, WIND; Jim Mills, WIND; Lovemo Younglove, WIND; Bernie Allen, WIND; John Lounsbury, WGN; Bill Albert, WGN; Marty Hagen, WCLF; Jack Kervy, WCLF; Eileen Mack, WCLF; Myron Schulz, WAAF; Herbie Mintz, WAAF; Stan Duke, WHD; Lloyd Welsh, WGES; Jay Smith and Al O'Brien, WOPA, and many others.

Among the guests were Ted, Fred and Joe Sippera, Singer One-Stop; Al Tannner, Little Alf's All-Star; Jim O'Dwyer, Music Box One Stop; as well as members of the press.

The High and the Mighty

M. WITMARK & SONS

I Love Johnny

MILLER MUSIC CORPORATION

The Sock Novelty!
### The Top Ten Records—City by City

#### New York, N.Y.
1. **Hey There (Clancy)**
2. **Hey There (Clarence/Davis, Jr.)**
3. **Goodnight Sweetheart**
4. **Hey There (Clarence/Buyer)**
5. **Little Shoemaker (Gaylords)**
6. **Goodnight Sweetheart**
7. **Hey There (Clarence/Buyer)**
8. **Goodnight Sweetheart**
9. **Hey There (Clarence/Buyer)**
10. **Little Shoemaker (Gaylords)**

#### Chicago, Ill.
1. **Hey There (Clancy)**
2. **Sh-Boom (Ford)**
3. **Little Shoemaker (Gaylords)**
4. **High And The Mighty**
5. **Hey There (Clarence)**
6. **Sh-Boom (Ford)**
7. **Little Shoemaker (Gaylords)**
8. **Goodnight Sweetheart**
9. **Hey There (Clarence)**
10. **Little Shoemaker (Gaylords)**

1. **Hey There (Clancy)**
2. **Sh-Boom (Chords/Crew-Cuts)**
3. **Little Shoemaker (Gaylords)**
4. **Sh-Boom (Chords/Crew-Cuts)**
5. **High And The Mighty**
6. **Chapel In The Moonlight**
7. **Goodnight Sweetheart**
8. **Won't You Be My Neighbor?**
9. **Little Shoemaker (Gaylords)**
10. **I'm A Fool To Care**

#### Detroit, Mich.
1. **Hey There (Clancy)**
2. **Sh-Boom (Chords/Crew-Cuts)**
3. **Little Shoemaker (Gaylords)**
4. **Mood Indigo**
5. **There's A Woman With A Whole Lot Of Style (Martenie/Bulawayo)**
6. **Hey There (Clarence/Buyer)**
7. **Hey There (Clarence/Buyer)**
8. **Hey There (Clarence/Buyer)**
9. **Hey There (Clarence/Buyer)**
10. **Hey There (Clarence/Buyer)**

#### San Francisco, Calif.
1. **Hey There (Clancy)**
2. **Sh-Boom (Chords/Crew-Cuts)**
3. **Little Shoemaker (Gaylords)**
4. **Sh-Boom (Chords/Crew-Cuts)**
5. **High And The Mighty**
6. **Little Things Mean A Lot**
7. **Chapel In The Moonlight**
8. **Goodnight Sweetheart**
9. **Hey There (Clarence/Buyer)**
10. **Little Shoemaker (Gaylords)**

#### St. Louis, Mo.
1. **Hey There (R. Clooney)**
2. **Sh-Boom (Chords/Crew-Cuts)**
3. **Little Shoemaker (Gaylords)**
4. **Hey There (R. Clooney)**
5. **Goodnight Sweetheart**
6. **Hey There (R. Clooney)**
7. **Hey There (R. Clooney)**
8. **Hey There (R. Clooney)**
9. **Three Coins In The Fountain**
10. **I'm A Fool To Care**

#### Boston, Mass.
1. **Chapel In The Moonlight**
2. **High And The Mighty**
3. **Hey There (R. Clooney)**
4. **Dream (Four Aces)**
5. **What A Dream (Patti Page)**
6. **Little Things Mean A Lot**
7. **Sh-Boom (Chords/Crew-Cuts)**
8. **Little Shoemaker (Gaylords)**
9. **I Need You Now (E. Fisher)**
10. **Honey Love (Sonny Paul)**

#### Miami, Fla.
1. **Skokiaan (Martenie/Bulawayo)**
2. **Goodnight Sweetheart**
3. **Hey There (R. Clooney)**
4. **Hey There (R. Clooney)**
5. **I'm A Fool To Care (Gaylords)**
6. **Rock Around The Clock (Vivian Young)**
7. **Rock Around The Clock (Bill Haley)**
8. **Little Things Mean A Lot**
9. **Three Coins In The Fountain**
10. **Chapel In The Moonlight**

### Chicago Auto Accident

**CHICAGO**—Decca Record Distributors, the city, represented by Selman Schall, offered a $1,000bai bond for the benefit of Margaret Kraft, hostess cocktail party that will be held in the city. Kraft is the former Miss Chicago for the 1944 season, according to the Chicago Theatre. The funds were given to the Chicago Auto Accident, one of the old WIBO studio, formerly a strong attraction for people who wanted to know how a radio show was run, back in the days when the Chicago Theatre was new. The Aces had to leave once during the airfall to go on stage but returned to visit with the many people who came to see them. Among the radio personnel who attended were: How- ard Miller, WIND; Jim Loudermilk, WGN; Estelle Barnes, WGN; Stan Vale, WJJD; Jeanne Spangler, WJJD; Myron Schulz, WAFF; Sid Sackweiz, WAT; Jack Leadinehouse, WJOH, and others.

### Set Fisher Golf Tourney

**JEREMY SIMON ON LEAVE**

**NEW YORK**—Jerry Simon, former New York Post sports writer, who entered the Army last June, was home on leave this week after finishing his basic training. Simon handled the promotion for Doris Day and other artists in this area before he was drafted.
NEW YORK:

Billy Ward and his Dominoes made their big move for hitdom in the pop field last week when he and the boys cut what Jerry Blaine calls a "sensational session," five jazz-flavored tunes that will go down in jazz history. Billy Ward and his group sounded wonderful.

Capitol, continuing to expand in the r & b field, announces the signing of Pepper Nesle and Amistad Allen. Kristine Anne coming from the Kingston Records. The Dominoes are in a couple of strong items, "Little Black Train" and "Above Jacob's Ladder." Billy Ward had a hit with "I Had A Baby." But not only is their third straight, but the three are appearing on the charts at the same time.

Meanwhile.

Two Tremendous Sides: "The HIGH AND THE MIGHTY" and "SKOKIAAN"

JOE LOCO and his Orchestra

10-229

220 West 42nd Street New York, N. Y.

LOS ANGELES:

Biggest news to everyone in the music biz, is the massive thirteen story circular building which Capitol will construct at Yucca and Vine. . . . Joe Bihari starts biggest event of the year 6/19 when he presented an all star show at the Savoy Ballroom, a setting of 2400, in the gala dance event which was headlined by B. B. King along with Johnny Otis and his band. 

Also on the program was Marvin and Johnny, Shirley Gunter and The Queens, Joe Bihari plans to book several other attractions in many Southern and Northern Calif. cities, . . . A brand new group recently befriended by Joe Bihari is the name of The Dodgers. Their first release of "You Make Me Happy" b/w "Let's Make A Whole Lot Of Love" has stirred up some much interest, the following publishers are tickling for the tunes. . . .

The Midnights along with Todd Burgh and his band are now headed for the West Coast. They will be in Denver, Sept. 6th & 7th and are scheduled to open at the Savoy Ballroom here in LA Sept. 16th. . . . Saul Bihari says they're shipping records out like crazy and it looks like Marvin & Johnny's Modern waxing of "Tick Tick Boom" is a hit. . . .

Joe Bihari says his All talks about the Oklahoma City and San Antonio. . . . Saul added, "Oop Shoop" with Shirley Gunter and The Queens is stepping out fast too. . . . After closing at the Savoy Ballroom Roy Milton left on a tour which will include many engagements throughout Calif. Appearing with him on many of these dates will be Richard Lewis and The Flairs. . . . Chuck Higgins has signed with Specialty Records, Chuck leaves for Northern Calif. and the San Joaquin Valley to fill engagements here with The Rohins and Jimmy Witherspoon. They will be in Monterey 9/2, Fresno 9/3 and Atascadero Lake 9/4. . . . Louis Jordan has been doing mighty well at the Torecadero in Hollywood. Appearing with him is The Robins and a new front woman Jo Ann Lynn. Jordan and crew will leave soon on a tour of the South that will take them through Texas, Oklahoma and Louisiana. . . . We hear that Johnny Ace will be here on the coast for several night club dates in October. . . . The Devionaires, The Dreamers along with Johnny Otis and his band signed a three day stand at the Savoy Ballroom 29th thru 21st. . . . Meanwhile at Billy Berg's Five Ballroom Charles Brown and Lowell Fulson have been held over for another engagement. Smash business during the Duke's engagement at the Hollywood Credence has brought in a jammed house almost every night. Appearing with the Ellington crew is vocalist Jimmie Grissom. . . . Lew Chudd, proxy of Imperial Records, has returned to his Hollywood office after an extensive business trip through the country & the Caribbean. While in Washington, D.C., he signed a new group called The Pelicans. Their first release will be out soon. . . . The Old Riverside Ranchos was turned into a typical Harlem hot spot Sun. Aug. 29th when Big E & The Robins were featured with The Robins and Jimmy Witherspoon. They will be in Monterey 9/2, Fresno 9/3 and Atascadero Lake 9/4. . . . Louis Jordan has been doing mighty well at the Torecadero in Hollywood. Appearing with him is The Robins and a new front woman Jo Ann Lynn. Jordan and crew will leave soon on a tour of the South that will take them through Texas, Oklahoma and Louisiana. . . .

JAZZ JOTS

Capitol Records signed Weird Woody to a long term contract. Woody, has been available on records via Mars Records, his own discy, for the past several years. . . . Anita O'Day in trouble again. . . . Jimmy McPartland, booked to do a big concert in London with his wife, Marian, was unable to work as he had no working permit. . . . Mort Davis, formerly with General Artists Corporation and Gale Agency as a Booker, is now associated with Universal Attractions in its Jazz Department.

"It's What's in THE CASH BOX That Counts"
**THE CASE BOX HOT 100**

- **New York City**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
  - **4.** WORK WITH ME ANNIE - Midnights (Federal 12169)
  - **5.** SH-BOOM - Chords (Cat 104)
  - **6.** YOUR CASH AIN'T NOthin' BUT TRASH - Clowns (Atlantic 1035)
  - **7.** HURTS ME TO MY HEART - Faye Adams (Herald 433)
  - **8.** SHAKE, RATTLE AND ROLL - Joe Turner (Atlantic 1026)
  - **9.** WHEN MY HEART BEATS LIKE A HAMMER - B. B. King (RPM 412)
  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

- **Chicago**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
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  - **9.** WHEN MY HEART BEATS LIKE A HAMMER - B. B. King (RPM 412)
  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

- **New Orleans**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
  - **4.** WORK WITH ME ANNIE - Midnights (Federal 12169)
  - **5.** SH-BOOM - Chords (Cat 104)
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  - **9.** WHEN MY HEART BEATS LIKE A HAMMER - B. B. King (RPM 412)
  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

- **San Francisco**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
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  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

- **Newark**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
  - **4.** WORK WITH ME ANNIE - Midnights (Federal 12169)
  - **5.** SH-BOOM - Chords (Cat 104)
  - **6.** YOUR CASH AIN'T NOthin' BUT TRASH - Clowns (Atlantic 1035)
  - **7.** HURTS ME TO MY HEART - Faye Adams (Herald 433)
  - **8.** SHAKE, RATTLE AND ROLL - Joe Turner (Atlantic 1026)
  - **9.** WHEN MY HEART BEATS LIKE A HAMMER - B. B. King (RPM 412)
  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

- **Memphis**:
  - **1.** OH WHAT A DREAM - Ruth Brown (Atlantic 1036)
  - **2.** HONEY LOVE - Drifters (Atlantic 1029)
  - **3.** SEXY WAYS - Midnights (Federal 12185)
  - **4.** WORK WITH ME ANNIE - Midnights (Federal 12169)
  - **5.** SH-BOOM - Chords (Cat 104)
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  - **10.** I'VE GOT MY EYES ON YOU - Clowns (Atlantic 1035)

*"It's What's in THE CASH BOX That Counts"*
The Cash Box, Music

The Top Ten Tunes Netting Heaviest Play, Compiled From Reports Submitted Weekly To The Cash Box, By Leading Music Operators In Dallas, Los Angeles and Other Cities Listed.

1. **OH WHAT A DREAM**
   - Ruth Brown (Atlantic 1036)
2. **HONEY LOVE**
   - The Drifters (Atlantic 1029)
3. **SEXY WAYS**
   - Midniters (Federal 12185)
4. **I’VE GOT MY EYES ON YOU**
   - Clovers (Atlantic 1029)
5. **SH-BOOM**
   - Chords (Cot 104)
6. **HEY THERE**
   - Sammy Davis, Jr. (Decca 79199)
7. **ANY DAY NOW**
   - Buddy Johnson (Mercury 70423)
8. **WORK WITH ME ANNIE**
   - Medallions (Federal 12189)
9. **EBB TIDE**
   - Ray Hamilton (Epic 1046)
10. **TICK TOCK**
    - Marvin & Johnny (Modern 933)

**OH WHAT A DREAM**
- Ruth Brown (Atlantic 1036)
- Chords (Cot 104)
- Marvin & Johnny (Modern 933)
- Clovers (Atlantic 1029)
- Thirteen (Cot 104)
- Midnighters (Federal 12185)
- Medallions (Federal 12195)
- Styles (Atlantic 1029)
- Zheros (King 4740)
- Clovers (Atlantic 1029)

**HONEY LOVE**
- The Drifters (Atlantic 1029)
- Marvin & Johnny (Modern 933)
- Eddyopes (Atlantic 1029)
- Clovers (Atlantic 1029)
- Thirteen (Cot 104)
- Midnighters (Federal 12189)
- Styles (Atlantic 1029)

**SEXY WAYS**
- Midniters (Federal 12185)
- Chords (Cot 104)
- Midnighters (Federal 12189)
- Styles (Atlantic 1029)
- Styles (Atlantic 1029)
- Styles (Atlantic 1029)

**I’VE GOT MY EYES ON YOU**
- Clovers (Atlantic 1029)
- Clovers (Atlantic 1029)
- Clovers (Atlantic 1029)
- Clovers (Atlantic 1029)

**SH-BOOM**
- Chords (Cot 104)

**HEY THERE**
- Sammy Davis, Jr. (Decca 79199)

**ANY DAY NOW**
- Buddy Johnson (Mercury 70423)

**WORK WITH ME ANNIE**
- Medallions (Federal 12189)

**EBB TIDE**
- Ray Hamilton (Epic 1046)

**TICK TOCK**
- Marvin & Johnny (Modern 933)

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**Coming Up In R&B**

**BEHAVE YOURSELF**
- The "5" Royales
  - King (4740)
  - Richmond

**BUICK 59**
- The Medallions
  - Dootone (347)
  - Los Angeles

**I’AIN’T DRUNK**
- Jimmy Liggins
  - Aladdin (2350)
  - Nashville, St. Louis

**I DON’T HURT ANYMORE**
- Dinah Washington
  - Mercury (70439)
  - St. Louis

**I LIVED MY LIFE**
- Fats Domino
  - Imperial (5031)
  - New Orleans

**LOSING HAND**
- Roy Charles
  - Atlantic (1037)
  - New Orleans

**RATTIN’ AND RUNNING AROUND**
- Eddy Boyd
  - Chess (1576)
  - Shreveport

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**Starting Big**

**FLIP**

BY

**MARVIN & JOHNNY**

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**ORDER NOW!**
**SPECIALTY RECORDS**

**“CRY SOMETIMES”**
- Swanette Quintet
  - Nashboro 306

**“DIDN’T IT RAIN CHILDREN”**
- Sons of the King (Excella 2016)

**NASHBORO RECORD CO., INC.**
177 3rd Ave. N.
Nashville, Tenn.
(Phone 42-2215)

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**THE MIDNIGHTERS**

**“ANNIE HAD A BABY”**
- "SHE’S THE ONE"
  - Federal 12195

**“SEXY WAYS”**
- "Don’t Say Your Last Goodbye"
  - Federal 12185

**“WORK WITH ME ANNIE”**
- Federal 12185

**EARL BOSTIC**

**“MAMBOSTIC”**
- "These Foolish Things"
  - King 4730

**BILL DOUGT**

**“HIGH HEELS”**
- "Sweeet Slumber"
  - King 4732

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**2 SMASH HITS**

**“DON’T DROP IT!”**
- Marvin & Johnny

**“SEND ME SOME MONEY”**
- Varetta Dillard

**THE WAYS OF A WOMAN**
- By WILBURT HARRISON

**LOVE**
- By VARETTA DILLARD

**SAVOY #1138**
**SAVOY #1137**

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**I WONDER, DO YOU?”**

**“ALL ABOARD”**

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**PEACOCK RECORDS**
2809 Eastern Street, Houston 26, Texas

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“How’s It in The Cash Box That Counts!”
SHY TANS
(Bruce 110)

1954

"THE MARGIE HOT MIRACLE" (2:56) [Harmon ASCAP—Youngman] The Shy Tans work over the familiar oldie and come up with a very tasty mambro treatment. Chester Dixon's piano work on a Alto Sax solo.

"SKOKIAAN" (2:35) [Shapiro, Bernstein ASCAP—Shena, Zecca] An intriguing version of the South African melody that has taken the country by storm. Chester Dixon on the piano pulls off a fine job on the fascinating melody.

EDDIE BOYD
(Chess 1576)

"RATTIN' AND RUNNING AROUND" (2:30) [Arc BMI—W. Dixon] Eddie Boyd has a strong wax here as he sings the story of his baby running around. Eddie sings the slow blues with feeling. Strong wax.

"DRIFTING" (2:45) [Arc BMI—E. Boyd] Boyd bats this tune out and comes with a powerful waxing. The planter drives and imparts his infectious enthusiasm to the listener. Has the zest and sales potential to make it a big one.

"SONNY BOY" WILLIAMSON
(Trumpet 215)

"SHE Brought LIFE BACK TO THE DEAD" (2:41) [Globe BMI—W. Williamson] Williamson sings an interesting blues item with lyrics and allows you to "she" who brought life back to the dead. A good performance. Harmonics and strings are the instrumental sounds.

"GETIN' OUT OF TOWN" (2:41) [Globe BMI—W. Williamson] Williamson performs easily to an infectious beat as he tells his plans to pack and get out of town. Vocal and sax is chaser and sounds the instrumental main part of the disk instrumental.

THE FOUR BARS
(Juice 768)

"IF I GIVE MY HEART TO YOU" (2:57) [Miller Music ASCAP—Crane, Jacobs, Brewster] The first r & b recording of the hauntingly lovely tune currently creating pop excitement. The Four Bars handle the tune tenderly and come up with a wax that should meet with good acceptance.

"STOP IT! QUIT IT!" (2:40) [Ben Ell BMI—Edray Daye] The group dishes up a change of pace as they rock out a rocker for the 45. A happy lyric sung with enthusiasm.

THE FLAIRS
(Flair 1044)

"THIS IS THE NIGHT FOR LOVE" (2:44) [Flair BMI—Berry] The Flairs melt prettily on a melodic slow ballad. A possible piece of pop material.

"LET'S MAKE WITH SOME BASS" (2:23) [Flair BMI—Berry] The boys bounce forcefully on this deck as they chant the middle tempo ditty. A slightly wild and driving wax.

THE CASH BOX

AWARD O' THE WEEK

"LITTLE BLACK TRAIN" (2:02)
[Ward, Marks BMI—Ward]

"ABOVE JACOB'S LADDER" (2:25)
[Ward, Marks BMI—Ward]

BILLY WARD AND HIS DOMINOS (Federal 1219)

- Billy Ward and His Dominos

- "LITTLE BLACK TRAIN" - Billy Ward and His Dominos

- "SICK FEELIN' BLUES" - Billy Ward

- "KEEP ME" - The Christland Singers

- "HI-BEAM MAMBO" - (Bass Music BMI—Smith, Ferguson) Charlie (Little Jazz) Ferguson dishes up some high tempo and intriguing saucy on this fast tempo side.

- "LOW LIGHTS" - (Bass Music BMI—Smith, Ferguson) Charlie waxes a change of pace instrumental blues featuring his strong saucy.

ANDREW H
(Crown 122)

"DARK CLOUDS" (2:49) [Modern BMI—Taub] Andrew H brings a hearty southern blues with the proper feeling for that market.

"I DECLARE" (2:45) [Modern BMI—Taub] Another middle tempo blues in the same vein. The chant is in the country blues market. This side has more overall strength for the boxes and over the counter sales.

JOHNNY TAYLOR
(Hollywood 1018)

"SHE WOULDN'T LAY DOWN" (2:31) [Golden State BMI—J. Taylor] Johnny Taylor teams up with Joe Hamilton on a rocking middle tempo with a strong beat. Johnny sings the solo with joy repeating the title line in the background.

"WE FOOLED" (2:30) [Golden State BMI—J. Taylor] Taylor has the top wax with a slow blues ballad. A pretty effectively presented.

THE HONEY BEARS
(Spark 1043)

"ONE BAD STUD" (2:23) [Quintet BMI—Leiber, Stoller] The Honey Bears rock out a fast tempo bounce loaded with drive. Growl voiced lead gives an enthusiastic reading. Could catch some strong action.

"IT'S A MIRACLE" (2:40) [Quintet BMI—Leiber, Stoller] The Bears sing a slow rhythmic item with a strong religious feeling. Lead, voice appealing in voice and personality. Bears catching.

ROMAINES
(Groove 9935)

"YOUR KIND OF LOVE" (3:02) [Three J Music BMI—Ray Hayes] The Romaines dish up a bouncy romantic ditty for their first Groove effort. Item could appeal to both markets.


LOUIS JORDAN
(Aladdin 3249)

"IF I HAD ANY SENSE I'D GO BACK HOME" (2:28) [Rosemarie McCoy] Louis Jordan portrays the disillusioned traveler who realizes every move he's made is wrong and if he had any sense he'd go back home. Louis' singing the blues is a departure from his recent novelty re-leases and might prove to be the formula for a strong seller.

"LOUIS' BLUES" (2:45) [D&M Music—Louis Jordan] Louis Jor- dan throws a hot and forceful blues on his sax, backed by the Symphonic Five.
MAMBOMANIA

Frank Amaran, sales manager of RCA Victor International Department, elated with the growing pulling power of Tito Rodriguez. Rodriguez' sales have been mounting steadily until they now crown Noro Morales for the second spot in the sales charts. Perez Prado leads the parade. Rodriguez goes into the Yacht Club, Atlantic City, from August 28 to Sept. 5. He'll leave a couple of days before his engagement starts to visit with the local jockeys. Tito was a sellout for his previous two one-nighters in Indiana Harbor and Paradise Ballroom in Chicago and the bookers want him back for September 18 and 19. Then into Chester, Pa., the Club 31, from September 20 to 25; and the Rendezvous, Philadelphia, from September 27 to Oct. 2. Morris Diamond has been engaged to work on the Fiesta line in an all-out push for the New York area. First record being promoted by Diamond will be "MAM-BOOo!" by Ramon Marquez and his orchestra. Ivan Mogull takes over as band manager of the new Belmont Mambo Band. Bellman's name has been mounting greatest ball fighters. The LeCusua Cuban Boys Orchestra signed a long term contract with Mercury Artists. The Mambo USA Concert starring Joe Loco, Machito, Paco Melendi, and other Latin talent, kicks off at Carnegie Hall in New York the latter part of October. The show then takes off for an eight-week road tour... Tito Puente, Tico Record star, goes into the Hi-Hat Club, Boston, Mass. for the week starting October 4. Boss Herman's Latin Lab issues Ray Santor's Band with mambo treatments of two tasty oldies, Music Maker" and "Diga Diga Doo," for which disk Bess has high hopes. Another arrangement of Leonard Smith, Albany, New York, and Payson, Buffalo, New York as new distros for Tico and its sister lines, Rama and Gee.

NEW YORK—Bobby Shad, A&I Director of the Emarcy label, chats with Dinah Washington during the recording of her album "After Hours With Miss L." This is the first authentic jazz album which the artist has recorded. She cut four sides each running from 2 to 11 minutes. The musicians used only head arrangements. Featured on the date were Clark Terry, trumpet; Redd Henderson, alto-sax; Eddie Davis, tenor-sax; Keter Betts, bass; Julian Marce, piano; and Ed Thpenps, drums. The album is scheduled for September release.

Deejay Jim Mills

Returns From European Tour

CHICAGO—Free lance disk jockey, Jim Mills, returned from a tour of Europe which took him into eight countries. Mills met and interviewed celebrities from all walks of life, including a man from behind the Iron Curtain, also Lady Astor, Italia Bianco, Douglas Fairbanks, Jr., Richard Green, Gia Letrigu, Vera Lynn, and Stanley Black. Jim picked up the top foreign recording of each country, which he reports, are as follows:

No. 1 in Germany, Nat "King" Cole’s "Answer Me, My Love."
No. 1 in Tunisia and Algiers, Yvette Giraud’s "Little Shoemaker."
In France, "Song From Moulin Rouge" by Andre Clave.
In Italy, "Amena E Core" by Eddie Fisher.
In Spain, the top tune is The Four Lads’ "Istanbul."
It is also his claim that the top vocalist on an international scale today, is Bing Crosby.
He labels himself as "the only international disk jockey today."
He intends this to be the first in a series of trips which he hopes will eventually take him to every country in the world.
"I could never complete this story," Jim concluded, "without extending my sincerest thanks to Trans-World Airlines, which sponsored this trip."

IT HAS BROKEN IN LA
... and spreading fast!

"HEARTS OF STONE"
by
THE JEWELS

NATIONAL MUSIC SALES CORP.
6420 Santa Monica Blvd.
Hollywood 38
Calif.
NEW YORK—"The Bill Silbert Show," which is broadcast from the Palisades Amusement Park every Monday from 9:00 to 10:00 PM over WWMG, has been attracting tremendous crowds. Teen-agers have been coming out to the park in large numbers to see the prominent recording artists who appear every Monday night. Bill Silbert offers his "John Hancock" to his many admirers.

Wow! Whatta Schedule

NEW YORK—One of the most common gripes of artists in show business is tight bookings that call for much travel with little time in between. Last week, Vaughn Monroe undertook one of the grueling schedules ever put together for an artist. It all started Saturday, August 21, and went as follows: Saturday-closed week's engagement, Steak Ranch, Atlanta. Sunday—3 A.M.—leaves by special RCA plane for West Palm Beach, Fla., to appear on special program at opening of new TV station; 5 P.M.—down by helicopter to Miami; 7 P.M.—boards National Airlines plane for New York; 11 P.M.—arrives in New York for quick conference with agent. Monday—1 A.M.—boards TWA Ambassador flight for Los Angeles, 3 P.M.—conference with agency executives before filming color TV commercial for RCA, Tuesday through Thursday. Thursday—9 P.M.—boards TWA Ambassador flight for New York. Friday—7 A.M.—arrives in New York; 10 A.M.—confers with agent; 2 P.M.—drives to Asbury Park for opening of three-day engagement at Convention Hall. Saturday—2 P.M.—drives to New York for rehearsal of guest appearance on Dorsey TV show; 9 P.M.—leaves TV show and motors to Asbury Park for evening performance. Sunday—2 A.M.—leaves for New York after last show at Convention Hall. Monday—10 A.M.—confers with agent; 1 P.M.—poses for publicity pictures; 2 P.M.—rehearsal for own TV show beginning following day.

NEW YORK—Sammy Kaye will play in from location dates and one night stands for his weekly TV show "So You Want ToLead A Band, over ABC-TV, Thursdays at 9 P.M. (EDT). Sammy kicks off the tour with a two week stint at the Surf Club, Virginia Beach, beginning August 27th. Other dates already booked are one nights at Canoe Park, New York, Sept. 11; York, Pa., Sept. 17; and Hershey, Pa., Sept. 18. Kaye will also play in New York, in October for the first time in his long career. His manager, David Krougel, has lined up five p.m.'s there thus far.

Phone Booth Composers

NEW YORK—Songs are written in odd places. And Billy and Larry Martin are two writers who did just that. The authors of "This We Two Are One" composed "My Heart's On A Fast Express," Julius La Rosa's latest, on the phone. Son Larry, serving a hitch in the army, was speaking from Camp Chaiffe in Arkansas to his dad Billy in New York. During the father and son conversation, the sentence "my heart's beating like a fast express" was mentioned. The team didn't get off the phone until the entire song was written.

Crazy 'Bout Those Fans

Ralph Petty
WLSH—Lansford, Pa.
1. Don't Hurry (Terry Fell)
2. Tenderly (Marty Robbins)
3. Back Up Daddy (Carl Smith)
4. You've Got A Child (Red Foley)
5. Thank You For Calling (Billy Walker)
6. River Of No Return (J. Ennis)
7. Slowly (Wells Pierce)
8. Talking About (Elton Britt)
9. Even This (Wells Pierce)
10. Cry Darling (J. Newman)

Bob McKeohan
KCON—Tucson, Ariz.
1. I Don't Hurt Anyone (Snow)
2. Drop Down Drag (Jack Atkins)
3. Downhill Drag (Carl Smith)
4. Only One (Billie Holiday)
5. Honey I Need You
6. One By One (Wells & Fely)
7. Gala Lee (Jennie & Jack)
8. I Really Don't Want To (Eddy Arnold)
9. Release You (Ma Perkins)

L. F. Kenfield
WTC—Hartford, Conn.
1. Slowly (Wells Pierce)
2. Rough Rider (Eddy Perkins)
3. Downhill Drag (Jack Atkins)
4. Only One (Billie Holiday)
5. Honey I Need You
6. One By One (Wells & Fely)
7. Gala Lee (Jennie & Jack)
8. I Really Don't Want To (Eddy Arnold)
9. Release You (Ma Perkins)

Mack Sanders
KFBI—Wichita, Kan.
1. Even This (Wells Pierce)
2. One By One (Wells & Fely)
3. Honey I Need You
4. Goodnight Sweetheart
5. Chapel In The Moonlight
6. One By One (Wells & Fely)
7. Diggy Diggy Lo (J. Newman)
8. Two Step Sidestep (B. Lou)
9. War Of The Goblins (Tommy Collins)

Johnnie Rion
KSTL—St. Louis, Mo.
1. Just One More Time (Jimmie Dickson)
2. One By One (Wells & Fely)
3. Goodnight Sweetheart
4. Chapel In The Moonlight
5. A Place For Girls Like You
6. This Old House (Jack & Kay)
7. Hurry Daddy (Billy Walker)
8. You're Not Easy To Forget (Charlie Rich)
9. One By One (Wells & Fely)
10. Our Behind The Door

Wayne "Sadbaggs" Grindstaff
KOFL—Albuquerque, N. M.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. As Far As I'm Concerned (Faye Walker)
6. I Really Don't Want To Know (Pete Ames)
7. Oh, How I Love You (Lunch Truck)
8. You Say A Lot (Tommy Collins)
9. One By One (Wells & Fely)
10. Back Seat Baby (Victoria Lee)

Sleepyhead Cliff
KACO—Oklahoma City, Okla.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. Our Behind The Door
6. You Can't Fool Me
7. You Can't Fool Me (Dale & Lucille)
8. Hurry Daddy (Billy Walker)

Earl Davis
WFBG—Bristol, Pa.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. A Place For Girls Like You
6. Cry Darling (Jennie & Jack)
7. You're Not Easy To Forget (Charlie Rich)
8. Oh, How I Love You (Lunch Truck)
9. You Say A Lot (Tommy Collins)
10. Back Seat Baby (Victoria Lee)

L. F. Kenfield
WTC—Hartford, Conn.
1. Slowly (Wells Pierce)
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3. Downhill Drag (Jack Atkins)
4. Only One (Billie Holiday)
5. Honey I Need You
6. One By One (Wells & Fely)
7. Gala Lee (Jennie & Jack)
8. I Really Don't Want To (Eddy Arnold)
9. Release You (Ma Perkins)

Cliff Rodgers
WKRN—Knoxville, Tenn.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. A Place For Girls Like You
6. You Say A Lot (Tommy Collins)
7. Back Seat Baby (Victoria Lee)
8. One By One (Wells & Fely)
9. You Say A Lot (Tommy Collins)
10. Back Seat Baby (Victoria Lee)

Carl E. Loomis
WCUM—Cincinnati, Ohio
1. Goodnight Sweetheart
2. I Don't Hurt Anyone (Snow)
3. Slowly (Wells Pierce)
4. Goodnight Sweetheart
5. Even This (Wells Pierce)
6. You Say A Lot (Tommy Collins)
7. Back Seat Baby (Victoria Lee)
8. One By One (Wells & Fely)
9. You Say A Lot (Tommy Collins)
10. Back Seat Baby (Victoria Lee)

Billy Chollis
WWZ—Cleveland, O. C.
1. Looking Back To See
2. Goodnight Sweetheart
3. Love Spelled Backwards (Walter Parke)
4. Jealous Loving Heart (E. Fields)
5. Mother Walk-A-Walking (Jim Beam)
6. Don't Drop It (Terry Fell)
7. You're Not Easy To Forget (Charlie Rich)
8. I Really Don't Want To (Eddy Arnold)
9. I Think Of You (Jimmie & Jack)
10. Even This (Wells Pierce)

Slim Lay
WHV—Huntsville, Ala.
1. If You Don't
2. You're Not Easy To Forget (Charlie Rich)
3. Leave Loose (Fred Hart)
4. June Don't Give A Damn (Jackie Cooper)
5. Back Seat Baby (Victoria Lee)
6. Oh, How I Love You (Lunch Truck)
7. One By One (Wells & Fely)
8. Cry Darling (Jennie & Jack)
9. Goodnight Sweetheart
10. You Say A Lot (Tommy Collins)

Cliff Rodgers
WKRN—Knoxville, Tenn.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. A Place For Girls Like You
6. You Say A Lot (Tommy Collins)
7. Back Seat Baby (Victoria Lee)
8. One By One (Wells & Fely)
9. You Say A Lot (Tommy Collins)
10. Back Seat Baby (Victoria Lee)

F. M. Smith
WFQ—Hattiesburg, Miss.
1. Goodnight Sweetheart
2. You Can't Have My Love
3. I Don't Hurt Anyone (Snow)
4. Slowly (Wells Pierce)
5. Goodnight Sweetheart
6. One By One (Wells & Fely)
7. Back Seat Baby (Victoria Lee)
8. You Say A Lot (Tommy Collins)
9. Goodnight Sweetheart
10. Back Seat Baby (Victoria Lee)

WBBQ—Knoxville, Tenn.
1. I Don't Hurt Anyone (Snow)
2. Slowly (Wells Pierce)
3. Goodnight Sweetheart
4. Even This (Wells Pierce)
5. A Place For Girls Like You
6. You Say A Lot (Tommy Collins)
7. Back Seat Baby (Victoria Lee)
8. One By One (Wells & Fely)
9. You Say A Lot (Tommy Collins)
10. Back Seat Baby (Victoria Lee)

Hartley 1012

"It's Where's In the CASH BOX That Counts"
New York—Because Denise Lor’s recording of “If I Give My Heart To You” is showing so much strength, executives of Majar Records gave a party last week at the Latin Quarter in New York. Shown left to right are: Joe Cammarote of Majar; Tommy Tempesta of Miller Music; writers Al Jacobs and Jimmie Crane; Lester Sims, general manager of Miller Music; Denise Lor; Jay Martin and Harry Weissman, managers of the songstress; Joe Fontana, president of Majar; and Tony Alamo who is also on the Majar label.

Survey Shows Stations Profit From Library

New York—A recently conducted survey by RCA’s Thesaurus has revealed that the average radio station subscribing to the transcription service has an annual local time sales income from Thesaurus shows of $51,147. Total national time sales, not counting talent fees which are regularly garnered from Thesaurus programs comes to $2,652,300. Included in these figures is income from special Thesaurus shows, such as bonus script programs, holiday shows and the service’s annual Christmas Package. One important factor in the over-all figure is the income resulting from sales of Thesaurus’ 1,800 singing commercial jingles.

In addition to reflecting station income from Thesaurus shows, the survey also revealed that over half a million Thesaurus programs, or better than two thousand a week, are broadcast in this country.

Tops among the thirty-one programs from Thesaurus roster are “The Wayne King Serenade,” “Music by Rod,” “The Hour of Charm,” “The Sammy Kaye Show,” “The Freddy Martin Show” and “Date in Hollywood” (with Eddie Fisher, Gloria DeHaven and Hugo Winterhalter). Three hundred and ninety-nine radio stations are using the Wayne King program every week, according to the survey. The five other leading programs have similar usage by subscribing stations.

Not included in the survey are the three latest Thesaurus programs, “The Melachrino Serenade,” starring orchestra leader George Melachrino, “Penthouse Party,” half hour variety show with host Nelson Eddy and all-star guests, and “Quickie Quiz” five minute, ten times a week programs featuring the Ralph Flanagan orchestra.

Diamond Distrib Moves

Los Angeles, Calif.—The offices of Diamond Distributing Company have been moved to its own new building, on Record Row, near Western, at 2900 W. Pico. Ambassador Record Company will also be located at this same address.

Abe Diamond stated, “We are now located in a more convenient area where we will be able to serve our many customers more quickly and efficiently.” He added, “Parking facilities are located in the back of our new building for the convenience of our customers.”
JEAN SHEPARD
"YOU'LL COME CRAWLIN'"
CAPITOL © 2905
CENTRAL SONGS, INC.
6308 Sunset Blvd.
Hollywood 28, Calif.

GEORGE MORGAN'S
"WALKING SHOES"
COLUMBIA 2176
CEDARWOOD PUBLISHING CO.
146 7th Avenue N., Nashville, Tenn.

"BLUE TENNESSEE RAIN"
BONNIE LOU
(KING)
Berry Sisters
(AMBER)
WHITE OAK MUSIC — BMI
Cincinnati 24, O.

Goodyear
R. J. HEATH & BROS.
1600 South Broadway
Hollywood 28, Calif.

September 4, 1954

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THE CASH BOX
FOLK & WESTERN
WORLD'S BEST SELLERS

1. I DON'T HURT ANYMORE
(RCA Victor 20-5531; 47-5486)

2. ONE BY ONE
(RCA Victor 20-5531; 47-5486)

3. EVEN THO
(Webb Pierce
(RCA Victor 9-32107)

4. GOODNIGHT, SWEETHEART, GOODNIGHT
(RCA Victor 20-5770; 47-5775)

5. LOOKING BACK TO SEE
Gail Hill & John Tubb
(Decca 29145; 9-29145)

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

7. GO BOY GO
Carl Smith
(Columbia 21266; 4-21266)

8. HEP CAT BABY
Eddy Arnold
(BMI—4-5799)

9. YOU CAN'T HAVE MY LOVE
Wanda Jackson & Billy Gray
(Decca 29140; 9-29140)

10. ROSE MARIE
Slim Whitman
(Imperial 8264; 4-8264)

11. "CAN YOU LIVE WITH YOURSELF?"
(RCA Victor 20-5811; 47-5811)

12. DON'T FALL IN LOVE WITH A MARRIED MAN
(2:48) [Adams, Vee & Abbott BMI—J. Penny, R. Fertner] The warm vocal styling of Jean Shepard makes for potent juke box fare as she enticingly eludes a moderate, walts tempo item. Jean tells us that if a man can't be true to an affectionate wife then he surely can't love another.

13. "YOU'LL COME CRAWLIN'"
(RCA Victor 20-5811; 47-5811) [Central BMI—L. Smith] On the reverse platter the thrush continues in fine vocal form as she delivers a midplatter item in inviting manner. Two top grade etchings.

14. "TENNESSEE COURTIN' TIME"
(2:48) [Commodore ASCAP—Rose, Heath] Opal Jean comes through with a charming ballading piece that could use a bit more polish and melody. Light-hearted lyrics and melody.

15. "THAT DONE IT!" (2:48) [Acuff Rose BMI—Holmes] On the lower half of the thrush takes hold of a bouncy, romantic piece and treats it in a very appealing vocal. Vocal has it and possibilities.

REX ALLEN & TEX WILLIAMS
(Decca 29252; 9-29254)

"THIS OLD HOUSE" (2:38) [Staff BM—Hambure BM—S. Hambur] Rex Allen and Tex Williams send up a top calibre recording on a tune that's created a lot of noise in both the country and pop fields. Excellent instrumental support. Terrific cover. Should cash in big.

"TWO TEXAS BOYS" (2:51) [Peep ASCAP—B. Burke] Flipside, the artists combine their talents in captivating manner as they dish up an infectious, middle tempo piece. The boys have two winners here.

THE MADDUX BROS. & ROSE
(4 St 16644; 45-8264)

"I NEVER DO IT AGAIN"
(2:23) [American BMI—W. Tuttle, D. Rice, C. Stonehead] The vocal and instrumental voices of the Maddox Bros. and Rose are a treat to the ear as the group waxes a charming, quick beat ditty. Deck should do well in attracting the coin.

"LAMBS STOPPED MY DREAMING ABOUT YOU"
(2:28) [Peer BMI—C. Wilkins] Rose handles the vocal chores in grand fashion as the boys blend in with a fetching instrumental backdrop. A solid coupling.

VAN HOWARD
(Imperial 8264; 45-8264)

"RED HOT FLAME"
(2:02) [Commodore BMI—D. Anderson, R. Mackock] Van Howard cruises through a real rocking, rhythmic ditty in "red hot" money-making style. Driving instrumental support. Should make the jukes jump with excitement.

"PICKING WILLOW WALTZ"
(2:10) [Commodore BMI—W. Howard, D. Davis] The chanter slows down the pace on this one as he smoothly waltzes a lilting, middle tempo item. Pretty melody on an appealing platter.

JACK CARDWELL
(King 1381)

"WILL OUR LOVE FADE AND DIE"
(2:38) [Lois BMI—L. McDaniel] The medley tones of Jack Cardwell stand out on a middle tempo, with a soft-voiced tone that's movingly projected against a warm string backing.

"THERE'S A TRAIN LEAVING"
(2:22) [Tee Pee ASCAP—O. Merritt] On the flip half Cardwell rolls along at a streamlined pace as he tells his gal a thing or two. She can't stand up with a guitar. Jack regularly scheduled trains if she's not satisfied with his affections.

"SHOW ME"
(2:20) [Trinity BM—J. Hicks] The Davis Sisters are the vocal combo that needs no introduction to ops, dealers and disk jockeys and send across two sensational pieces of wax that really sound great. It's a powerful coupling that should put the chimes right up at the top of the sales ladder. On the lighter side, the gals belt out a fast moving, rhythmic item labeled "Show Me." The effective guitar backing of Chet Atkins and George Barnes adds much color to the ditty. Like "Me," on the other hand, is a moderate beat, sentimental ballad that the sisters render in warm and tender fashion. Both decks have the goods with "Show Me" paving the way.

CECIL RAY & AL PETTY
(Sunday 157; 45-157)

"I MAY NOT BE MUCH OF A FELLOW"
(2:15) [Starlite BM—J. Rhodes] A pretty, sentimental love ballad is smoothly performed by Cecil Ray and Al Petty on the steel guitar. Catchy wedding of melody and lyrics. A relaxing side.

"STEEL MILL"
(2:30) [Starlite BM—Petty] Bottom lid is a colorful instrumental jumper that Petty can make a good time with the Rambos work over in delectable style. Real pleasing arrangement.

BETTY CODY
(RCA Victor 20-5531; 47-5811)

NEWS that's UP-TO-THE-MINUTE REVIEWS of the LATEST RECORDS CHARTS compiled EVERY WEEK ADS from LEADING RECORD FIRMS, ARTISTS and PUBLISHERS Every Week In THE CASH BOX ALL FOR ONLY $15. PER YEAR (52 ISSUES)
Detroit Has No 45 Problem; Every Station Plays Them

DETROIT—A survey of radio stations in Detroit this week revealed that there is no 45 problem as exists in several other cities. Every station in the city is equipped to play 45 and all of the stations are being given to top disk jockeys who need them by promotional men, publishers and some distributors. However the strength of the initial resistance seems to be diminishing and even stations which were most adamant in not playing 45s are now either reconsidering their decision or have already ordered 45 equipment.

It is expected by the record companies that in a few months the entire situation will have been resolved with the economy and improvement felt by everyone concerned.

Meeting Dates Of Music Operators' Associations

Aug. 30—Central States Music Guild
Place: 805 Main Street, Peoria, Ill.

30—Dallas Music Operators' Assn.
Place: Big Pete's, 5001 Lover's Lane, Dallas, Tex.

31—Phonograph Merchants' Assn., Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio (executive board).

Sept. 2—Phonograph Merchants' Assn., Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio (General).

2—California Music Merchants Assn.
Place: Sacramento Hotel, Sacramento, Calif.

2—Eastern Ohio Phonograph Operators' Assn.
Place: Tod Hotel, Youngstown, Ohio (General).

6—California Music Merchants Assn.
Place: 311 Club, 311 Broadway, Oakland, Calif.

7—Arizona Music Guild, Phoenix Chapter 1
Place: 1738 West Van Buren, Phoenix, Ariz.

7—Amusement Machine Assn. of Philadelphia, Inc.

8—California Music Merchants Assn.
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.

9—California Music Merchants Assn.
Place: U. S. Grant Hotel, San Diego, Calif.

11 & 12—Nebraska Automatic Phonograph Operators Assn., Inc.
Place: Hotel Lincoln, Scottsbluff, Neb.

13—Amusement Machine Operators of Baltimore
Place: Palmico Hotel, Baltimore, Md.

13 & 14—South Dakota Phonograph Operators Assn.
Place: Salem, South Dakota.

14 Western Massachusetts Music Guild
Place: Highland Hotel, Springfield, Mass.

14—California Music Merchants Assn.
Place: Fresno Hotel, Fresno, Calif.

15—New York State Operators' Guild
Place: Nelson House, Poughkeepsie, N. Y.

16—Western Texas Phonograph Operators' Assn.
Place: 1310 Market Street, Youngstown, Ohio (executive board).

20—Westchester Operators' Guild, Inc.
Place: American Legion Hall, 57 Mitchell Place, White Plains, N. Y.

Oct. 4—Amusement Machine Operators of Baltimore
Place: Palmico Hotel, Baltimore, Md.
ONLY SEEBURG HAS THE Select-o-matic 100 MECHANISM

... the heart of the world's finest and most complete music system ... the most revolutionary development for the playing of recorded music since the invention of the phonograph.

This superbly engineered and styled mechanism has established new standards of performance for coin-operated music systems. Its consistent, efficient operation assures the maximum potential wherever the Select-O-Matic "100" is installed.

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

THE most widely publicized mechanism for the playing of recorded music

America's Finest and Most Complete Music Systems
Cup of coffee 10¢ and more!
Newspapers 5¢, 7¢, 10¢, 15¢ and even more!
Local pay telephones 10¢!
City street car or bus ride 10¢ up to 25¢!
A bottle of beer 25¢ and up!
Ice cream cones 10¢ and up!
Shoe shines 15¢ and more!
And so on and on and on, all down the line. Every single item for every kind of use has doubled, trebled, quadrupled, and even gone higher on the cost and price horizon of present day America.

There are still many operators who continue to try to avoid loss by charging only 5¢ per play.

These same operators are enduring over 300% increase in their overhead expense, compared to 1939, when a nickel was really worth five full cents.

They are still trying to somehow compensate the differential between 300% more expense and overhead and 5¢ play.

They know full well that the nickel of today is worth but 2.3¢, less than half its 1939 value.

Doesn’t sound reasonable, does it? Doesn’t sound like a business man in his right mind, paying 300% more for his merchandise, would sell it at half the price he used to get, when he didn’t have to pay 300% more for this very same merchandise.

That’s the case with the majority of those operators who still continue to charge 5¢ per play while paying 300% more for the equipment and the supplies they need, the labor they hire, and the living expenses they, themselves, require.

A pinball operator, in 1939, paid only $67.50 and somewhat more per game. He charged a nickel per play. That was a real, complete, full five cents American nickel.

Today, this same pinball operator pays $300 and more per game and, as long as he charges 5¢ per play, all he is actually charging, according to the nation’s leading economists, is but 2.3 cents per play. That’s less than half what he charged in 1939 for something that cost him 300% less to purchase in 1939.

It’s difficult to figure out. Its difficult to be able to understand the logic of any business man charging less than half of what he used to charge for what he has to sell and, in addition, still pay over 300% more for the merchandise he sells.

For over 11 years this publication has been urging the nation’s operators to change to 10¢ play. This could have been done very easily during the war years when all prices zoomed. It’s much more difficult today. But, what is even more important, today it has become an absolute necessity.

In short, the operator who wants to remain in business, and wants to remain in business on somewhat of a profitable basis, simply must recognize that even the little shoe shine boy on the corner is charging three times the price he used to charge for shining a pair of shoes.

The operator, as a business man with a very great investment in his business, must recognize the logic behind this little shoe shine boy’s triple of his regular shoe shining charge and, somehow, equalize his own price for the merchandise he sells, whether it be music or amusement, as against what his merchandise costs him today.

He must get at least 10¢ per play.
Await Labor Day Weekend

Sales Execs Enjoy Breathing Spell as Trade Prepares to Greet Fall Season’s Opening Holiday. Ops Predict Better Biz This Labor Day Weekend Than Enjoyed in ‘53. Claim Proved Better New Equipment Sure to Boost Play. Expect Much New Equipment to be Introduced to Start Fall Season.

Exhibit Presents New “Star Shooting Gallery”

CHICAGO—Ed Hall, assistant sales manager of Exhibit Supply, this city, happily advised this past week that the firm was shipping its new “Star Shooting Gallery” to its distributors. Hall enthusiastically commented, “Without any doubt, and from long and extensive tests, we believe that our new ‘Star Shooting Gallery’ is going to prove one of the greatest hits and most popular in our line of play action.

“There are so many fine features on this new gun game,” Hall continued, “that every single operator, everywhere in the nation, is going to find himself enjoying the greatest income of his career in this business when he places our ‘Star Shooting Gallery’ on locations.

Hall reported that the new ‘Star Shooting Gallery’ has three complete target-set-ups for the players. Furthermore, when the gun is not in action, the targets are in clear view, tempting the lookers to try their shooting skill.

Not only does the gun feature brand new and different cabinet, Hall said, and is more interesting, but, is even more important, he states, is that this gun has ‘built-in selector’ which allows the operator to change from any of the eight different types of play action.

Definitely then, Hall says, “the operators can place Star Shooting Gallery in any territory featuring the most popular action most popular in their areas.”

For example, Hall points out, the new ‘Star Shooting Gallery’ can be so placed, action, for match play for dime return play, and for five more different play combinations.

Hall concluded, “It would take complete volume to tell of all the features in our brand new and sensational ‘Star Shooting Gallery’. We urge the operator that wants the best income producer to see the ‘Star Shooting Gallery’ and decide for himself.”

Williams Presents New Five-Ball

“Skyway,” set into a beautiful colorful cabinet, has several brand new combinations of scoring principles,” stated Stern, “and retains their proven features of other Williams games. Test locations have indicate it is a real money maker.”

Stern described the playing feature of ‘skyway’. Making one to eight rollovers scores one replay and light all one to eight rollovers for replays making one to eight lights the button to advance “Special Bonus Score” Bonus Score builds up and remain on until made; the ball in top center area is kicked out to an elevated track to advance balls progressively aloft kickout pockets on the right side of the ‘skyway;’ additional balls over to elevated track, or thru the left bottom rollover, advance balls in kickout pockets on the right side until the ball to the bottom pocket goes thru the return hole, button. The return hole lights the button to advance “special bonus” and lights the center kick out pocket to collect “special bonus” and making one to eight lights the button at bottom left and right side rollover for “special”.

Urge Ops Replace Clunkers

CHICAGO—Distributors here are continuing their efforts, thru their traveling roadmen and local salesmen, to get old and worn out clunkers off locations and replaced with new and modern equipment which, they have proved, will definitely perk up play action to a tremendous extent. Many manufacturers here have joined the distributors in their efforts to help rid the industry of the old clunkers. They are telling their sales executives to get behind this program.

All this came about when The Cash Box, in October, 1953, reported from a survey it had conducted, that there were over 165,000 old, wornout, marred and scarred—scratchy, tone-dead prewar juke boxes on locations throughout the United States.

Since then this publication reported that there were more than that number of wornout games of all kinds and also vending machines of prewar vintage on locations throughout the nation.

Because of the action of distributors, associations of operators have condemned prewar machines and, it is also reported by one roadman for one of the manufacturers here, that in some cities, associations have voted to condemn even five year old machines.

Like reports from almost everywhere in the nation, distributors claim that progressive and modern operators now agree that some of the prewar clunkers are blocking off what might prove to be absolutely top spots through tomorrow.

As one well known sales manager of a large factory here said this past week, “We are 100 per cent behind The Cash Box program to get rid of all the old, wornout, marred and scarred—scratchy, prewar clunkers, and even machines that have been wornout three, four and five years old, because we feel that, by removing such equipment, whether it is music, games or vending machines, the entire industry will gain greater consideration and acclaim from the general public.”

SAM STERN

CHICAGO—Sam Stern, executive vice-president and general manager of Williams Manufacturing Company, this city, advises that its new five-ball game “Skyway” is now in full production and shipments are being made to all of its distributors.
Bally "Moon Ride" At C. N. E.

Bob Dupuy Sets Record
For Sales of "Super Home Run"

Minthorne Music Co.
Opens Ultra Modern Branch Offices

CHICAGO — "Moon-Ride," kiddy ride of Bally Manufacturing Company, this city, is operating at the Canadian National Exposition, Toronto, Canada, announced Jack Nelson, general sales manager.

After having it in operation at Belmont Park in Montreal, Dave Russell of the Russ-Con Company ordered "Moon-Ride" for the big C. N. E. "Moon-Ride" has been a sensation in the arcade operated by Dave Russell at Belmont Park," said Nelson.

"He advised me," continued Nelson, "to be sure to ship him one for the C. N. E. where it will be seen by people from all over the world.

"Attendance at the C. N. E. is usually over 100,000 people per day during the entire 14 days of the Exposition," Nelson reported.

He also said, "'Moon-Ride' is entirely different from anything yet manufactured in the coin-operated ride field. It attracts immediate attention wherever it is placed. It will stop traffic at the big Exposition same as it has done in many other locations.

"Not only is 'Moon-Ride' an attraction because of its appearance and operation, but the sound effects draw immediate attention of everyone within hearing distance," Nelson concluded.

LOS ANGELES, CALIF. — Beautiful new ultra-modern branch office and showrooms of Minthorne Music Company were opened at 2675 W. Pico, this city, last week. This spacious new two-story building is located on the site of the old firehouse on the corner of Kenwood and Pico. The lower floor will be used as showrooms and offices for the display of all types of new and used coin operated equipment. Adjoining the rear of the building, surrounding the loading and parking area, are modern brick sheds which will house the service department. The complete upstairs will be used as display rooms for the Seeburg 200 "Select-O-Matic" commercial continuous music systems and high fidelity speakers.

NEW ORLEANS, LA. — Ed Levin, general sales manager of Chicago Coin Machine Company, visiting here with Bob Dupuy, general manager of F. A. B. Distributing Company, this city, advised that:

"Bob has set a record for sales of our 'Super Home Run' that proves he is one of the top men in the field here."

In turn, Dupuy advised, "All operators here believe that Chicago Coin's 'Super Home Run' is one of the best baseball games ever built."

"Proof of this," he continued, "is the large order placed for 'Super Home Run' by John Boch of General Distributing Company."

"John, like many well known operators and jobbers in this area," he stated, "has found that Chicago Coin's 'Super Home Run' is one of the best baseball games that can be placed on locations at this time.

Levin reported that, "All the time I spent here in New Orleans has convinced me that our 'Super Home Run' is now finding its correct place in the operation of better games in this city and throughout the surrounding territory."

"There is no doubt anymore," he concluded, "that Bob Dupuy and F. A. B. Distributing Company are well on the way to establishing a very great sales record."

Jean and Delores Minthorne announced that Frank Mencuri, former sales manager for Chicago Coin, will be in charge of the new showrooms.

Plans are now under way for the official opening which will be attended by many operators in the area.

Jean Minthorne stated, "The opening of our new building marks another milestone in our vast expansion program to better serve all the operators throughout Southern California, Arizona and southern Nevada."

JACK NELSON

GET READY FOR THE FALL SEASON with the best!

Lake City Amuse. Co.
4535 Payne Ave., Cleveland, O.
(Tel. NE 1-1727)

Bally - Williams - Rock-Ola

 Write - Wire - Phone Today!

We are exclusive factory distributors for:

Bally - Williams - Rock-Ola

California Music Guild
Changes Assn. Name

OAKLAND, CALIF. — George A. Miller, business manager of the California Music Guild, advises that the name of the association has been changed to California Music Merchants Association.

The name change also applies to the Los Angeles local, and all others.

"It's What's in THE CASH BOX That Counts"
Urged To Seek Repeal Of 10% Excise Tax

This 10% Savings On Cost Of Equipment Would Help Profit Potential

CHICAGO—Earl Campbell, new president of the National Association of Music Merchants, with headquarters in this city, sent a bulletin to its members, urging them to cooperate in an effort to repeal the 10 per cent excise tax on musical instruments.

As manufacturers of automatic music machines also have to pay this same 10 per cent, the tax would definitely be a splendid idea for operators and distributors of juke boxes to follow the lead of NAMM and try to get Congress to repeal the tax.

There isn't a question of doubt but what the manufacturers of automatic phonographs would pass along this savings to the operators. With the high cost of operations today, it would be a means of bringing the profit factor to a point where the operators could enjoy a sensible return for the money invested.

Members of the juke box industry could follow the instructions given by NAMM. It is pointed out that "The Pal" phonograph offers us the best opportunity to pin down both our incumbent Congressmen and those running for election, that we will have until November which will be much too late. (1956 will be a presidential election year and a poor time to work for tax repeal.)

"A new Congress will convene next January. Some of the incumbent members will be among those returning to Washington, along with some new faces. The House Ways and Means Committee, where our Tax repeal efforts will first see light, will be reorganized. What has been done is now of little consequence. We must start anew. With the entire House of Representatives and one third of the Senate up for election this fall, Congressmen will soon be back in their home States and Districts oiling their campaign machinery."

Advice is given, which can be used by everyone. When solicited for contributions to charitable funds, the operators and distributors should tie the tax repeal issue to the contribution. Common should talk with candidates or incumbents about the importance of tax repeal. If the story cannot be made in person, write a personal letter to their homes.

The big point to be made when talking up the repeal is that juke boxes are located in spots where the poor and moderate income groups gather for musical enjoyment and relaxation. This type of music is not a luxury, but a basic right for all citizens, and that the music dispensed by the automatic phonograph is available to the general public for a small amount of money, and it is the music they can select to suit their tastes.

It is pointed out, and correctly so, that there are a number of operators to these Congressmen and Representatives will not leave much of an impression. A general concerted effort should be made. Local associations should bring this matter to the attention of their members and organize a definite program. Where no association exists, operators should call a meeting and agree that all should speak or write to the proper politicians.

Bally Service Schools Held In Boston, Mass.; Buffalo, N. Y., and Pittsburgh, Pa.

CHICAGO—Bally Manufacturing Company's Service schools were conducted this past week by Bob Breither, Bally field engineer, in Boston, Mass.; Buffalo, N.Y., and Pittsburgh, Pa., it was announced by Herb Jones, vice-president and advertising manager.

Breither held sessions on Monday and Tuesday at Redd Distributing Company, Inc., headquarters in Boston, where the hosts were SI Redd and Bob Jones. Operators from the entire Northeastern coast attended.

On Wednesday and Thursday Breither was at Sheldon Sales, Inc., in Buffalo with Al Bergman serving as host.

Friday and Saturday found him conducting classes at Atlas Music Company in Pittsburgh where Paul Greenberg did the hosting.

"Bob Breither is a real service man," Jones reported, "Bob Breither demonstrated the mechanisms of the new Bally bowlers—T-Bowls, Bowler & Bowler, & Double Bowler—with the novel Skill-Shot and the Q-Note.

"He also explained the workings and features of Variety, Bally's newest in-line game." Jones also revealed, "Variety samples of which are being shipped to all our distributors, will be introduced officially next week."

"Bob Breither," he continued, "reported a well-attended and well-attentive audience at all three schools. "SI Redd, Bob Jones, Al Bergman and Phil Greenberg all remarked on the success of the sessions and are awaiting future schools at their firms," concluded Jones.

New Wurlitzer Distrib In Boston?

BOSTON, MASS.—Operators here were surprised this week to note that the offices of Suesens Distributing Company, Wurlitzer distributors, were closed.

Reports have been circulating in the city that one of Boston's foremost and well-established distributing firms, taking on the Wurlitzer line, and that an official announcement to this effect will be forthcoming next week.

WASH., D. C., Music Guild Undergoing Reorganization

WASHINGTON, D.C.—The Music Guild, this city, local music operators association, is making great strides in its reorganization plans.

"Members are showing great enthusiasm, and a number of new operators have joined.

Avroon Gensburg Visits Several Eastern Cities

NEW YORK—Avroon Gensburg, one of the officials of Genc-Manufacturing & Sales Company, Chicago, made a tour of several Eastern cities, visiting distributing firms representing the firm.

Gensburg, who will be back at his desk in Chicago Monday, August 30, covered New York City, Atlantic City, Pittsburgh, and Philadelphia in recent weeks.

"I have had many talks with operators in these cities" stated Avroon, "And it's a great education. I expect to line up a number of trips in the coming months, and shall visit distributors and operators in localities throughout the entire country.

Cousin Rod, Albert Huffine's right-hand man, giving Sam Tridico, Tridico Amusement Co., Norco, La., a good left hand, while Sam is in Baptist Hospital for a check-up. My Mass. naar had a week at the Amusement Co., after three wonderful weeks of vacationing. Budy Broad, Airline Cigarette Service, hated to lose his air-conditioned barracks in Lasvegas where he was in National Guard training. Mrs. Barcelona, Barcelona Amusement Co., is definitely looking for her secret for keeping her youthful appearance. Shoo Delauney of "Shoo's" Amusement Co., Reserve, La., putting out posters for the grand opening of his new Cocktail Lounge in Reserve. Operators from near and far stop off at Albert Huffine's place on the Airline Highway. This week an announcement from Airline in New Orleans. We couldn't learn his name, but we were glad to see him. Sure miss Jake Gassenberger of Wege Amusement Co. He used to be a weekly visitor, but claims he's too busy these days, he hardly has time to eat. Globe Technician making a visit to distributors for Admiral and RCA-Victor lines. Our good friend Ralph Falshutz in the city doing a little shopping. Jimmy Koloff off on a trip that will take him to Los Angeles and other western spots. James Hutchinson of United Service, Lafayette, in town, along with Harry Owen, Knoblauch & Cox, who have been in town discussing big chicken and pinballs all in one conversation. Another vacation planner is no other than Clay Simms, avenue, Airline Cigarette Service. He's getting all of his notes and filling equipment ready for a big week.

SEEIBURG SHOWINGS—Atlas Shows New Phonato Phone at Week of Showing

PEORIA, ILL.—A large gathering of operators from a radius of 80 miles viewed the new Seeburg HP-100-E phonograph at the Atlas Music Company showing held on Sunday, August 22, at the Jefferson Hotel, this city. On hand to greet the operators for Atlas were Nate Feinstein, service engineer Frank Bach and traveling representative Bill Phillips. Representing the Seeburg factory was Bob Dorfman, district manager.

Said Feinstein, "The reception of the new Seeburg phonograph was tremendous. All in attendance were surprised by its many new features."

The showing, which lasted all day, also included a tasty smorgasbord.

Max Hurvich A Grandpa

BIRMINGHAM, ALA.—Max Hurvich, one half of the nationally known "Gold Dust Twins", who were once brother Harry own Birmingham Vending Company, this city, was handing cigars celebrating the arrival of his first grandchild, a girl, born to his daughter and son-in-law, Marion and Joseph Graniten of Knoxville, Tenna., on August 18.
**MORE WAYS TO WIN WITH GOTTLIEB'S GOLD STAR**

- Super Point Score!
- 3 Pop Bumpers!
- 2 Flippers!
- 2 Cyclonic Kickers!

**Outshines All Others!**

**Points the way to Greater Profit!**

- 4 vertical holes and any one star hole awards GOLD STAR SPECIAL!
- Replays for making 4 vertical holes!
- Replays for making 3 stars!
- Rollover Buttons light for Replays after making 1-2-3-4 Rollovers!

**SEE IT AT YOUR DISTRIBUTOR NOW!**

D. Gottlieb & Co.
1140-50 N. Kostner Ave.
Chicago 31, Illinois

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**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.

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**WURLITZER 1250........$265**

**WURLITZER 1500........$575**

**Reconditioned And Refinished**

**Like New!**

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

ATLAS MUSIC COMPANY

A Quarter Century of Service.

2118 N. Western Ave., Chicago 47, Ill.

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**SUMMER SPOT SPECIAL!**

**SEEBURG 146 SYMPHONOLA with White Dome**

WITH

4-5² 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)

$99

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**United Picnic Draws Crowd**

About 3,000 Attend 12th Annual Employees Picnic

CHICAGO—An estimated crowd between 2,500 and 3,000 attended the 12th annual employees picnic of United Manufacturing Company this past Saturday at Marvel Inn Picnic Grove, 6873 S. Milwaukee Avenue, in Niles, III.

The picnic, an all-day affair which lasted from 10 a.m. until 11 p.m., was attended by employees of the company and their families. Executives of the firm were also in attendance.

Buffet style dinner was served all day along with a wide variety and plenty of refreshments. In the evening dancing took place in the pavilion.

"All enjoyed themselves immensely," stated a company executive and added, "the picnic was one of the best United has ever had."

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"It's What's in THE CASH BOX That Counts"
Obsidian Music Ops Switch To Dime Play

MONTREAL, QUE., CANADA—Music operators, especially those who have already purchased and are pur- chasing new automatic phonographs, are reported to be switching over to 10c play.

As one operator here says, “At long last, lots of operators here are going over to 10c play on their new phones.”

It is generally agreed here that, with overhead expense what it is to- day and with cost of merchandise and general necessities higher than ever before, 10c play “is imperative” as one operator put it.

Hope here is that all the music operators throughout the Province will switch over to 10c play on all phono- graphs.

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

UPPER MID-WEST MUSINGS

Bob Aherin of La Moine, N. D., brought his wife and daughter along on a quick trip into the Twin Cities. While Bob shopped around for music ma- chines, Mrs. Aherin and daughter were downtown doing some shopping of their own.

Other North Dakota operators in the Twin Cities last week were Mr. and Mrs. F. W. Schoettler of Valley City, and John Yasko of Bismarck.

Frank Davidson of Spooner, Wis., is confined in the Middle River T. B. Sanit- arium at Hawthorne, Wis. We certainly hope for a speedy recovery for Frank.

Irv Goldberg, of Winona, Minn., reports that the fish are still biting good at Lake Winona.

In town shopping for equipment was Don Kohner, of St. Cloud.

James H. Heith, of Winona, S. D., made E. E. Hsorh of Herried, Minnesota, a trip into town with a game that needed some repair work, and Eugene was on his way back home again to get the game back on location.

Irv Sander, of Torrington, Montana, reports that the Schandler Distributing Company in Minstros was calling up on the sales and activity of the Minneapolis office which is managed by Arne Golden.

Irv reports that business has been picking up at both the Minneapolis and Den Moines offices.

Mr. and Mrs. Gordon St. Pierre, S. D., took a few days off from their route activities.

Martin Kalsen of Worthington, Minn., was in the Twin Cities shopping for new equipment.

Joe Totzke of the Totzke Music Company of Fairmont, Minn., reports that he is keeping busy these days with the route and also sales and installations of T. V. sets in the Fairmont area.

Leo De Mars of Ashland, Wis., reports that fishing is still very good in Northern Wisconsin.

Recent visitors to the Twin Cities were: Stan Woznak of Little Falls, Minn.; Jack Lowrie of Lake City, Minn.; Jack Goughan of Mankato, Minn.; Cecil Terveer of Winona, Minn.; Dominic Pirillo of Duluth, Iowa; Bill Harf of Austin, Minn.; Jack Harrison of Crosby, Minn.; Johnny Johnson, Staples Novelty Company of Staples, Minn.; Don English of Thief River Falls, Minn.; Lyle Resting of Benson, Minn., and Clayton Norberg of Mankato, Minn.

Jerry Burke of Omaha, Neb., is now travelling Iowa and Nebraska for the Lieberman Music Company of Minneapolis.

Plans are to open a branch office in Omaha in the near future.

Mr. and Mrs. Elv Ross of Miami, Fla., are visiting in the Twin Cities.

Ellis, who is associated with the Ross Distributing Co. and Fayan Distributing Company of Miami, has been stopping in at the various distributors’ offices to say hello.

United Ups “Shuffle Targette” Production

production of its new “Shuffle Targette” game, it was reported this past week by Bill DeSelm, general sales manager of the firm.

“Orders are pouring in from all over the country for Shuffle Targette,” DeSelm stated, “and we are therefore forced to increase produc- tion in order to meet the overwhelm- ing demand.”

“There is a constant flow of Shuffle Targette games going to our dis- tributors,” he added.

DeSelm continued, “Shuffle Targette is a really great competitive game. It employs fine skill action, thereby appealing to the most rabid players.

“Operators can be assured that they will have a real money-maker in Shuffle Targette. Initial location tests proved this from the start, and present reports from all over confirm this fact,” concluded DeSelm.

Neb. Phono Ops Set Convention In Scottsbluff On September 11 And 12

OMAHA, Neb.—Howard E. Ellis, secretary and treasurer of the Neb- raska Phonograph Oper- ators Association, advises that the organization has set the date for its convention to be Saturday and Sunday, September 11 and 12, at the Hotel Americana.

“We are arranging with the Bur-lington Railroad to give us a private car for this trip,” Ellis said. “The cost will be half pullman and the other half will be a club car. The round trip cost is $35.25 for an upper pullman and $41.25 for a lower. We leave Omaha Friday, September 10, at 10:20 in the evening, and arrive in Scotts- bluff on Saturday morning at 8:25.

Coming back, we leave Scottsbluff at 8:45 Sunday evening and arrive in Omaha at 8:19 Monday morning. We have to have a car for every operator to get the private car.”

Ellis says he would like to have operators contacting him immediately, and send him a check for each fare so that he can make reservations with the Burlington Railroad.

Concluding, Ellis stated, “There seems to be a great deal of interest about this meeting. It would be well worth every operator’s time to at- tend. George MILL of Scottsbluff is going to a great deal of effort to make this an outstanding convention.”
Hayfever, virus x and summer flu reported heavy in area and several coin people on sick list. ... Jerry Flatto, Boston Record Distributors, out for week, and Ruth Mae Ravreby, daughter of Ed Ravreby, World Fair amanuensis, down with hay fever. ... Pollen season on in New England and coin men gobbling antihistamines. ... Bob Brischler, head field engineer of Bally, conducting school for ops on maintaining equipment at Redd Distributing Co. Bob Jones, Redd sales manager, says spurt in Bally alleys resulted. Said one Springfield op reported 300% increase in biz in one location after installing Bally "Jet Bowler." Ops visiting Redd this week were Henry Levine, Boston; Danny Bolton and George Hatzpetro, Springfield; Tim Sullivan, Bangor, Me; Ray Kennedy, Redd office manager, back from 3800-mile motor trip thru U.S. and Canada, ... Ed Ravreby, World Fair, on New York buying trip, ... Ralph Martiere, who made instrumental version "Skolman" (Mercurey), visited Boston Record Distributors this week, ... Other visitors were Crew Cats, appearing at Hampton Beach; Four Lads, appearing at Frohes, Salisbury Beach; and Dinah Shore, plugging her disc, "If I Give My Heart To You," (RCA Victor). ... Jerry Flatto reported visiting record stars, playing beach resorts, current season has been poor.

Waltham Street, where Trimount Automatic Sales Corp. has its headquarters, scene of traffic jam Tuesday (24) as 12 trucks, owned by ops from various territories in N.E., converged for first deliveries of new Seeburp HF-100-R units. Big smile decorated Irwin Margold, general manager, as new Seeburp machines moved out from warehouse to waiting ops' trucks. David Bond, proxy of Trimount, and Mrs. Bond week-ending at Mt. Washington Hotel, where Dave is attending Hillel House convention, and also seeking to improve his golf game. Dave has been extremely active in Hillel House activities and recently Trimount donated a Seeburp Custom unit to new Hillel House at Boston University, and installed all wiring hookups. ... Dick Mitchel, Dick's Record Co., hosted Dinah Shore at an impromptu party at his one-stop and a group of ops, who were attending the Bally school in Redd Distributing Co., nearby, gave the thrash a big hand. ... Four Lads were also visitors at Dick's and ops coming in included Al Woodworth, Fitchburg; Steve Pieleck, Worcester; and Ray Faini, Framingham.

Increasing Population and More Traveling Facilities Add Up to Bright Future For Coin Industry

NEW YORK—It is interesting to coin机身 manufacturers (to note the statement in the press this week that the statistics point out that there will be more than 10,000,000 new voters in this coming election. There would be millions more, but, even they're reaching the voting age by November, they cannot comply with the laws of registration to become eligible.

These millions of young people are the supporters of coin operated machines. They have grown up from their early youth educated to insert coins into machines for entertainment and merchandise. In their teens, these young men and women are great music enthusiasts and as they grow older, continue to throw coins into juke boxes.

As reported in The Cash Box on several previous occasions, the baby population in the United States is now estimated to be about 4,500,000 a year. As the population increases, the coin machine industry, thru its factories, distributors, and operators are in a position to supply equipment befitting many age groups. Greater population, more retail establishments, added airline, bus and railroad stations, as well as additional roadside and restaurants on new roads being built through the nation, means a continuing advancement and greater prosperity for all in the coin machine industry.

“IT'S WHAT’S IN THE CASH BOX THAT COUNTS”
Which Of These Names Do You Prefer Instead Of “Juke Box”

If you feel the well established name “Juke Box” should be kept, please check this box □

Suggested Names Already Received

☐ “Coin-O-Graph” ☐ “Automatic Music Vendor”
☐ “Musicana” ☐ “King Box”
☐ “Moosivend” ☐ “J. B.”
☐ “Picalo” ☐ “Show Boat”
☐ “Phono-Monic” ☐ “Music Fountain”
☐ “Music Selector” ☐ “Entertainer”
☐ “Song Box” ☐ “Music Box”
☐ “Phono-Matics” ☐ “Music Machine”
☐ “Phonocoin” ☐ “Music Delight”
☐ “Musi-Coin” ☐ “Public Music Maker”
☐ “Music Vendor” ☐ “Joy Box”
☐ “Musiere” ☐ “Phonomath”
☐ “Joymaker” ☐ “Autophon”
☐ “Pleasurizer” ☐ “Amusement Box”
☐ “Trola”

I suggest additional name __________________________

MAIL TO:
Bill Gersh
THE CASH BOX
32 West Randolph St.
CHICAGO 1, ILL.

I like __________________________
Signed __________________________
Firm __________________________
Address __________________________
City __________________________
State __________________________

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☐ “Musi-Coin” ☐ “Public Music Maker”
☐ “Music Vendor” ☐ “Joy Box”
☐ “Musiere” ☐ “Phonomath”
☐ “Joymaker” ☐ “Autophon”
☐ “Pleasurizer” ☐ “Amusement Box”
☐ “Trola”

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☐ “Music Selector” ☐ “Entertainer”
☐ “Song Box” ☐ “Music Box”
☐ “Phono-Matics” ☐ “Music Machine”
☐ “Phonocoin” ☐ “Music Delight”
☐ “Musi-Coin” ☐ “Public Music Maker”
☐ “Music Vendor” ☐ “Joy Box”
☐ “Musiere” ☐ “Phonomath”
☐ “Joymaker” ☐ “Autophon”
☐ “Pleasurizer” ☐ “Amusement Box”
☐ “Trola”

I suggest additional name __________________________

MAIL TO:
Bill Gersh
THE CASH BOX
32 West Randolph St.
CHICAGO 1, ILL.

I like __________________________
Signed __________________________
Firm __________________________
Address __________________________
City __________________________
State __________________________
Uncle Sam's 15,500,000 People Over 65 Presents Big Amusements Market

CHICAGO—Sometime ago editorials appeared in The Cash Box relative to the fact that the “over 65” peoples of the nation were becoming an ever important market for new types of amusement.

This publication pointed out then, and has been proved true by the latest figure just issued by Uncle Sam, that there are now over 15,500,000 people in the U.S.A. over 65 years of age, that the Federal Government, as well as Unions Insurance firms, and others, are seeking ways and means to keep these folks amused and happy, and to help them enjoy their retirement and their age.

Unions have gone to the extent of constructing special buildings where their retired members can be entertained.

This problem has also crept into the Federal Government’s channels and experts are working now to arrange for methods to entertain the oldsters.

At the same time, insurance companies and others who are interested, especially the medical profession with its geriatrics specialists, are all at work in an effort to help the over 65 years of age people enjoy themselves.

With the longer life span growing even longer each year, as the medical profession continues to find new ways and means to lengthen the life span, the problem of entertaining the retired, older people has become nationwide.

There is no doubt, as The Cash Box has pointed out in the past and points out at this time as well, that the ingenious, capable minds of the inventors and engineers connected with this industry can produce products which will prove of great and entertaining value to the 15,500,000 peoples over 65 years of age in the nation today.

Lynch, Houston, Shows Seeburg

DALLAS, TEX.—On Sunday, Aug. 15, 1954, at the Downtown Club, this city, the S. H. Lynch and Company introduced the new Seeburg HF-100-R phonograph to over 160 operators and their wives.

Bill O’Connor, manager of the phonograph department created the operators, then introduced S. H. Lynch and members of his department.

Arthur Hughes, vice-president, made a short talk giving a brief explanation of why the phonograph business every so often needs a change in models. Then he described the new features of the HF-100-R, such as: new base, new grill, mechanical program holder, jewel box cover on the carriage, end bells, gold painted shell and directional sound (5 speakers).

“The operators were impressed with the new model and the many new improvements,” says O’Connor.

Since the showing, operators have continued to flock to Lynch showrooms throughout the past week.

WASHINGTON, D.C.—According to analysts of the new tax code, inventors are to get a better break.

The new code, contrary to the previous law, doesn’t make any distinction between the “professional” or “amateur” inventor. Proceeds on any invention will be taxed at the lower capital gains rate of 25 per cent. Furthermore, the new code makes no difference between royalty income and installment sales, such as exists in the current law. Also, the capital gains treatment on proceeds from inventions is extended not only to the inventor himself, but also to individuals making financial contributions toward development of the patent before the invention is “reduced to actual practice” (that is, commercially exploited). However, in order to benefit from this provision, the “angel” may not be the inventor’s employer nor a close relative.

The new tax law also helps inventors in another way—by increasing from three to five years the period over which income from an invention may be spread back.

Research and experimentation is encouraged by an option of a business firm. Research expenses incurred after December 31, 1953, may be treated as deductible expenses, or they may be capitalized and written off after a period of not less than five years, beginning with the month in which benefits are first realized.

Smith Ad Agency Moves

NEW YORK—Ben Smith Advertising Agency, headed by Ben Smith, which handles the advertising of a number of firms in the coin machine business, moved this week to new and larger quarters.

The new address is 247 Madison Avenue, between 44th and 45th St.

"It's What's in THE CASH BOX That Counts"
EXHIBIT’S

NEW STAR

SHOOTING GALLERY

EXHIBIT’S GUNS-PROVEN MONEY-MAKERS FOR MANY YEARS!

EXCITEMENT

3 TARGET SETUPS FOR EACH GAME!

24 Hits sets up Jeweled • which scores 30 points for perfect score.

For Optional use: Built-in Selector • For Choice of Free play or dime return on perfect score or match score • Various other combinations to suit any location • All targets are in view when game is at rest.

NOTHING ELSE LIKE IT!

For Details • Contact your local EXHIBIT DISTRIBUTOR OR FACTORY TODAY!

EASTERN FLASHES

With the approach of the big Labor Day Weekend, joy reigns supreme as Ohio and arcade owners with equipment at resort areas and roadside restaurants hope to close the 54 season with their best collections of all time. It all depends on weather. If the weather is favorable, there will be millions of people rushing to the country or beach to get in their last fling. Don’t let us even think of unfavorable weather. To the city operators, Labor Day means the end of the summer, and the return of vacationing people, which bring back patrons to those locations. To the whole world, the end of summer and the beginning of the fall season means renewed activity, as operators once again start switching, trading and buying in good quantity.

Barney (Shugy) Sugarman, Buffalo Sales Co., simply overwhelmed with the demand for Bally’s new shuffle game “Rocket Bowler.” “We thought we’d had a great game” anlakes Shugy, “but, in our wildest imagination, we couldn’t anticipate the tremendous operator reaction. Operators are reporting that players absolutely refuse to leave the machine. We’ve had requests not machine out in delivery. However, Bally has promised quantity shipments immediately.” . . . Avron Gensberg, Genco Mfg. & Sales, and his wife, visit Al Simon Albert Simon, Inc., the firm’s representative here. Avron meets with visiting operators, getting a world of information first hand. From New York, Avron will get to see the firm’s distributors in Atlantic City, Philadelphia and Boston. All in one week’s time. He hopes to be back in the factory in Chicago on Monday, August 30. . . . Meyer Parkoff, Atlantic New York Corp., met with the operators set, which gathered at Davenport, I. Y., last week, presenting the new Seeburg phone HF-100-R. This Tuesday August 24, Parkoff traveled to Bridgeport, Conn., where he and Mac Pearlman manager of the New Haven branch, showed the new phone to a group of area operators meeting there. Parkoff reports acceptance for the new Seeburg phone throughout his entire territory.

Hyrum Keoppl, Keoppl Distributing Co., returns from a buying trip west supplemented with some of the finest music machines. . . . Lucky Sholnick, now at Miami, Fla. operator, visits the big city to see his old friends. Lucky leaves his home next week. He’s not an advisable weight on the north. Looks like the old Lucky before joining the Army at the beginning of the war . . . Joe Young, Young Distributing, out calling on the music operators in Suffol and Nassau counties. Joe Lipke, sales mgm, busy seeking operators who drop into their offices. Claims the Wurlitzer phone is really selling. Abe’s young, Bert, spending his summer vacation from school with his dad at the office . . . Mike and Rose Mentes vacationing this week in the Catskill Mountains George Fleckenstein, manager, back from his vacation, looking healthy and handsome, takes charge, on John Fitzgerald, New Haven, owner, in town . . . Bob Slifer, Seeburst Distributors, returns from two weeks auto traveling to get his first view of the new Rock-Ola 50-selection phone Bob and Dave have taken, advise us that the firm has a line of “Millshake,” “Custard,” and “Batch” non-coin operated machines . . . Otto Stegmeier, Greenwood Lake, N. Y., operator, in town. Otto claims he’s busy these days but finds time to eat a full meal in two months. To look at Otto large frame, you’d think he’s never stopped eating. . . . Felix Fleischman Bynums’ Newark, N. J. manager, spends several days in the New York office . . . Gertrude Brown, Paramount Vending, Beacon, N. Y., rushing around to see the various wholesalers, picking up supplies. . . . Casualty report on Atlantic New York attacks for Murry Ray. . . . Nat Salow fully recovered from broken arm last week. Murry Ray sporting a patch on his face, cut acquired from barrels in the store . . . With the 17th Annual Banquet of the Music Operators of New York only a short time away, October 16, at the Waldorf Astoria Grand Ballroom, A. Denver and Nash Gordon, busy with its program of lining up the show Journal, allocating tickets, preparing the show, etc.

TRUTH THE COIN chute

KENTUCKY KAPERS

Things were too busy at John P. Bailey’s Record Store, Henderson, Ky., for me to get any chat-chat. . . . Sam Miller, Favorite Music Co., Bowling Green has enlarged his shop . . . At Bailey Brothers Music Co., Bowling Green, Shirley Hamilton of the record sales department reports everyone buying rhythm and blues records. . . . R. C. Brashear, Bowling Green, out collecting the coins . . . J. G. (Smitty) Smith, Owensboro Amusement Co., Owensboro more interested in his race horses than anything else at this time of the year. Smithy has one of the best in Count Fleet and is entering him at Hazel Park in Chicago this week. Marvin Melhiser will be glad when the racing season is over so that Smitty can get back to business . . . Sam Roby working into the wee hours of the night placing phonographs an location. . . . Walter W. Wallman of S. L. Stibelk, Louisville, one tired man after the new Seeburg HF-100-R showings. Walter believes this show was the biggest and best it sales and enthusiasm. Says the sales offices in Nashville and Evansville also report large operator attendance and sales . . . The Ricks boys, Mayfield working overtime so that they could get to Evansville to see the new Seeburg phone and Keeney “Bikini” Bowler . . . Pete Woods, Hopkinsville, expects home from his European vacation some time this month. . . . Phonographs and other amusement machines hopping with business in Evansville and Henderson really great as the races at Duray Park has brought in larger attendances than in many years.

“Hts What’s in THE CASH BOX That Counts”
After a short respite of cool weather, the hot southwest winds blew into our town and resulted in humid heat with constant thunder showers. "No relief in sight," according to the weatherman, up to this writing, at least. Announcing that the tropics were about to encroach down to their offices early and keep them there late in the air conditioned coolness of the factories here. [Dan Gottlieb] ditches out of his air-conditioned home, into his air-conditioned car, and onto his air-conditioned offices. Dave can take the cold, but sure can't stand the humid heat. . . . All ops here are eagerly awaiting the Labor Day weekend. . . . And the bosses, according to the ops claim, should be twice as good. Receipts were phenomenal during '39's Labor Day weekend. . . . Harry Mabs, Williams' engineer, is an ardent gardener. Raises prize winning roses and orchids in the greenhouse he built himself. In his spare time, Harry has done much to help other ardent horticulturists in the industry to help them out, time and again. Most interesting about the very outstanding greenhouse Harry built is that all the glass comes from old pin games.

Congrats to Herb Jones of Bally for his very swell campaign of newspaper public relations ads for ops. In this past issue of 'Bally-Who' Herb prints a note from George Bishop of Streator, Ill, who used Herb's latest effort in the Streator Daily Times-Press with grand results. . . . Now that the contest has been going on for some weeks, to find a new name for 'Juke Box,' as per our promise to Mo湖 Operators of America (MOA), what name do you think is the best to replace 'Juke Box'? or don't you think there's a better name than 'Juke Box' for the present day automatic phone? . . . Lots of his friends will be very happy to hear that Ben Rodin of Martin Equipment Co., Washington, D.C., is coming to big in Stephens County, Oklahoma, Taylor, Texas. His oil well gushing at the rate of 100 barrels per hour. Ben reports he still holds leases on over 900 acres in Taylor County (where he clicked best) that he hasn't even tried to drill. . . . Howie and Dorothy Freer spent all morning playing golf and all afternoon swimming. Proving that two can be athletes in any sport.

Happy to hear from Sam Stern, who returned from L.A. last week that both Lee and Harry Williams in the very best of health and happily enjoying themselves in beautiful Pacific Palisades. . . . United's Golf League holds its third meeting at the House of Blues, Ill. on Sept. 17, at which time election of officers for next year will take place. . . . Nate Feinstein and Frank Bach of Atlas Music had themselves a rather questionable air trip this town last week. They got there just quick and meet with Atlas roadman, Bill Phillips, Nate and Frank flew that small two-seater airliner between Chico and Pecos. When they landed, they found Bill laughing fit to the seams. Asked Bill why, "Did you notice you don't have to pay on this airplane until you get to your destination. That's done," he wryly added, just in case. . . . Alan Niva of St. Paul "round town this past week. . . . Harry Berger of N.Y. also in town looking things over. . . . Al Thelke in St. Louis. Ken Sheldon and Johnny Casola in New York for their respective United Ser. Schools.

Chris Christopher in town visiting at Bally and pep-ping up everyone with his optimistic outlook for the 'great full season of all time.' . . . Nick Kaplan in town. Nick's a vet of the old real estate and air conditioning. But dropped around to meet 'some of the old boys.' . . . Jack Nelson and Bill O'Donnell both enthusiastically report that, "The weather's awful, but things are getting pretty good." Best described by Roy Rieh, "United's picc this past Saturday was a 'corker.' . . . Chi's midle ride ops gleefully read report that city's public schools expect to have 2,606 3-way sets by fall. Bernards in Unico's Paco pulled in today just in time to wish his pal, Phil Weinberg, a successful trip to Hawaii. . . . Ed Hall of Goldilocks Supply all excited this past week over the way things have been. . . . Recently Exhibit's new 'Star Shooting Gallery' enthusiastically placed orders for record quantities. . . . Announcing that the new gun will break all income producing records if our location test report means anything at all.

Jack Nelson flaying about a postcard just received from Mexico wherein Abe Wilson of Scott-Crossey, Phlly, writes, "Wish you were here." Laxonomically comments Jack, "Sure wish I was." . . . Ed Levin of ChiCoin glad to be back home. Even with all the heat and humidity. Ed just returned from a trip to New Orleans. Nashville and other spots along the good, old, hot and humid Mississippi. . . . Gil Kott back on the job and one of the busiest men about town... with a very busy evening. . . . Noting Nate Gottlieb's eyes were half closed, visitor quizzed Nate: "Had to get up six in the mornin' to get our two little girls all dressed to meet the train bringing our Shelley home from camp. And so back to bed. . . . Paul Vaughn of the D. Russ Cline Co, reports he is happy to see so nice a pickup in kiddie ride business in North Carolina. . . . Art Gayner reported busier than ever at all Bally's. [Col. Jimmy in Oklahoma] pictures of Kalamazoo report the his 'Moon Ride' route clicking so grandly that he and Joe Anton placing 'Moon Ride' in Texas. . . . Sam Lewis of Genco much too busy during the daytime to enjoy his calabas at the Edgewater Beach Resort out by the light swim fan. Sam enjoys the pool during the evening hours. . . . Alvin cotton mill in route to buy a gun. (Ross-Arm Bally's is now becoming a smooth express.) Bally roadman, Ralph Nicholson, on his way to Harold Lieberman's Omaha opening.

WANT

We want a wholesale outlet for our used United Bowlers. Inquiries welcomed. Special consideration to exporters. Write, SHELTON SALES, INC., 481 MAIN STREET, BUFFALO 3, NEW YORK.

FOR SALE


YOURS or FOR SALE

 seeks surplus records all speeds. 45's our specialty. We buy all rare round and pay top prices. No lot too large or too small. No more than 10% blue. We pay freight. BEACON SHOPS, 821 NO. MAIN STREET, PROVIDENCE, R. I. Tel.: Union 1-7500.

CLASSIFIED AD

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Notice to holders of "Special (544) Subscription"; You are entitled to a free classified ad in each week's issue containing no more than 60 words, which includes your firm name, address and telephone number. All words over 40 will be charged to you at the regular rate of 15c per word. Please count words carefully.

ALL CLASSIFIED ADVERTISING CLOSES WEDNESDAY NOON AT THE CASH BOX, 26 West 47th Street, New York 36, N. Y.

START HERE

WANT

For Export. Quantities of the following models: Seeburg M100A; Warlitizer 1100 and 1250. Telephone call. DAVIS DISTRIBUTING CORP., 725 WATER ST., SYRACUSE, N. Y. Tel.: Syracuse 7-5194.

WANT

Any quantity post-war Wurlitzer Phonographs, Models 1100, 1250, and 1400. Also Seeburg M1000 and 45. Wire, write, or phone: BUSH DISTRIBUTING COMPANY, 286 N. W. 29th ST., MIAMI, FLORIDA.

WANT

For resale. United & Chicago Coin Bowling Games; Bally Bingo Machines; Mills Panorama Peck Shows; Kiddie Rides. State condition and best price in the first letter. STANLEY DISTRIBUTING CO., 1523 BROADWAY, TACOMA, WASH. Tel.: Broadway 8663.

WANT

45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALIANO, GALIANO DIST. CO., 4142 W. ARMITAGE, CHICAGO 39, ILL. Tel.: Dickens 2-7060.

WANT

Bingo, late model Shuffle Alleys. For resale. Send list. Have all types of amusement equipment for sale. DAVE LOWY & CO., 592 TENTH AVENUE, NEW YORK, N. Y. Tel.: Clicking 4-5100.

FOR SALE

All types of arcade machines and Gottlieb 4 & 6 Flipper Pinball Games in any quantity. Give names, condition, prices and wanted and when ready to ship. INTERNATIONAL AMUSEMENT CO., 1423 SPRING STREET, PHILADELPHIA, PA.

WANT

Show Boats, Circens, Rodeo and Bright Spots. GOLDEN GATE NOVELTY CO., 701 GOLDEN GATE AVE., SAN FRANCISCO 2, CALIF. Tel.: Market 1-3967.

FOR SALE

Tubes: 2051; 2050; 70L7; 2A4; 2A3; 5V4; 6L6; 6N7; 6L7; 6F6 metal; 6x5 metal. Will pay $400. Must have minimum quantity 50 of a type. Have you other types in quantity? LEWIS ELECTRONICS, 3449 NO. ELAINE PL., CHICAGO, ILL.

WANT

Beach Clubs—will pay $825. PENNSYLVANIA VENDING COMPANY, 1822 CARSON STREET, PITTSBURGH 3, PA.

WANT

From all over the world! Literature on any machine that takes coins and sells anything — amusement, drinks, Bromos, fortunas, Pocket Books, cigarettes 25 2c each, tickets at 25 each, single hand-sells, newspapers. WITHAM ENTERPRISES & ASSOCIATES, 20-22 CUNNINGHAM AVENUE, GLENS FALLS, NEW YORK.
FOR SALE — We are exclusive Distributors in Michigan, Cincinnati, American Shuffelboard, Bert Lane, Chicago Coin, Exhibit, Keene, Genco, Gottlieb, Williams, and Victor Vending, Wurly-Newmark Distributing Co., 42 Fairbanks St., N., W., GRAND RAPIDS, Mich. Tel.: Glandale 6-8807 and 7345 Grand Ave. Sale of Wurlitzer Co., 8 Mich. Tel.: Tyler 8-2280.

FOR SALE — Bingo games; late model Bally and United. All in A-1 shape, ready for immediate delivery. Write for full details. RELIABLE MACHINE CO., INC., 184 WINDSOR ST., HARTFORD 5, Conn. Tel.: (Chapel 9-6556.

FOR SALE — All types used AMI, Wurlitzer and Seeburg equipment. Clean and properly cared for. Factory Distributor for Seeburg, DICKSON DISTRIBUTING CO., 531 W. CALIFORNIA AVE., ALOHONIA, OKLA. Tel.: Resig 6-3691.

FOR SALE — Bally Atlantic City $150; Frodes $185; Yacht Club $200; Beach Club $300; Dude Ranch $360; United A.B.C., $40; United Clover Bowlers $205; Liberty $185. MICKEY ANDERSON, 314 EAST 11th STREET, ERIE, PENN. Tel.: 5-7549.

FOR SALE — Reconditioned Distributors: 1400’s $400; 1500’s $250. O’CONNOR DISTRIBUTORS, INC., 3230 W. MAIN STREET, RICHMOND, VA. Tel.: 83-3364.

FOR SALE — Evans Constellation $225; Shoot the Bear $145; Keeny Dealer World Series 751; Bally and a complete line of United Bingo and Shuffle Alleys. CENTRAL DISTRIBUTORS, 2315 OLIVE ST., ST. LOUIS, MISSOURI. Dept. B (1-3511) or 3314 MAIN STREET, KANSAS CITY, MISSOURI (West 3528).

FOR SALE — Keeny High Score League $165.90; Williams Delux Star Series $167.50; United 6 Way $119.50; United 6 Way Deluxe $159.50; Domino $139.50; Spot Lite $119.50. LAKE CITY AMUSEMENT, INC., 4533 PAINY AVENUE, CLEVELAND, OHIO. Tel.: Hendors 1-7577.

FOR SALE — Wurlitzer Bar Box: 2140’s; Wurlitzer Wall Box 3020’s. Steppers and Master units. No reasonable offer refused. YOUNG, 5760 W. ABINGDON, CHICAGO, ILLINOIS.

FOR SALE — Bear Guns; Geneva Night Fighters; Evans Bat-A-Score; Ex. Silver Bullets; Ex. Six Shooter; Chico Coin Pistol. Take the low cash prices, 1/3 deposit, balance GOO. B. E. KRUEGER, RT. 13, BOX 361, SAN ANTONIO, TEXAS.

FOR SALE — United Deluxe Baseball $195. Want—Seeburg “W.” MOHawk SKILL GAMES, CO. 67 SWAGGERTON ROAD, SCHENECTADY 2, N. Y.

FOR SALE — The best buy in used Bally Bingo Games. Just buy one and you will see why you put a little more and be glad you did. Your money back if not completely satisfied. 1/3 deposit with all orders. Write or call: ALLEN SALES, INC., 937 MARKET ST., WHEELING W. VA. Tel.: Wheeling 4372.
FOR SALE—Complete Arcades or a single machine. We have the largest stock of new and reconditioned Arcade Machines in the world. Also parts and supplies. Send for new illustrated catalog. Milady Club $265; 577 TENTH AVENUE, NEW YORK, N. Y. Tel.: Clichering 4-8628.

FOR SALE—Bowlers—Advance $365; Gold Cup $300; Triple Score $280; Crown $230; 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 CROWN MACHINE CO., INC., 2423 PAYNE AVENUE, CLEVELAND 14, OHIO. Tel.: Superior 1-4600.

FOR SALE—Spot-Lites $75. TOLEDO COIN MACHINE EXCHANGE CO., 814-816 SUMMIT STREET, TOLEDO, OHIO. Tel.: Adams 8624.

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

FOR SALE—Contact us before you buy. We carry all types of coin machines. Largest Central Pennsylvania distributor for United, Universal, Chicago, Coin, Taylor and Bally. WILLIAMSPORT ELECTRONIC & TELEVISION CO., 233 W. 3rd STREET, WILLIAMSPORT, PA. Tel.: 2-3326 or 2-1648.

FOR SALE—Bally Surf Clubs $445; Ice Frolics $375; (used a few days) Palm Springs $395; Palm Beach $195; Spares for Mexican Clubs $125; Cabanas $185; William's Navy $95; Wild West Gun, in perfect shape, $99.50; Can install Super Jet Kiddie Ride, used very little, $525. NEW ORLEANS NOVELTY CO., 115 MAGAZINE STREET, NEW ORLEANS, LOUISIANA. Tel.: Canal 8318.

FOR SALE—Beautty $295; Chinatown $55; Control Towers $35; Double Action $25; Disk Jockey $35; Fighting Irish $35; Frolics $230; Hayburner $60; Yacht Club $455; REEL DISTRIBUTING CO., 4910 NATURAL BRIDGE AVENUE, ST. LOUIS 15, MO.

FOR SALE—Close Out! All Games with Formica and Large Pins. No reasonable offer refused. United Twin, United 4 Player, United 2 Player, United 6 Player, United 6 Player DeLuxe, United Super. Make your own offer on individual games. AMERICAN VENDING MACHINE CO., 2684 CONEY ISLAND AVE., BROOKLYN 35, NEW YORK. Tel.: DEWey 2-6402.

FOR SALE—Parts and supplies for Juke, Shuffle, Pin and Telequin Games. Special Metal Tool Box of Assorted Hardware. Over 6 lbs. of Nuts, Bolts, Screws, Brackets, Switches, Springs, etc. $10 value for $2.49. CHAMPION DISTRIBUTING CO., 3743 W. GRAND, CHICAGO, ILL.

FOR SALE—We have a large stock of reconditioned Five Balls, One Balls, Bingo and Phonos. Write for list. WESTERHAUS CORPORATION, 3726 KESSEN AVENUE, CINCO, N. Tel.: Moutina 5000-1-2.

FOR SALE—The finest used phonographs in all our histories is available for immediate sale. Get our price on any phonograph you want before you buy, UNITED, INC., 4227 WEST VLIET ST., MILWAUKEE, WIS. Tel.: WEST 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 Representatives for United, Keesey, Bally, TARAN DISTRIBUTING, INC., 1401 N. 84th STREET, MILWAUKEE 42, FLA. Tel.: 64-8664.


FOR SALE—Geneo Shuffle Pool, like new $325; Geneo Basketball, like new, write; Chi-Coin Crown Bowler, Triple; $300; Chi-Coin 10th Frame Special, Triple $200; United Olympic S.A. $285; United Cascade, Triple $235; Keeney 6 Player $95. UNIVERSITY COIN MACHINE EXCHANGE, 538 NORTH EIGHTH AVE., COLUMBUS 8, OHIO. Tel.: Univers 6900.

FOR SALE—Reconditioned, like new! Seeburg Coin Hunt, write; Bally Victory Bowlers $440; Surf Clubs $335; Bright Lights $50; Our Secretary, write DONAN DISTRIBUTING COMPANY, 5007 N. KEDZIE AVE., CHICAGO 25, ILL. Tel.: JUniper 8-5211.

FOR SALE—Bright Lights, A-1 condition, $65; AMI Model C $295; Wurlitzer 1100 $195; Wurlitzer 1015 $395; 1242 Magic Glo $195; 3020 Wall Boxes $18.50; Seeburg WL-156 $4; H & H MUSIC, 1623 AVE, MOLINE, ILLINOIS.

FOR SALE—Make us an offer on the following Shuffle Alleys: 1 Star; 1-10th Frame Star; 1 Super; 1 Five Player; 1 Clover; 1-9- Gold Cup; 2 Rock-A-Ball and 1 Genie Shuffle Paddle. DODGE, DODGE, INC., 1663 CENTRAL PKWY., CINCINNATI 14, OHIO. Tel.: Main 8751.

FOR SALE—Three (3) Ristaret 45 value Record Players. Models. Original cost $375 each. Used three months, will sell $100 each. F.O.B. Houston, Texas. Details. WHITE SALES, 5206 SOUTH LEA, HOUSTON, TEXAS.

FOR SALE—Reconditioned phonos—ready for location: AMI A: AMI C; AMI D-40 and D-80; Rock-Ola Fireball 45 rpm: Seeburg M100A; Wurlitzer 1200D. Write for location. RUNYON SALES COMPANY, 593 TENTH AVE., NEW YORK, N. Y. or 221 FRELINGHUYSEN AVE., NEWARK, N. J.

FOR SALE—Shooting Gallery; write; Team Bowler $445; Ace Bowler, new $545; Havana $419.50; Mexico $405.50. WESTERN DISTRIBUTORS, 1226 SOUTHWEST 16TH AVE., PORTLAND 5, OREGON.

FOR SALE—Wurlitzer 1080's $75; 1015's $35; AMI-D40 $350; Seeburg 46 $35; 47 $45; 48ML $135; Rock-Ola 1428 $135; 1422 $45; Seeburg 1550 $75; Wolf Box $16.50. CENTURY DISTRIBUTORS, INC., 1221-23 MAIN ST., BUFFALO 9, N. Y.

FOR SALE—Look! Phonograph needles at distributors prices. Buy direct from manufacturer. Quality Phonograph Needle Manufacturers quiting distributors now selling direct to dealers and operators at full distributors discount. Shipper anywhere. QUALITY NEEDLE COMPANY, 3747 W. CHICAGO AVE., CHICAGO 31, ILLINOIS. Tel.: Sacramento 2-5050.

FOR SALE—All types reconditioned Coin Operated Games available at lowest prices. Write, wire, phone C. A. ROBINSON & CO., 2301 W. PICO BLVD., LOS ANGELES 6, CALIFORNIA. Tel.: Dunkirk 3-1810.

FOR SALE—A.B.C. $20; Knockout $15; Just '21' $10; Bright Lights $100; Spot-Lite $110. AUTOMATIC MUSIC CO., 703 ANGELUS AVE., BRIDGEPORT, OHIO. Tel.: 750-6717.

FOR SALE—30 Pop-Sea Popcorn Vendors, 3 Hawkins, reconditioned $59.50 each; 25 Mercury Athletic Scales, counter models $25.50 each. One-half deposit with order. CLEVELAND COIN MACHINE EXCHANGE, INC. 2029 PROSPECT AVENUE, CLEVELAND, OHIO. Tel.: Tower 1-6715.

MISCELLANEOUS

NOTICE—Are you having trouble keeping Plexiglass clean on your juke boxes? Our Mecite does the job —16 oz. bottle, $3.50. For distributor price and territory, contact MECCA SERVICE CO., 716 N. 19th ST., EAST ST. LOUIS, ILLINOIS.

NOTICE—Louisiana & Mississippi Operators — your authorized AMI phonograph distributor. Write for lowest price. DIXIE COIN MACH CO. 122 NO. BROAD ST., NEW ORLEANS, LA. Tel.: Magnolia 3931.

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 Snack 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, New York City, Jldson 6-2646; The Cash Box, Chicago, Ill., 15-2004; The Cash Box, Los Angeles, Calif., WEbster 1-1211.

NOTICE—We are exclusive distributors for Cole drink machines and Rock-Ola phonographs for Metro-politan New York and New York. Finest trade-ins available, both products. Advise us your needs. SEA- COAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH, N. J. (Tel.: Bigelow 8-3542) and 594 TENTH AVE., NEW YORK, N. Y. (Tel.: BRyant 4-9684).
When they look at the "E", they all exclaim: "It's a '54!" Maybe they don't say: "Its name is 'E', A M I makes it, it has 120 selections, one-button play, eye level program, multi-view attractiveness, etc., etc.,—" that's language for admen and salesmen!

But John Q. Public takes in its appeal at a glance and exclaims: "It's a '54!" He recognizes immediately that it's the newest and latest in its field, an EXTRA SPECIAL juke box worthy of his personal and financial approval.

Originator of the Automatic Selective Juke Box in 1927
AHEAD THEN — AHEAD NOW

AMÍ Incorporated

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

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

"It's What's in THE CASH BOX That Counts"
How To Use the "Confidential Price Lists"

(Also Known As the "C. M. I. (Coin Machine Industry) BLUE BOOK")

FOREWORD: Many times, wide differences appear in the quotation of high and low prices of certain equipment. Like any true reporter "The Confidential Price List" can only illustrate and not make these prices as the true market quotation heard at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much or how few may be out of line. Some prices do not change for months. The "Confidential Price List," rather than show price, retain the last known quotations for each equipment so that the subscriber at least has the last known prices as a basis to work with. These may be very widely divergent. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth less than $75.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. (Some equipment offered by outstanding firms, having a reputation for quality, shipped completely "mechanically," offered at higher prices than others, due to the added cost of reconditioning.) The "Confidential Price List" reports each quotation exactly as it is made and depends on the subscriber to make his own judgment to fit the peculiarities of his territory.

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

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

LIS TED A LPHAB ETICALLY

SEEBURG

6. Hi-Tone, 9800 '41 20, Sel., 78 RPM 29.50 49.50
7. Hi-Tone, 9800/9800C, '41, 20 Sel., 78 RPM 29.50 49.50
8. Hi-Tone, 6800E, '41, 20 Sel., 78 RPM, Remote Control 29.50 49.50
9. Hi-Tone, 8800, '41, 20 Sel., 78 RPM, with Remote Control 29.50 49.50
10. 146M, '46, Master with Remote Attach, 20 Sel., 78 RPM 35.00 99.00
11. 147S, Standard, 20 Sel., 78 RPM 45.00 129.00
12. 147M, '47, Master with Remote Attach, 20 Sel., 78 RPM 50.00 135.00
13. 148S, '48, Standard, 20 Sel., 78 RPM 65.00 175.00
14. 148M, '48, Master with Remote Attach, 20 Sel., 78 RPM 100.00 189.00
15. 114M0L, '48, Light Cab, Master with Remote Attach, 20 Sel., 78 RPM 75.00 199.00
20. M100A, '49, 100 Sel., 78 RPM 350.00 495.00
21. M1000H, '50, 100 Sel., 45 RPM 475.00 675.00
22. M1000H, '50, 100 Sel., 45 RPM 625.00 825.00
23. W3L Wave Box 5c
24. W3L Wave Box, 5c 10.00 22.50
25. W3L Wave Box 5c, 10c, 25c 15.00 45.00
26. W3L Wave Box 5c/10/25 Wire Jess 20.00 40.00
27. W3LJ-5-J6, Teapot Top, 125.00 175.00

WURLITZER

6. 700M, '40, Colonial, Manual Selector, 24 Sel., 78 RPM 29.50 49.50
7. 700E, '40, Colonial, Electric Selector, 24 Sel., 78 RPM 29.50 49.50
8. 800, '40, Electric Selector, 24 Sel., 78 RPM, 29.50 49.50
9. 750M, '41, Manual Selector, 24 Sel., 78 RPM 29.50 49.50
10. 700E, '41, Electric Selector, 24 Sel., 78 RPM 29.50 49.50
11. 4300, '42, Electric Selector, 24 Sel., 78 RPM 29.50 49.50
12. 950, '42, Electric Selector, 24 Sel., 78 RPM 29.50 49.50
13. 1000, '43, Colonial, 24 Sel., 78 RPM 75.00 130.00
14. 1000M, '43, Colonial, 24 Sel., 78 RPM 125.00 235.00

AN EXTENSIVE PURCHASE LIST IS AVAILABLE BASED ON ABOVE.

MANUFACTURER'S PRICES (C.O.F.) (when available) to authorized dealers. (Prices subject to change without notice.)

WASHINGTON

4. 1017, '46, Hideaway, 24 Sel., 78 RPM 74.50 100.00
5. 1100H, '48, 24 Sel., 78 RPM 175.00 260.00
6. 1250, '48, 48 Sel., 78 RPM 185.00 295.00
7. 1250, '48, 50, (Same as above) Converted to 45 RPM 250.00 325.00
8. 1400D, 48, 48 Sel., 78 RPM 395.00 465.00
9. 1400, '52, (Same as above) Converted to 45 RPM 420.00 525.00
10. 1500, 53, 104 Sel., 78 RPM, 500.00 675.00
11. 2100 Wall Box 7.00 10.00
12. 3008 Conv. of 1002 15.00 25.00
13. 4008 Wall Box 10.00 15.00
14. 4005 Wall Box 4.00 6.00
15. 4100 Wall Box 29.00 39.50
16. 219 Stepper 7.50 14.95

BUYERS: To cover cost of packing, crating, shipping, etc., figure an additional $20 to $25 on Pin games — and $25 to $30 on Phonographs.

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<table>
<thead>
<tr>
<th>Item Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Challenger (Counter Model Guns)</td>
<td>$75.00</td>
</tr>
<tr>
<td>Rifle, Sport, and more Guns, plus complete ranges of various patterns</td>
<td>$1.00825</td>
</tr>
<tr>
<td>AMI, INCORPORATED</td>
<td></td>
</tr>
<tr>
<td>AMI &quot;E-&quot; 40 Phonograph</td>
<td>$795.00</td>
</tr>
<tr>
<td>AMI &quot;E-&quot; 60 Phonograph</td>
<td>$925.00</td>
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<tr>
<td>AMI &quot;F-&quot; 120 Phonograph</td>
<td>$1,050.00</td>
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<tr>
<td>W-50 5-12cs Wall Box</td>
<td>$89.50</td>
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<tr>
<td>W-75 5-12cs Wall Box</td>
<td>$99.50</td>
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<tr>
<td>HS-80 Hideaway</td>
<td>$75.00</td>
</tr>
<tr>
<td>HME Hideaway</td>
<td>$75.00</td>
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<tr>
<td>AMIVOX Speaker</td>
<td>$27.50</td>
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<tr>
<td>AUTO-PHOTO CO.</td>
<td>$2,245.00</td>
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<tr>
<td>BALLY MFG. CO.</td>
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<tr>
<td>Moon-Ride</td>
<td>$995.00</td>
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<tr>
<td>Hi-Fi</td>
<td>$760.00</td>
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<tr>
<td>Jet-Bowling</td>
<td></td>
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<tr>
<td>(With Match Feature)</td>
<td></td>
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<tr>
<td>Model Jet-110, 16&quot; be a play</td>
<td>$75.00</td>
</tr>
<tr>
<td>Model Jet-325, 16&quot; be a play, 3 plays for 275</td>
<td></td>
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<tr>
<td>Rock-O-Lite</td>
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<tr>
<td>(Without Match Feature)</td>
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<tr>
<td>Model Rocket-110, 16&quot; be a play</td>
<td>$710.00</td>
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<tr>
<td>Model Rocket-180, 16&quot; be a play</td>
<td>$75.00</td>
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<tr>
<td>Philadelphia MFG.</td>
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<tr>
<td>CHICAGO MFG.</td>
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<tr>
<td>Feature Model, Single Chute</td>
<td>$685.00</td>
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<tr>
<td>Double Chute</td>
<td>$705.00</td>
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<tr>
<td>Star Lite Bobber, Single Chute</td>
<td>$665.00</td>
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<tr>
<td>Star Lite Bobber, Double Chute</td>
<td>$845.00</td>
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<tr>
<td>Round the World Train</td>
<td>$1,185.00</td>
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<tr>
<td>6 Player Super Home Run</td>
<td>615.00</td>
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<tr>
<td>H. C. EVANS &amp; CO.</td>
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<tr>
<td>Holiday (Model 405) 100</td>
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<tr>
<td>Selac, 45 rpm</td>
<td>$1,050.00</td>
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<tr>
<td>Jubilee (Model 278) 40 Selac, 78 rpm</td>
<td>$795.00</td>
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<tr>
<td>EXHIBIT SUPPLY</td>
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<tr>
<td>Junior Jet Ride</td>
<td>$395.00</td>
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<tr>
<td>Shooting Gallery</td>
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<tr>
<td>Big Brown</td>
<td>$975.00</td>
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<tr>
<td>Elmer The Bull</td>
<td>$997.50</td>
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<tr>
<td>Perky The Bull</td>
<td>$725.00</td>
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<tr>
<td>Rudy The Triger</td>
<td>$1,047.50</td>
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<tr>
<td>Rudolph The Red Nosed</td>
<td>$725.00</td>
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<tr>
<td>Reindeer</td>
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<tr>
<td>Rudolph The Red Nosed Reindeer With Music</td>
<td>$75.00</td>
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<tr>
<td>Pete The Rabbit With Music</td>
<td>$715.00</td>
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<tr>
<td>Twin Pete The Rabbit</td>
<td>$725.00</td>
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<tr>
<td>Rudolph The Red Nosed</td>
<td>$725.00</td>
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<tr>
<td>Space Patrol</td>
<td>$1,047.50</td>
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<tr>
<td>Sea Skater</td>
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<tr>
<td>Vacuum Card Vender</td>
<td>$231.50</td>
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<tr>
<td>GENCO MFG. &amp; SALES CO.</td>
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<tr>
<td>Rifle Gallery</td>
<td>$625.00</td>
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<tr>
<td>D. GOTTLEIER &amp; CO.</td>
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<tr>
<td>Gold Star</td>
<td>$364.50</td>
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<tr>
<td>INTERNATIONAL MUTO CORP.</td>
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<tr>
<td>Drive-Yourself (new) Driveable</td>
<td>$795.00</td>
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<tr>
<td>Photomot '54</td>
<td>$2,150.00</td>
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<tr>
<td>3-D Art Model, 16&quot;x16&quot; model</td>
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<tr>
<td>3-D Art Parade, 6x6 model</td>
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<tr>
<td>Universal Post Card Vendor</td>
<td>$60.00</td>
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<tr>
<td>J. H. KEENEY &amp; CO., INC.</td>
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<tr>
<td>Electric Cigarette Model</td>
<td>$284.50</td>
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<tr>
<td>Coin Changer Model</td>
<td>$394.00</td>
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<tr>
<td>Bally Radar</td>
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<tr>
<td>Without Match Feature</td>
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<td>Double Chute</td>
<td>$645.00</td>
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<tr>
<td>Century Bowler</td>
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<tr>
<td>With Match Feature</td>
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<tr>
<td>Double Chute</td>
<td>$670.00</td>
</tr>
<tr>
<td>Double Chute</td>
<td>$685.00</td>
</tr>
</tbody>
</table>

**Note:** Prices listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory.
| CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. | CITY NO. | CITY | GRAND TARGA, CHIC. |
|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|---------|-----|-------------------|
| 100     | 100 | 150               | 100     | 100 | 200               | 100     | 100 | 250               | 100     | 100 | 300               | 100     | 100 | 350               | 100     | 100 | 400               | 100     | 100 | 450               | 100     | 100 | 500               | 100     | 100 | 550               |

**PINS BALLS**

- Arnold-Navy (W 5/53)
- Atlantic City (B 5/53)
- Beach Club (B 5/53)
- Beauty (B 11/53)
- Bright Lights (B 5/53)
- Bright Spot (B 11/53)
- Cabana (Un 1/53)
- C.O. (Wm 9/53)
- Country Club (B 5/53)
- Daisy May (Got 7/53)
- Dealer "21" (Wm 2/54)
- Dragonette (Got 4/54)
- Duke Ranch (B 9/53)
- Flying High (Got 2/53)
- Frolics (B 10/52)
- Grand Champion (Wm 5/53)
- Grand Slam (Got 4/53)
- Green Pastures (Got 1/54)
- Gun Club (Wm 11/53)
- Guya Delf (Got 5/53)
- Havana (B 5/53)
- Hawaii (Un 6/53)
- Hawaiian Beauty (Got 6/54)
- Home Run, Six Player (CC 3/54)
- Ice Frolics (B 1/54)
- Jockey Club (Got 4/54)
- Lazy "C" (Wm 2/54)
- Lively Lucy (Got 2/54)
- Marble Queen (Got 8/53)
- Mexico (Un 3/54)
- Mystic Marvel (Got 3/54)
- "S" Sisters (Wm 1/54)
- Palm Beach (Wm 7/53)
- Palm Springs (B 11/53)
- Pin Wheel (Got 11/53)
- Poker Face (Got 9/53)
- Quintet (Got 3/53)
- Ria (Un 11/53)
- Redeye (Un 2/53)
- Redeye (Un 2/53)
- Sesame & Turf (B 10/53)
- Shindig (Got 4/53)
- Special De Luxe Baseball (Wm 1/54)
- Starlight (Wm 3/53)
- Struggle Buggies (Wm 12/53)
- Super Star Baseball (Wm 1/54)
- Surf Club (B 3/54)
- Tahiti (Un 9/53)
- Times Square (Wm 4/53)
- Tropics (Un 7/53)
- Yacht Club (B 6/53)

**SHUFFLE GAMES**

- Ace Shuffle Alley (Un 5/54)
- Advance Shuffle (CC 10/53)
- Bowers Shuffle (Ke 3/54)
- Carnival Shuffle (Ke 2/53)
- Cascade Shuffle Alley (Un 2/53)
- Champion Shuffle (B 5/54)
- Chief Shuffle Alley (Un 11/53)
- Classic Shuffle Alley
- Clover Shuffle Alley
- Club Shuffle (Ke 4/53)
- Cruz Cross Shuffle
- Crown Shuffle (CC 4/53)
- Crown Shuffle, Got. Pines (CC 4/53)
- De Luxe Team Shuffle Alley (Un 1/54)
- Diamond Shuffle (Ke 4/53)
- Domino Shuffle (Ke 5/53)
- Gold Cup (CC 7/53)
- High Speed Crown Shuffle (CC 7/53)
- High Speed Triple Score Shuffle (CC 8/53)
- Imperial Shuffle Alley (Un 9/53)
- King Shuffle (CC 10/53)
- Leader Shuffle Alley (Un 11/53)
- League Shuffle Alley (Un 1/54)
- Liberty Shuffle Alley (Un 2/53)
- Mainliner Shuffle (Ke 1/54)
- Match Play Pool (G 2/53)
- Olympic Shuffle Alley (Un 6/53)
- Pacemaker Shuffle (Ke 9/53)
- Rainbow Shuffle Alley (Un 5/54)
- Royal Shuffle Alley (Un 9/53)
- Shuffle Pool (G 11/53)
- Team Shuffle (Un 1/54)
- 10th Frame Double Score Shuffle (CC 1/54)
- Triple Score Shuffle (CC 6/53)
- Victory Shuffle (B 5/54)

**MUSIC**

- AMI
  - Model A 150
  - Model B 275
  - Model C 85
  - Model D 40 125
  - Model D-80 250

- EYEWITNESS
  - Jubilee, 45 rpm
  - Century
  - 13/3, 78 rpm
  - 14/3, 45 rpm
  - 13/4, 45 rpm
  - 13/4A, 45 rpm

- SEEBURG
  - M100A 475
  - M100B 675
  - M100BL 700
  - M100C 825

- WORLITZ
  - 1100 250
  - 1250 295
  - 1350 350
  - 1400 45
  - 1500 550

**PRICES QUOTED FOR LATEST MODEL USED MACHINES IN LEADING U.S. MARKETS**

- Classic Shuffle Alley: $295
- Clover Shuffle Alley: $265
- Club Shuffle (Ke 4/53): $250
- Cruz Cross Shuffle: $249
- Crown Shuffle (CC 4/53): $240
- De Luxe Team Shuffle Alley (Un 1/54): $425
- Diamond Shuffle (Ke 4/53): $425
- Domino Shuffle (Ke 5/53): $360
- Gold Cup (CC 7/53): $360
- High Speed Crown Shuffle (CC 7/53): $395
- High Speed Triple Score Shuffle (CC 8/53): $395
- Imperial Shuffle Alley (Un 9/53): $395
- King Shuffle (CC 10/53): $395
- Leader Shuffle Alley (Un 11/53): $395
- League Shuffle Alley (Un 1/54): $395
- Liberty Shuffle Alley (Un 2/53): $395
- Mainliner Shuffle (Ke 1/54): $350
- Match Play Pool (G 2/53): $350
- Olympic Shuffle Alley (Un 6/53): $350
- Pacemaker Shuffle (Ke 9/53): $350
- Rainbow Shuffle Alley (Un 5/54): $350
- Royal Shuffle Alley (Un 9/53): $350
- Shuffle Pool (G 11/53): $350
- Team Shuffle (Un 1/54): $350
- 10th Frame Double Score Shuffle (CC 1/54): $350
- Triple Score Shuffle (CC 6/53): $350
STARTS A REAL BOOM IN COLLECTIONS

Maybe it's the smart styling that sparks its splendid earning power! Maybe it's the 104 selections! No question but that it's fabulous high fidelity sound system and that eye-arresting Carousel Record Changer contribute their part. The point is—wherever a Wurlitzer 1700HF Phonograph goes in—collections go up.

We've got success stories galore to prove it. Why not prove it yourself on your own route. You'll be pleasantly and profitably rewarded.

SEE IT • HEAR IT • BUY IT • AT YOUR WURLITZER DISTRIBUTOR

THE FABULOUS, HIGH FIDELITY

Wurlitzer 1700HF

TAKES THE MASK OFF THE MUSIC

The Rudolph Wurlitzer Company, North Tonawanda, N.Y.

Established 1856

"It's What's in THE CASH BOX That Counts"
UNITED’S DeLuxe

JUNGLE GUN

FOR LONG RUN, LOW-COST, LONG PROFIT OPERATION

UNITED’S N

BANNER

and

SPEEDY

Shuffle-Alleys

offer the

FINEST

in

Coin-Operated

BOWLING

GAMES

ALSO

AVAILABLE

WITH

MATCH

SCORE

OMITTED

UNITED’S

NEVADA

Fast Action In-Line Game

With

NEW

SPELL-NAME

CARRY-OVER

Feature

www.americanradiohistory.com
NOW...ever popular BOWLING SKILL
AIM CONTROL
plus old favorite SKEE-BALL SKILL
SPEED CONTROL

Bally JET-BOWLER
WITH TRIPLE-MATCH FEATURE AND
SKILL-SHOT SPEED-O-METER

STRIKE and SPARE scores controlled by player’s SKILL

NOW...ever-popular BOWLING PLAY-APPEAL is combined with the old favorite
SKEE-BALL PLAY-APPEAL in the greatest shuffle money-maker ever built. Thanks to
new Skill-Shot Speed-O-Meter, Speed-Control. Skill of skee-ball is combined with
AIM-CONTROL Skill of bowling to produce a bowler that really keeps players coming
back day after day, month after month. Get in on the big new bowler boom
now...get JET-BOWLER and Rocket-Bowler!

MODEL JET-325: 10c A PLAY—3 PLAYS 25c
MODEL JET-110: 10c A PLAY

FAVORITE FEATURES
Light-up scores. Club-styled cabinet. Adjust-
able 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 play-
field, pin-hood and doors. Quiet operation.
Surely, trouble-free mechanism.

Bally MOON-RIDE
FASTEST MONEY-MAKER
EVER BUILT IN KIDDY-RIIDE CLASS

EARN MORE MONEY
WITH
Bally Hi-Fi

Famous IN-LINE SCORING Features
Plus Exciting BUMP-BUTTON

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 today!