About three months ago, not more than a couple of dozen people in the music business were aware of two youngsters, Bill Buchanan and Dick Goodman. Then, though barely out of their teens, the boys suddenly created the music story of the year by breaking out their controversial "Flying Saucer". Its release startled the trade, sold a raft of records, and started a rush of similar disks. Here are Bill and Dick gagging up their "Flying Saucer" by appearing in a composite shot showing them in prison apparel demonstrating their newest platter, "Buchanan And Goodman On Trial".
Your customers will hear these New Orthophonic High Fidelity Recordings best on an RCA Victor New Orthophonic High Fidelity "Victrola."

Tony Martin: "Moderation/Since You've Been Mine"
Hugo Winterhalter’s Orch. & Chorus
20/47-6682

Dinah Shore: "High Heels/The Whistling Tree"
Hugo Winterhalter’s Orch. & Chorus
20/47-6683

Mario Lanza: "Love in a Home/Do You Wonder"
(from the musical production "L'il Abner") Henri René’s Orch.
20/47-6664

America’s favorite speed... 45 RPM RCA Victor
There's Another Side To A Record!

One of the very real difficulties in our business is that if one side of a record takes off fast, the other side usually doesn't stand a chance. This happens not necessarily because the other side does not have hit potential or is not worthy of being a best seller, but mostly because it just doesn't get the exposure it needs when everyone starts concentrating on one side.

It seems to us that not only is this procedure a great waste, but it is obviously unfair to everyone whose talents went into making TWO sides of a record. The same artist made the other side; the same amount of effort and planning went into it; usually it was cut on the very same session.

Of course, everyone knows that it frequently happens that one side simply comes off better than the other or that one side has some special quality which gives it greater potential than the other. We are not questioning the fact that very often one side is the hit and the other side just doesn't mean anything. What we are complaining about is the potential two-sided hit on which one of the sides gets lost because no one bothers to pay any attention to it. This is the big loss to our industry. This is the waste of effort, time, talent and money.

The current Cash Box Top 50 list gives ample proof of our contention that if the other side of a record has what it takes and gets the proper exposure, it too can be a smash no matter how high the original hit side may have gone.

For instance in this week's list are "Don't Be Cruel" and "Hound Dog" by Elvis Presley; "Friendly Persuasion" and "Chains Of Love" by Pat Boone; "A House With Love In It" and "The Bus Stop Song" by the Four Lads; and "It Isn't Right" and "You'll Never, Never Know" by the Platters.

These records were fortunate enough to get the kind of exposure which insured that both sides could reach smash proportions. Had the avenues of exposure been closed to the second side after the first had begun to make noise, four hit disks would have been lost to the record industry. We don't think that's a wise method of operation.

We therefore urge everyone who has anything to do with the exposure of records to the buying public not to stop just because one side takes off first. Listen to the other side. Play it. If you get no reaction, then you've at least given it a try. If you get enough reaction to continue playing it, you may be instrumental in creating a two-sided hit where only one would have normally been heard.
The Cash Box, Music

October 6, 1956

THE NATION'S TOP TEN

I WANT YOU, I NEED YOU, I LOVE YOU

IV-20-6546 (47-6546)—Elvis Presley

THE NATION'S TOP TEN

JUKE BOX TUNES

(PLUS THE NEXT 25)

1. DON'T BE CRUEL
   ELVIS PRESLEY
   VI-20-6604 (47-6604)—Elvis Presley

2. MY PRAYER
   THE PLATTERS
   CD-4072 (4-4072)—Perry Hughes
   DE-23991 (9-23991)—Ink Spots
   ME-70893 (70893x43)—Platters

3. CANADIAN SUNSET
   HUGO WINTERHALTER ORCH.
   CD-1297 (45-1297)—Andy Williams
   VI-20-6537 (47-6537)—Hugo Winterhalter

4. HOUND DOG
   ELVIS PRESLEY
   VI-20-6604 (47-6604)—Elvis Presley

5. TONIGHT YOU BELONG TO ME
   PATIENCE & PRUDENCE
   CR-61701 (45-61701)—Lawrence Welk
   LI-5022 (55022)—Patience & Prudence
   DE-30040 (9-30040)—Karen Chandler
   & Jimmy Wakely

6. HONKY TONK
   BILL DOGGETT
   KJ-8580 (45-8580)—Bill Doggett

7. WHATEVER WILL BE, WILL BE
   DORIS DAY
   CO-40704 (4-40704)—Doris Day
   ME-70881 (70881 x 45)—Doris Day

8. THE FOOL
   SANFORD CLARK
   DO-15481 (45-15481)—Sanford Clark
   JU-5252 (45-5252)—The Galliards

9. ALLEGHENY MOON
   PATTI PAGE
   CR-51679 (45-51679)—Laverne Sisters
   DE-50022 (9-50022)—Grady Martin
   ME-70878 (70878x45)—Patti Page

10. I WANT YOU, I NEED YOU, I LOVE YOU
    ELVIS PRESLEY
    VI-20-6546 (47-6546)—Elvis Presley

11. SONG FOR A SUMMER NIGHT
    12. YOU DON'T KNOW ME
    13. SOFT SUMMER BREEZE
    14. I ALMOST LOST MY MIND
    15. JUST WALKING IN THE RAIN
    16. AFTER THE LIGHTS GO DOWN LOW
    17. WHEN THE WHITE LILACS BLOOM AGAIN
    18. FLYING SAUCER
    19. BE-BOP-A-LULA
    20. BUS STOP SONG (A PAPER OF PINS)
    21. KA-DING DONG
    22. THE WAYWARD WIND
    23. FRIENDLY PERSUASION
    24. MIDDLE OF THE HOUSE
    25. A HOUSE WITH LOVE IN IT
    26. THAT'S ALL THERE IS TO THAT
    27. THE GREEN DOOR
    28. WHEN MY DREAMBOAT COMES HOME
    29. TRUE LOVE
    30. HAPPINESS STREET
    31. MIRACLE OF LOVE
    32. LET THE GOOD TIMES ROLL
    33. IT ISN'T RIGHT
    34. EARTHBOUND

C O D E

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

www.americanradiohistory.com
His Greatest -

DICK JACOBS

HIS ORCHESTRA AND CHORUS

"PETTICOATS OF PORTUGAL"

CORAL-61724 (9-61724)

"SONG OF THE VAGABONDS"

&

"ONLY A ROSE"

(from the Paramount Picture

"The Vagabond King")

"It's What's in THE CASH BOX That Counts"
Breaking BIG on Bally!

"THE CITY OF ANGELS"

b/w

"LISTEN, MY LOVE"

The Highlights

Bally No. 1016 (7-1016)

"WHY DID YOU?"

b/w

"THIS HEART OF MINE"

The Turks

Bally 1017 (7-1017)

"PETTICOATS OF PORTUGAL"

b/w

"PRENEZ GARDE"

Caesar Giovannini

Bally 1018 (7-1018)

"I HAVE BUT ONE HEART"

b/w

"SENTIMENTAL JOURNEY"

Bob Anderson

Bally No. 1019 (7-1019)

Bally RECORDS

THE HOME OF LIVING PERFORMANCE

203 N. Wabash Avenue
Chicago 1, Ill.
Andover 3-4677

"It's What's in THE CASH BOX That Counts"
**TRUDY RICHARDS**  
(Capitol 3559; F-3559)  
**B+** "PARADISE" [Leo Feit ASCAP—Browne-Clifford] Trudy Richards is in grade "A" form as she revives a great old number with a refreshing rhythm reading. Side swings. Good joke number.  

**B+** "ONCE UPON A DREAM" [Leo Feit ASCAP—Jenkins] The versatile trumpets chase a glowing romance ballad on this one. Piano, love song delineated with meaning and understanding. Strong coupling for the less...
Decca's Great Arranger-Conductor
Jack Pleis
Comes through with 2 BIG Instrumentals—
I'll Always Be In Love With You
Waltz Of Tears
DECCA 30086
9-30086
A New World of Sound DECCA records

"It's What's in THE CASH BOX That Counts"
Babies Doll (2:06) (Remick ASCAP—Hopper)

"THE YAGABOND KING WALTZ" (5:10) (Famous ASCAP—Hooker, Friel)

PERCY FAITH ORCH.
(Golden 70764; 4-07674)

Percy Faith has in his latest effort for Columbia, one of the finest instrumental suites of the Fall season. It's a magnificent piece of work that will sell by the carload. The suite's the title theme from the next Elvis Katoz film "Baby Doll" being released by Warner Bros., a flick sure to be a top box office attraction. The melody is a beautiful one and Faith has set it to an absolutely fascinating arrangement. A driving, string-filled blues dramatically presented. A sure fire smash. Side builds to a thrilling climax. Jockey's will give it loads of play. Watch this one off. Bottom half is a lush waltz tagged "The Vagabond King Waltz" from the Paramount picture.

"LOST LOVE" (2:26) (Meridian BMI—Heywood)

"MOZAMBIQUE" (2:00) (Meridian BMI—Heywood)

EDDIE HEYWOOD
(RCA Victor 20-47-664)

The public takes its time in discovering talent. But we can all be thankful that so much talent, like in which John Q. recognized the skills of keyboard instrumentalist Eddie Heywood. He is currently riding high on the charts with "Soft Summer Breeze" and is responsible for the piano artistry displayed on the Hugo Winterhalter hit "Canadian Sunside." The coming weeks should find another Heywood song and recording on the hit parade as he is currently riding high on the charts with "Soft Summer Breeze." The song is a beautiful solid piece of material which the pianist excels. Side features the same easy-going atmosphere present in his current hits, plus a lovely melody. Number is destined to hit the big time. Flip "Mosambique" is an attractive Latin dance.

"LOVE IN A HOME" (2:32) (Commander ASCAP—DePaul, Thomas)

"KEEPER OF THE FLAME" (2:01) (Byron ASCAP—Frisch, Wayne CRÉWCUITS (Mercury 70977)

People who "say they don't write 'em like they used to" would change their minds if they were given an opportunity to listen to "Love In A Home," from the forthcoming B'way musical "Little Abner." It's certainly the most beautiful composition from the show to have been issued on wax, and two artists have made available superb interpretations. Lanza charms the listening lyrics in a stirring, sincere fashion and comes off with his best platter in quite some time. Great composition destined to wind up on the standard shelf. The C's\'s take a breather from the rock and roll beat to fashion a warm, intimate and commercial rendition of this solid piece of material. They blend voices wonderfully and end up with a convincing duet. Coupling is a smooth sailing shuffler titled "Keepers of the Flame." Lanza's backing is a slow waltzer dubbed "Do You Wonder?" Top sides are the big ones.

"THE MUSIC GOES ROUND AND ROUND" (Joy ASCAP—Riley, Farley)

"BE MY BABY" (Ari BMI—Gayton, PULL VICTORY (Arca 20-47-664)

A great old favorite topped the hit parade many years ago, is revived for the current market. And from the cue of the tune, it's headed for hitdom once again. Paul Gayton does a tremendous job and adds a new dimension to a tune to a swinging rock and roll beat. A potent platter that drives hard—and it's tailor-made for dance-crazy kids. On the ABC-Paramount label, Cab Calloway belts out a torrid rendition with a slightly faster beat. The tune fits Cab's voice perfectly. People who remember the oldie will enjoy these new deliveries. Teenagers, who never heard the oldie, may find it a refreshing novelty. Gayton's backing "Be My Baby" is another rhythmic piece of rock stuff. Cab's coupling "I'll Be Worthy Of You" is a touching romantic ballad.
The CREW CUTS

With A Great New Sound...

"LOVE IN A HOME"

and

"Keeper Of The Flame"

A Two Sided Smash!

MERCURY 70977

“It's What's in THE CASH BOX That Counts”

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Record Reviews

The Cash Box
Best Bets

**“MARY LOU”**
© 1956
Roberto Sherwood
Decca 30057; 9-30057

**“BABY DOLL”**
© 1956
Leroy Holmes
MGM 12352; K12352

**“LOVE LETTERS”**
© 1956
Joni James
MGM 12353; K12353

**“THE STAR YOU WISHED UPON LAST NIGHT”**
© 1956
Gisele MacKenzie
Vik X/4X-0233

**“THE SILENT TREATMENT”**
© 1956
Ella Fitzgerald
Verve 2021; 45-2021

**“I’LL ALWAYS BE IN LOVE WITH YOU”**
© 1956
Jack Pleis
Decca 30086; 9-30086

**“THE FANG”**
© 1956
Nervous Norris
Dot 15500; 45-15500

**“MY GUY”**
© 1956
Fran Warren
Unique 357; 45-357

DICK ROMAN
(ABC-Paramount 9748; 45-9748)

B **“NEVER LEAVE ME”** (2:22) [Leeds ASCAP—Jenkins] The versatile crooner changes the pace and belts out a dramatic ballad from George Jenkins’ “Manhattan Towers.” Good material well presented. Dick is around to stay.

LEE GOTCH SINGERS
[Farber 4016; 45-4016]

C+ **“YOU’LL ALWAYS BE MY LOVE”** (2:28) [Danielson BMI—Bell, Henslee] The group glides thru an inviting fish-beat ballad that should appeal to the teenagers.

CATERINA VALENTE & CHET BAKER
(Decca 30025; 9-30025)
B+ **“I’LL REMEMBER APRIL”** (2:50) [Leeds ASCAP—DePaul, Reys, Johnston] A cool Chet Baker trumpet accompaniment serves as the background for Caterina Valente’s exciting treatment of a great slide. Refreshing arrangement that jockeys will enjoy. Thrush comes over well when she sings in this jazz technique. Could catch on.

C+ **“EVERYTIME WE SAY GOOD-BYE”** (2:10) [Chappell ASCAP—Porter] Caterina and Chet blend beautifully on this end too as they present a moody, progressive arrangement of a Porter favorite. Good teaming of instrumentalist and vocalist.

DENISE LOHR
(Liberty 55026; F55026)
B **“CLAIM TO FAME”** (1:52) [George Paxton ASCAP—Dee, Lippman] Denise Lohr makes her bow on the Liberty label with a dramatic rock and roll ballad that could catch on. Strong delivery of a commercial item.

C+ **“WITH EVERY BREATH I TAKE”** (2:12) [Famous ASCAP—Robin, Raiter] A big string backdrop assists the lark on this touching love song tenderly treated by the talented thrush.

CAROLE BENNETT

I WALK THE LINE

IN SOMEONE ELSE’S ARMS

Record No. 3564

**“THE LAST WAGON”** (2:29) [Weiss & Barry BMI—Newman, Coates] A stirring, moody cowboy type ballad—the title tune from the 20th Century Fox flicker “The Last Wagon”—is treated to a lovely interpretation by the Hi-P’s. Smooth tune that should create interest when the pic hits the local theatres.

B **“DODIE”** (1:47) [Miller ASCAP—Goulding, Freed] This sprightly boner from Flamebank comes from 20th’s “Teenage Rebel.” Pretty romancer with a lift.

LEW CONETTA
(King 4972; 45-4972)
C+ **“DON’T GET ME WRONG”** (1:55) [Jamsip BMI—Cleveland] Lew Conetta gives his all for this cute rhythm novelty. A sprightly boner with a chorus assisting.

C+ **“JUST OUT FOR KICKS”** (2:53) [Thara BMI—McKenna, Atwood] This half displays the crooner on an inviting fish-beat rock and roller.

“Only those records best suited for commercial use are reviewed by THE CASH BOX!”
THE EXCITING NEW HITS ARE ON
COLUMBIA!

A Smash Hit

Johnnie Ray

Columbia's New Singing Star

Eileen Rodgers

In Top Ten Best Sellers

Mitch Miller

Bigger Than Ever

Jerry Vale

2 Sided Smash

The Four Lads

Her New Hit

Doris Day

JUST WALKING IN THE RAIN
b/w
IN THE CANDLELIGHT
40729 • 4-40729

MIRACLE OF LOVE
b/w
UNWANTED HEART
40708 • 4-40708

Original Theme as Introduced on Westinghouse "Studio One" Summer Theatre

SONG FOR A SUMMER NIGHT
40730 • 4-40730

YOU DON'T KNOW ME
b/w
ENCHANTED
40710 • 4-40710

from the 20th Century-Fox Film "Bus Stop"

THE BUS STOP SONG
(A Paper Of Pins)

b/w

A HOUSE WITH LOVE IN IT

40736 • 4-40736

From The Sound Track of The Arwin Productions Picture "Julie", released by MGM.

COLUMBIA RECORDS

"It's What's in THE CASH BOX That Counts"
October Album Releases

ABC-PARAMOUNT

JAZZ:
"The Fourmost Guitars"—ARC-109
"Wailing"—Bucky Arnold—ARC-114
"Know Your Jazz"—Various Artists—ARC-126
"Candida"—ARC-125
"Jimmy Raney"—Bob Brookmeyer—ARC-129

POPULAR:
"Sailor Serenade"—Ray Smiley—ARC-119
"Folks Melody Time"—ARC-127
"On Broadway, World Side"—Johnny Jerome—ARC-132
"First Time"—Johnny Merz—ARC-140

Favourite American Dance Music—John Keating—ABC-144

"Christmas In Hi-Fi"—ARC-146

ALADDIN

POPULAR:
"Lastie Young Series, Part I"—LP 801
"Lastie Young Series, Part II"—LP 802

BALLY

"Swing Me High"—Ray Owen & His Orchestra—BAL-12007
"The Man From The South"—Ted Weems & His Orchestra—BAL-12008
"For Sweethearts Only"—Dorion Dor & His Orchestra—BAL-12009
"Prana Portraits"—Giovanni—BAL-12010

BLUE NOTE

JAZZ:
"Gil Melle, Patters In Jazz"—Eddie Bert, Jack Petrillo, Oscar Pettiford, Ed Thigpen—LP 1537
"The Incredible Jimmy Smith At The Organ"—Thelonious Schwartz, Donald Bailey—LP 1525

CAMDEN

POPULAR:
"12 Hits From 'The Most Happy Fella', 'My Fair Lady', 'Pipe Dream'—Jack Smith, Dominic Savino, Guy Lafer and Orchestra—CAL-219
"The Art Of Giuseppe Di Luce"—CAL-320
"NBC's Chamber Music Society Of Lower Basin Street"—CAL-321
"Dancing Down Broadway"—Ralph Flanagan and His Orchestra—CAL-322
"That Latin Beat"—Xanier Cugat and His Orchestra—CAL-334-335-336
"Manhattan Serenade"—David Whitfield and his Orchestra—CAL-324
"Smltin' Through"—Jeanette MacDonald—CAL-325

CARAVAN

POPULAR:
"Echoes Of Jazz"—Kest Hazian and his Orchestra—15611

CLEF

JAZZ:
"Sailin'"—Sung By Billy Holiday—MC C-690
"Memories Of Oscar Peterson"—MG C-695
"Jazz Moods"—Illinois Jacquet And His Orchestra—MG C-709
"Drum-Boogie"—The Gene Krupa Trio And Sextet—MC C-703
"Jazz Recital—The Songs Of Billie Holiday—MG C-718
"Reddy Chair—Ray Elridge And His Orchestra—MG C-704
"Perk Of Jazz—Illinois Jacquet And His Orchestra—Miscellaneous—MG C-701
"Meet North Of The Border And South Of The Border"—Chico O'Farrill And his Orchestra—MG C-699

CNN

"Keyboard"—Oscar Peterson—MG C-697
"Ginger"—Oscar Peterson—MG C-698
"Flip"—Flip Phillips And His Orchestra—MG C-693
"The Beat and The Brute"—Illinois Jacquet And Ben Webster—MG C-680
"The Flip Phillips-Buddy Rich Trio"—MG C-634

COLUMBIA

CLASSICAL:
"Versalius Di Philadelphia—The Philadelphia Orchestra—Eugene Ormandy, Conductor—ML-5129
"Sextet For Three Piano Sonatas (Nos. 30, 31, 32)—Glen Gould, ML-5130
"Brahms: Symphony No. 4 In E Minor, Op. 98—Kurt Masur, Principal Conductor, Rochester Symphony Orchestra Of N. Y.—ML-5127
"Brahms: Symphony No. 3 In F Major, Op. 90—Academic Festival Overture & Four Hungarian Dances—Brano Walker, Conductor, Phil. Symphony Orchestra Of N. Y.—ML-5126
"Brahms: Symphony No. 2 In D Major, Op. 73—including Waltz For Violin & Piano, Violin Sonata—Gena Wucks, Conductor, Columbia Symphony Orchestra—ML-5113
"Mozart: Symphony No. 41 In C Major (K. 551) ("Jupiter") Symphony No. 39 E Flat Major (K.543)—Benjamin Britten, Conductor, Philh. Symphony Orchestra Of N. Y., Sefried, Touriel, Simeone, Warburg, New Westminster Choir—ML-5912

SAMPLER:
"Brano Walker—WZ-1

POPULAR:
"Waiting For Goder"—Bert Lahr, E. G. Marshall, Kurt Kasznar—DOL-228
"The Electric Touch"—Les Elperg and his Orchestra—CL 875 (8971, 2, 3)
"Dance Hits From 'The Most Happy Fella'—Les Elperg—CL 894 (9001, 2, 3)
"Fernie Plays "The Most Happy Fella"—CL 905 (9001, 2, 3)
"You Can't Be True, Dec"—Kern Griffin—CL 901 (9001, 2, 3)
"Stepping In Society"—Eddie Davis and his Orchestra—CL 914 (9001, 2, 3)
"A Tribute To James Dean"—Ray Hein—CL 930
"The Warner Bros. Orchestra—CL 940
"Top 12—Davy Dic, Vic Damone, Percy Faith, Johnnie Ray, Rosemary Clooney, Waldo de Los Rios, Jerry Vale, Don Cherry—CL 937
"That Old Feeling"—Frank Sinatra—CL 902 (9001, 2, 3)

JAZZ:
"Eddie Costello's Treasury Of Jazz"—Ed Costello and His All-Stars—CL 891 (881, 2, 3)

CORAL

POPULAR:
"The James Dean Story"—Narrayed By Steve Allen and Bill Ronde—Featuring Dick Jacobs—Jimmy Wakely—George Campbell—Harry Perrow—CL 5092 (5092, 1093)
"Interview With And The Rock 'N Roll Trip"—Johnny, Darus and Paul—CL 57080
"The Duke Again"—Johnny Guarnieri—CL 57086
"Merry Christmas From Lawrence Welk And His Champagne Music"—CL 57091

FEEDER

POPULAR:
"Did Someone Say A Party?"—Artie Shaw and His Orchestra—DL 8309 (DL 8310, 1, 2)
"She's On Dreamy Mood"—Harry Humprey and his Orchestra—DL 8310 (DL 8323, 4, 5)
"She Adores The Latin Type"—Boo Vald—Boo Vald and his Orchestra—DL 8311 (8326, 7, 8)
"She Loves The Movies"—Alfred Newman and his Orchestra, Conducting The Hollywood Symphony Orchestra, Victor Yampolsky and his Orchestra—DL 8312 (8328, 9, 10)
"He Likes To Go Dancing"—Gordon Jenkins and his Orchestra, Conducting The Symphonics featuring Eddie Grady—Jerrold Berle and his Orchestra—DL 8313 (DL 8321, 3, 4)
"He Really Dies Jazz"—Tommy Dorsey's Clarkrobe Seven, Woody Herman, Woodchoppers—DL 8314 (ED 2395, 6, 7)
"He Digs Rock 'N Roll"—Bill Haley and his Comets—Gloria Mann—The Mellows—CL 5708 (5708, 2, 3)
"He Digs Rock 'N Roll"—Bill Haley and his Comets—Gloria Mann—The Mellows—CL 5708 (5708, 2, 3)
"He Digs Rock 'N Roll"—Bill Haley and his Comets—Gloria Mann—The Mellows—CL 5708 (5708, 2, 3)

DECCA

CLASSICAL:
"Mozart Symphony No. 40 In G Minor/ Symphony No. 41 In C Minor—CL 3287
"Dumoulin: Three Part In C Minor—CL 3289
"For. — Clark—CL 3289
"Amor—Dvorak—CL 3289
"Czech Suite—Bartok—CL 3290
"Lento—Shostakovich—CL 3290
"Symphony No. 2—Scriabin—CL 3291
"Symphony No. 23—Scriabin—CL 3292

GOOD TIME JAZZ

JAZZ:
"Bob Scobey's Frisco Band, Vol. 5: 'Scabby Clancy'—L-12009
"Firehouse Fire Story, Vol. 1—L-12101
"Firehouse Fire Story, Vol. 2—L-12101
"Firehouse Fire Story, Vol. 3—L-12101
"Sidney Bechet: King Of The Soprano Saxophone—L-12083
"Firehouse Fire Story, Vol. 2—' Plays For Lovers'—L-12104
"Kid Ory's Jazz Band, Vol. 5—The Legendary Kid"—L-12106

B涼 Jazz City Band In Jazz"—L-12107

GROOVE

JAZZ:
"Many Moods Of An"—Ann Gilbert—LG-1004
"Cooky Cooks"—Various Jazz Trumpet Artists—LG-1003
"Real George"—George Rhodes—LG-1005

HERALD

POPULAR:
"The Last Of The Mohicans"—Dana International—HL-0101
"Lovin' Every Night"—Lenny Carron at Organ Console—HL0102
"Fรหv"—Lenny Carron at Organ Console—HL0101
"Cochise"—Lenny Carron at Organ Console—HL0102
"Pride"—Lenny Carron at Organ Console—HL0102

"Westphal: Scherzo For Violin & Piano—Ascot Concerto No. 4 In D Major, K. 218 For Violin and Orchestra with the Berlin Philharmonic Orchestra, Hans Rosbaud, Conductor/Concerto No. 5 In A Major, K. 218 For Violin and Orchestra (Turkish style) with the Vienna Symphony Orchestra, Ferdinand Leitner, Conductor—DL 9852

MERRY POPILANSKIS, "A Scrapbook of British Jazz"—LL-1444

**MERRY POPILANSKIS, "A Scrapbook of British Jazz"—LL-1444**

**POPULAR:**

- "MAG! Of Braes"—Massed Brass Bands Of Fodin's, Faeyre's and Merris Motor's, conducted by Harry Martiner O.B.E.—LL-1456
- "Spike Hughes And His All American Orchestra—Featuring Contemporary Howling Benny Carter; Dicky Whal and Henry Red"—Allen—LL-1387
- "Sax Design For Dance"—Harold Smart And His Orchestra, conducted by Roland Shaw—LL-1396
- "Thine Voice"—LL-1450
- "Dickie Valentine"—LL-1451

**MERRY:**

- "Secret Hearts"—Charles R. Cranno—MG-2004
- "Christmas Carols"—Charles R. Cranno—MG-20041
- "Christmas Carols"—Charles R. Cranno—MG-20046
- "Music For A First Love"—Dinah Washington—MG-2019
- "Banjo On My Knee"—John Calli—MG-2012
- "Christmas Favorites"—Jon August—MG-2025
- "First On Wax"—Jonny Palmer—MG-20192
- "My Fair Lady"—Richard Hayman—MG-20119
- "Pianiste In The Land Of Hi-Fi"—MG-36074

**JAZZ:**

- "Julian Cannonball" Adderley In The Land Of Hi-Fi—MG-36077

**CLASSICAL:**

- "Session: The Black Maskers/Heraphossa Records and Quadruple Faces: La Prasi The Masks—Eastman—Rochester Orchestra—Howard Hanson Conducting MG-5016
- Marches For Twirling—Eastman Wind Ensemble—Frederick Fennell Conducting MG-50113

**MG:**

- "Buddy De Franco"—MG E3296
- "The Duke And I"—Cass Harrison Trio—MG E3298
- "Whirling Clouds versus East Coast"—Leonard Feather's East Coast Stars and West Coast Stars—MG E3390
- "A New American Style"—Phil Hat Phillips Sextet—MG E3391
- "Swann On The River Jazz"—Preacher Rollo The Saints—MG E3403

**PRESTIGE:**

- "Deep In A Dream"—Julia and His Orchestra—EP-3017 (X 1308, 9, 10)
- "Ain't We Blue"—Betty Maddigan —EP-3449 (X 1336, 7, 8)
- "Harold Walters Conducts His Concert Band In A Pop Festival"—EP-3458

**CLASSICAL:**

- "Goorin' High"—with Stan Getz—LMP-1201
- "Way Out Warded" with Wardell Gray—LMP-1204
- "Sing It With" with Vida Masso—LMP-1221

**NORRAGAN:**

- "Dizzy Gillespie Jazz Recital"—MG N-1083
- "Press And Sweet's"—MG N-1041
- "The Blue Note"—Kansas City's Own Orchestra—MG N-10415
- "Cosmopolitan"—Johnny Carter And His Orchestra—MG N-1070
- "Lester's Here"—Lester Young And His Orchestra—MG N-1071
- "In A Jazz Mood"—Charlie Ventura And His Orchestra—MG N-1073

**PACIFIC JAZZ:**

- "Grand Encounters"—Bill Perkins And John Lue—PI-1217
- "The Chet Baker Quartet In Europe in the East"—PI-1218
- "The Chico Hamilton Trios"—PI-1220
- "The Butch Shank Quartet At Cal-Tech"—PI-1221
- "The Bill Perkins Orchestra"—PI-1221
- "Chet Baker Sings"—PI-1222
- "West Coast Vol. 1"—PI-1224
- "Jazz West Coast"—Volume Two—JWC-501

**CRYPTO:**

- "The Blues Of"—PI-1226
- "The Blues Of"—PI-1227
- "Rodgers And Hart Grounds"—JWC-501

**GREAT RECORDS:**

- "The Assorted Flavors of Pacific Jazz"—HFS-1

**JAZZ:**

- "Latin RHUMATIS SING CHIC"—MG-3296
- "Chico Che, Che For Moderns"—Julio Gutierrez And His National Television Orchestra—FL-3012
- "Chico's Che Che"—Chico O'Farrill and His Cuban Orchestra—FL-3013

**RCA VICTOR:**

- "1001 Nighters"—Ralph Flanagan and His Orchestra—MG-1274 (EPA-775)
- "Four Beautiful Girls"—The Amas Bros.—LMP-1315 (EPA-1157, EPA-840, 821)
- "We Just Can't Say Goodbye"—Bar-

**REGENT:**

- "Let's Do It"—Red Eady—LL-1069
- "Singer On Swingin'"—Annie Ross, Shirley Davis, Dorothy Dunn, Milt Jackson, Percy Heath, Shorty Rogers, Bill Russo, Conny Connelly, Rob Cooper, Shelly Manne—LL-6031

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

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**CLASSICAL:**

- "Johann Sebastian Bach's Mass In B Minor—LMP-6000—(2-121)
- "Play Glyndwr: Dance Gypsy—The Gaboratrack Family—LPM-6006
- "Tchaikovsky: The Nutcracker Suite—Re-

**POPULAR:**

- "Let's Old Sweet Song"—Frank Connors and Fred Meadows—LPM-6018
- "Mozart"—LPM-6019
- "Paganini: The Polka Princess—LPM-6020
- "Cowboys And Westerns"—Bennie Preston, Frank Paul, Victoria de las Angeles, George Cehowsky, Richard Wright, The Columbus Baymen, Henry面向, The Robert Shaver Orchestra, Robert Shaw, Conductors, RCA Victor, NBC, Radio Reso-

**JAZZ:**

- "Little Joe"—LL-1069
- "Jazz In Four Colors"—LL-1319
- "Bouquet Of Blues"—Dinah Shore—SLP-14 (SEP-14)
- "Save on Record of the Month.

**CLASSICAL:**

- "The Vagabond King-Great, Jean Pons, Henri Rene and His Orchestra and Chorus—LM-2004 (EB-2004)
- "Show Boat—Robert Merrill, Patrice Mun-}

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**KAPP:**

- "Music Of My Heart"—Arnold "The Canning" Adderley In The Land Of Hi-Fi—MG-36077

**KAPP:**

- "Music Of My Heart"—Arnold "The Canning" Adderley In The Land Of Hi-Fi—MG-36077

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NEW YORK:

Elvis Presley has achieved the sensational accomplishment of garnering a million advance sales on his next record "Love Me Tender" on his new label, RCA Victor, even before it is released. Guess RCA Victor will have to press the gold record first and then the regular ones. . . .

Rudy Robbins became the father of twins this week, a boy and a girl. Rudy is president and manager of Stratford Music which is handling the score of the new Judy Holiday show "The Bell Are Ringing." . . . Jack Petrillo, manager of Lillian Brooks and owner of the Arcadia Ballroom in New York, is now managing Jeanette La Bianca, 22-year-old operatic singer. . . .

Mack Martin, who has been professional manager at Phil Kahl and Planetary Music, has resigned his position and will announce his forthcoming plans shortly. . . . Bill Haley's records currently occupy 8 of the top ten spots in Germany. . . .

CHICAGO:

It seems that Chicago-born Bud Chase, doing such a great job in Cincinnati, is now receiving offers to return to his home town. . . . Many of the town's debut, visitors and tourists are hoping that this long absence is over and that the music hour returns to Marty Faye's show at the Black Orchid, The food's chuckwagon style, and good. . . .

The Milwaukee Sentinel's youth rally report has brought a total of 10,000 kids. Show, sponsored by Jack Carson, featured Jersey Joe Walcott, Busch, Sunny Gale, Eddie Blue and the Million Twins, Sunny Gale came to the after the rally for a few days of visiting, his new first and first west for Decca. . . .

Tony Martin, back from London after three months of statewide for Allied Artists called "Hold On To Love," vacations in Los Angeles for two weeks, and then resumes with a cross country concert tour starting October 16. . . . Gay Mitchell set for a two week stint on "NBC Big Bands" beginning October S. . . .

ROSS GARBER has joined Big 3 Music Corporation as assistant to Norman Toley, General Manager of the Leo Feist Professional Manager of the Leo Feist Corporation. . . .

SUNNY GALE

ANN ARAZON announced the signing of the Four Nuggets to an exclusive songwriting contract. . . . Geordie Hormel and Rosalie cut a duet version of "Namely You" for the Zephyr label, last week. The side was rushed to local jockeys and received a great reception. . . .

Bobbi Dieterle of Cadence Records in town going over Cadence's fall plans with Bob Stern. Bobbi makes a one week trip of the Coast and return to Chicago to celebrate his birthday with a cocktail party for local jockeys. . . .

BILLY REAGLES makes his West Coast debut with his own band at the Hollywood Palladium this week. . . . New vocalist Ann Gilbert making the rounds with her first LP on the Blue label in which she is featured with the Eliot Lawrence orchestra. . . .

PHIL KAHN in town will make a coast tour with Julie Lassoe, West Coast representative for his publishing firm, Andre Brunner. Kahn's publishing firm, Aladdin Records has just released the new Motown label, signed a new singer, the Crescendos, an exclusive pact. . . .

BILL HALEY
The Cash Box
Disk of the Week

"...Absolutely thrilling...
Will skyrocket on to the
charts in short order"...

PATTI PAGE

"EVERY TIME"
(I Feel His Spirit)

Published by MONUMENT MUSIC, INC. (Larry Uttal), 1650 Broadway, New York 16, N. Y.

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

www.americanradiohistory.com
an eyeful... an earful... A Hit!

THE DE CASTRO SISTERS

“IT’S YOURS”

published by SOUTHERN MUSIC PUB. CO. Gen. Prof. Mgr.: MURRAY DEUTCH • Prof. Mgr.: IRVING DEUTCH

b/w

“DON’T CALL ME SWEETHEART”

America’s favorite speed... 45 RPM RCA VICTOR

“It’s What’s in THE CASH BOX That Counts”
"JUST WALKING IN THE RAIN"

Johnnie Ray
Columbia 40729

Golden West Melodies, Inc.
6920 Sunset Blvd.
Hollywood 28, Calif.

IMPORTANT NOTICE
To ADVERTISERS
and ADVERTISING AGENCIES

OCT. 12 (Friday) IS A PRINTERS’ HOLIDAY
Therefore—
ALL ADS FOR THE OCT. 20
Issue of THE CASH BOX
MUST BE IN THE NEW YORK OFFICE
NO LATER THAN

THUR., OCT. 11 at 12 Noon

All Color Ads and Ads requiring Special Position MUST BE in the NEW YORK Office—NO LATER THAN

WED., OCT. 10 at 5 P. M.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
### Mantovani's Concert Itinerary

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NEW YORK—In the interests of presenting both sides of the controversy, The Cash Box herewith presents several of the statements which have been submitted by the participants in the hearings before the House Antitrust subcommittee headed by Representative Celler:

The Songwriter’s Statement

An active and powerful combination of interests in the broadcasting industry has interfered with the free development and expression of American music. The national networks, CBS, NBC, ABC and Mutual, together with other broadcasters, jointly own and control Broadcast Music, Inc., known as BMI, a music pool operated by the broadcasters in their own interest to license public performance rights in music to themselves and others at fees which they themselves fix.

BMI was created as a fighting ship to depress the price of music for broadcasting, it was founded on the sinister premises expressed by BMI itself as follows: "... the public selects its favorite music from which it hears and does not notice what it does not hear."

The financing for BMI was provided by the broadcasters in 1939. CBS and NBC occupied a major role in this financing.

BMI has been supported by the license fees paid by the broadcasters and others at rates set by the broadcasters. But it collects from the broadcasters only a small portion of its operating expenses, and any amount payable by broadcasters under the licenses in excess of operating expenses is returned, remitted, or waived. In that way it makes little or no direct profits. BMI does not allow any similar reductions to non-broadcasting owners.

The broadcasters through BMI make agreements with publishers substituting them to obtain and exploit music rights for their music pool and to refrain from other publication and exploitation. In many instances the so-called publishing activity is merely a device to subsidize performance and other having such contacts to obtain preferences for BMI music. The entire pattern of dealing with so-called publishers is designed to obtain preferences for BMI music and of suppressing the exploitation of non-BMI music.

BMI’s extensive propaganda and exploitation of its own music pool in the interest of the broadcasters, is the basis of its claim that BMI is owned by the broadcasters, is operating in their interest. It harps upon the interest of the broadcasters in using BMI music and to fulfill quotas.

The broadcasters’ operation of BMI has been successful. In full page ads in trade papers, they boast about the hits which have been created and the predominance of BMI songs on The Hit Parade. BMI “saved” the broadcasting industry huge sums of money, of which at least $75,000,000 has come out of the pockets of the writers and composers of non-BMI music.

There have been many efforts, some subtle and some blatant, to advance this conspiracy. An example of one of these efforts is an article which appeared in the Nov. 28, 1948 issue of Broadcasting-Television Magazine (P. 29) written by Murray Arnold, program director of Station WIP, Philadelphia. In that article the following paragraph appeared:

“For the next three months, let each station start programming 70% ASCAP and 30% BMI. For the following six months, change the percentage to 50% ASCAP and 40% BMI. After that, 50% ASCAP and 50% BMI. By this means, the acceptance of the song hits America sings will come from ASCAP to BMI more equitably.

Don’t forget one important angle. Possession isn’t a fair game and neither are they. Don’t bear it. They won’t be able to know all ASCAP songs, because we won’t be playing them.”

There is no doubt that the broadcasters decide what music the public will hear. But NBC and CBS have an even greater power than broadcasting alone. They dominate, the recording field as well. CBS through Columbia Records and NBC through RCA Victor decide what songs will be recorded on phonograph records. They are individually the largest recording companies and together represent an enormous portion of the recording business.

Since broadcasting and recording are both therefore in the business of introduction and exploitation, the broadcasters, by their ownership and operation of BMI have closed the doors to a free and open market for songs.

Statement by Billy Rose

On page 15 of a publication called "The ABC of BMI," you will find the following statement: "The public selects its favorite songs from the music which it hears, and does not notice what it does not hear."

I think this is a cynical and ill-advised statement. It is like saying that the public will forget about butter if you don’t give it any.

Furthermore, I think the radio and TV networks and the independently-owned stations, through their joint operation with BMI, in their attempt to suppress the publishing firms and two of the top record companies, are largely responsible for the low level of our popular music. With BMI controlling 74% of the top songs on the Hit Parade—the figures come from a BMI ad in Variety a couple of years ago—I don’t see how it can escape the charge of being between the rock and roll and the other musical monstrosities which are muddying up the airwaves.

Another Stephen Foster were to show up on Tin Pan Alley, the chances are that unless he published with a BMI firm, he might never get a hearing. The men who pick the records for the network-controlled phonograph companies might not like "Swanne River" or "Old Black Joe," and in today’s music business, that would be that.

Not only are most of the BMI songs junk, but in many cases they are obscene junk, pretty much on a level with dirty magazines. An ASCAP standard like Love Me And The World Is Mine has been replaced by "I Kept Deep When I Should Have Kept Afloat." A lovely song like Irving Berlin’s "Always" has been shunted aside for "Beepopulapula, I Love You." It’s the current climate on radio and TV which makes Elvis Presley and his animal posturings possible. When ASCAP songwriters were permitted to be heard, Al Jolson, Nora Bayes and Eddie Cantor were our big salesmen. Today, it’s a set of un-talented twisters and twisters whose appeal is largely to the zoot suiters and the juvenile delinquents.

BMI is a summer refuge of the communist countries, and almost everywhere I went I heard American music. At the Prague Restaurant in Moscow, one evening, I listened to a band play our native songs for several hours. Were they playing beebop and rock-and-roll? They were not. The Soviet orchestra played the memorable melodies of Gershwin, Berlin, Rodgers, Kern and Cole Porter. I heard songs I hadn’t heard on the air in a long time. In other words, our best musical talents seem to be having an easier time breaking through the Iron Curtain than through the Electronic Curtain which the BMI is helping to establish. I consider the fighting that the airwaves, the outfits which publish, and the companies which make phony songs, is as much of a crime as the other.

It’s my belief that that much power in one set of hands isn’t a good thing for American music. I’m glad that Congress is looking into this. I hope the committee are trying to do something about it, and I wish them luck.

Frank Sinatra Telegram

Dear Sir:

May I commend you and your committee for bringing to light matters that have too long gone unnoticed. I would like to submit the following information concerning the personal experience involving the question of restraint in the record business. Some years ago, I was under contract to Columbia Records, a subsidiary of The Columbia Broadcasting System. The covering position termed in the record agreement was that of a "Rolling Stone" to those with talent. Mr. Miller, my basic task was and is to designate certain songs to be used. Before Mr. Miller’s arrival at Columbia Records, I was enjoying a free and open choice of material. A freedom which I may modestly say resulted in a medium of success for me. Suddenly Mr. Miller, by design or coincidence, began to present many, many, inferior songs all curiously bearing the BMI label. I, on my own behalf, to protect my career, then and for the future, engaged Mr. Miller in a series of discussions concerning the merits of said material against my wish, which by coincidence, in each case, was from the catalog of ASCAP. If you will pardon the expression, Mr. Congressman, I refused to bow my creative head. The point is, before Mr. Miller’s advent on the scene, I had a successful recording career which quickly went into a decline. Rather than continue a frustrating battle, I chose to take my talent elsewhere. It is now a matter of record that since I have associated myself with Capitol Records, I have been free of broadcasting affiliation, my career is now financially, creatively, and artistically healthy. It is demonstrated that the protests that their investigations will result in the curbing of practices which create restraint and take from the artist those creative freedoms which are so necessary to his talent. I feel that having come from a suppression, my summation is simply this: My career as a successful recording artist was based on material from the catalog of ASCAP, and is based on the catalog of ASCAP, and will always be based on the catalog of ASCAP.

I am very respectfully yours,

Frank Sinatra
"MAMA FROM THE TRAIN"

(A KISS, A KISS)

recorded by

Patti Page

MERCURY #70971

REMICK MUSIC CORP. 488 Madison Ave., New York 22, N. Y.

"It's What's in THE CASH BOX That Counts"
Statements Before Celler Committee

Affidavit of Mitchell W. Miller
STATE OF NEW YORK, ss.
COUNTY OF NEW YORK.

MITCHELL W. MILLER, being duly sworn, deposes and says:

I reside at Stony Point, New York. I am director, artist and repertoire for popular single records at Columbia Records and I have been in that position since February 1950.

I am familiar with the charges against me made by Frank Sinatra in his telegram to the Antitrust Sub-committee read into the proceedings of that Committee on September 20, 1956. These charges are against me as false.

In my duties of selecting and producing popular songs for Columbia Records my sole objective is and has been: from the beginning of my employment there, the finding and developing of talent and hit songs. The results of my career at Columbia Records show that I have been successful in that task. The source of music, whether it be ASCAP, BMI or another, is immaterial to my choices of songs.

I have caused a search to be made of the files of Columbia Records with respect to the history of Frank Sinatra's activities at Columbia Records from the time he was with Columbia Records in February 1950 until Sinatra left Columbia Records after his last recording there in September 1952. The results of that search are summarized as follows: The first twelve songs which Sinatra recorded with me at Columbia were ASCAP songs. His first BMI song of my tenure was not recorded until June 26, 1950. It was, "Good Night Irene," and was a hit. In the next thirteen months Sinatra recorded twenty-eight more ASCAP songs and one BMI song.

Not until July 19, 1951, did he record another BMI song, "O Superman," also a hit song. Sinatra's total recordings during the thirty months we worked together at Columbia Records were fifty-seven songs for single records, of which thirty-four were ASCAP, five were BMI and one was in the public domain. Of the fifty-one ASCAP songs which he recorded during that period, he sang; of those sung by him, BMI, it is true, published many songs as BMI publishing firms in which Sinatra had substantial interest.

I have caused a check to be made of the public information about the BMI song "O Superman," that he recorded about ten years earlier on a Capitol record. The BMI song, (c) BMI 3-4181, it is true, also has existed as BMI, BMI songs. Twenty of his Capitol sides are listed as music publishing firms in which Sinatra has substantial interest.

(Signed) Mitchell W. Miller

Statement by Carl Haverlin

Mr. Chairman:

I am advised that on September 20 this committee received a telegram from Mr. Frank Sinatra. I have read that telegram in full, and I am still of the opinion that the telegram which I have read is a misrepresentation of the facts. Mr. Sinatra had the facts about the performance rights in the music they were discussing. I do not believe that Mr. Sinatra knew the facts about the performance rights in the music he has more recently released. I do not believe that Mr. Sinatra would have made the statement to you if he had known the facts about the performance rights in the music he has more recently released.

I have had an analysis made of the songs that were performed and recorded which were released by Columbia Records from the date on which Mitchell W. Miller engaged with the company. I have chosen those songs which were released after Mr. Miller was at Columbia Records. Only 6 of those songs were exclusively licensed BMI songs. "I've Got a Feeling," "My Girl," and "Shine." Two songs were non-exclusive BMI songs, and the other 28 songs were released by ASCAP, "Pointdexter," and "Castle Rock." The remaining 28 songs were licensed exclusively against BMI.

Mr. Sinatra indicated that since he has been at Capitol Records, his records have all been ASCAP songs. Because he has been able to perform only songs licensed ASCAP, "I've Got a Feeling," "My Girl," and "Shine." Two songs were non-exclusive BMI songs, and the other 28 songs were released by ASCAP, "Pointdexter," and "Castle Rock." The remaining 28 songs were licensed exclusively against BMI.

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The accusations which have been made have been made here have been made by public agencies far more carefully than is possible for this committee. They have not taken the limited amount of time available to ASCAP, BMI, and the Department of Justice, to investigate charges made by ASCAP, that a monopolistic action by ASCAP, that if non-exclusive licenses are monopoly operating in violation of the antitrust laws. In 1956, ASCAP signed an agreement with BMI, which apparently permitted BMI to continue its cartel practices.

There has been no examination of consideration of the questions put before you either by the Department of Justice or the Federal Communications Commission.

What is more, there is now pending in this very Federal Court a private action which seeks divestiture and 150 million dollars damages. This action is not suffering for lack of support. The trade papers have repeatedly stated that approximately $300,000,000 a year is being contributed to the suits of the behalf of the plaintiffs.

Two basic questions have been before the Department of Justice for 13 years, and the Federal Communications Commis- 
sion by broadcasters of BMI stock is concerning and in the public interest. Whether whether, because of that ownership, broadcasters have discriminated against BMI is an open question. The Department of Justice has taken no action because the questions are before the Federal Court in the pending lawsuits.

The song writers who have been found guilty of charges of million dollars in settlement, the suits that have made here are contained in their complaint. What those persons have done, however, is to utter before you baseless and defamatory statements which cannot be supported by evidence because they are not true. On the basis of those statements, I may very well stop any suit on the basis of my fiduciary duties to SEC.

What you have before you, therefore, is an attack on the integrity of the American Federation of Musicians and the hundreds of thousands of employees. These people are leading citizens of the country and are not the ones who are being accused of a giant conspiracy. There is no comparison in the number of employees affiliated with BMI and the hundreds of thousands of employees. These people are leading citizens of the country and are not the ones who are being accused of a giant conspiracy. There is no comparison in the number of employees affiliated with BMI and the hundreds of thousands of employees.

The complaints before you have charged that BMI is monopolistic and the Federal Court—for the relief of their concerns—are left to the forum that they have chosen.

Ash Committee early in this proceeding stated (pp 890-895, 892-3, 1947 of the Record) that it does not have any evidence of the charges made by BMI parties to that suit and that it recognizes that it cannot fulfill its obligations to the American Federation of Musicians, Mr. Schwartz, as a principal defendant, told the press in this very building that this investigation should be of great assistance to those who are engaged in the lawsuits against BMI.

I submit that it is impossible, as this committee knows better than I, to prove this case on the basis of the unsupported charges— BMI, who have been made out of which has been presented to it.

This is not meant to derogate from the ability of the Committee, for the reasons stated in this memorandum, this committee—have rules of evidence which protect parties against unfounded. Charges are subject to searching cross-examination. No such important issues of law could be had in the short time allotted to the Committee.

I submit that the Committee should advise the President that it should not take any action which would prejudice the rights of the parties in the Court. This is a much better course of action and is required to determine the merits of the charges made by ASCAP's members.
IT'S DELIGHTFUL TO BE MARRIED

E. B. Marks Music Corporation
Radio City, N. Y.
X/4X-0233

THE STAR YOU WISHED UPON LAST NIGHT

NOW AVAILABLE AT YOUR VIK DISTRIBUTOR

"It's What's in THE CASH BOX That Counts"
Cash Box Influence World Wide

NEW YORK—The Cash Box' coverage and importance in the far flung corners of the world was once again evidenced this week in letters from two distant cities, Stockholm and Singapore.

In the note from Singapore, the editor of the Malay Pen Pal, a monthly dealing with the entertainment field, had the following to say:

"On behalf of the above-named publication, I am taking this opportunity of applying for your kind authority in permitting me to publish extracts on musical information, top hits and items on world-famous celebrities that are found in your esteemed magazine."

The Malay Pen Pal Magazine, which is a monthly issue, contains such items as dancing, forthcoming film attractions, philately and photography to mention only a few, and it is hoped to include music. As 90% of our subscribers, mainly of the teenage group, are exceptionally keen music-enthusiasts, we feel it would be of great help if we could provide them with first-hand musical knowledge, the likes of which can only be found in detail in The Cash Box".

From Stefan G. Winquist, editor of Ians Musikrapport, Sweden's only music trade weekly, came the following letter addressed to Cadence Records and forwarded to The Cash Box:

"As publisher of Ians Musikrapport, Sweden's only weekly trade paper, I am very glad to have learned that a tune of Swedish origin seems to be a possible hit on the American hit parade. It is the march song "Ann-Caroline" composed by Leon Landgren with Swedish lyrics by Ake Gerhardi. Via England, this tune now seems to have reached the United States under the title "Lay Down Your Arms"—and this is something that is very well worth headlines in the papers here. I have been reading the enthusiastic reviews in The Cash Box, and to judge from that paper, the tune might soon appear on the American Hit Parade. [Ed. Note: In this week's issue of The Cash Box, the best seller list showed the disk to be in the #3 spot.] This hasn't happened with a Swedish tune since Felix Stahl's "Many Times", became popular some years ago. If it interests you for your propaganda in the U.S., I can look for you such a record was originally recorded by Phillips here in Sweden in February 1955, appeared as #4 on the Swedish Hit Parade in March 1955 and was #4 in April 1955 . . . ."

Mantovani Arrives In U. S. For Concert Tour

Mantovani, the internationally famed violinist-conductor-composer-aranger, was scheduled to arrive in New York on Saturday, September 28th on the BOAC Monarch. On October 1st, in Worcester, Mass., Mantovani launches a 70 day coast-to-coast "command performances" concert tour of the USA and Canada. Mantovani is flying here directly from Johannesburg, South Africa, where he gave a series of concerts at the Johannesburg Festival. He will wind up his concert tour at Carnegie Hall in New York on December 9th.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
Decca Promotes New “Esquire Series”

NEW YORK—Decca Records has announced the release of a brand new series of albums inspired by Esquire Magazine.

The Esquire Series consists of eight 12-inch LP's. Four of these are devoted to "Music For The Girl Friend," and include albums titled "Did Someone Say A Party?", "She Dotes On Dreamy Music", "She Adores The Latin Type", and "She Loves The Movies". The remaining four LP's, which are devoted to "Music For The Boy Friend," are titled "He Likes To Go Dancing", "He Really Digs Jazz", "He Digs Rock 'N' Roll" and "The Feminine Touch".

In addition to presenting the eight recordings in varied moods and styles, Decca believes that this series will also receive exciting reaction based on its visual appeal. Each album cover features an original drawing, appropriate to the theme of the contents of the set, of the world-famous Petty Girl, whose anatomical attributes have become recognizable through her appearances on the pages of Esquire.

As the label has successfully done with other major album projects in the past, Decca is embarking on an extensive promotion on the Esquire Series. Decca's salesmen are being provided with a special kit for this promotion, and the company is making available to dealers an extensive selection of display material. The dealers will be able to bring the series to the attention of the consumer via the display of mounted lithos, streamers, specially designed mounted die-cuts, etc. The series will be given added exposure on the consumer level via full page ads in the November and December issues of Esquire Magazine. Special displays are also being planned in leading Department Stores around the country.

Disc Jockeys will also play a major part in giving exposure to the Esquire Series. Decca has designed a deejay kit which contains a sampler including selections from each of the eight albums, suggested script material, and an advance copy of the November issue of Esquire. In view of the wide listening and visual appeal of the series, Decca is also including special mailings to more than 2000 national fraternities and sororities among their promotional activities.

Sammy Davis Jr. To Perform At Carnegie Hall All-Star Benefit In His Honor

NEW YORK—Sammy Davis, Jr. will be one of the entertainers at the all-star benefit show and jazz concert being staged in his honor at Carnegie Hall, Friday, October 5th, titled "A Salute to Sammy Davis Jr." The "Mr. Wonderful" star will receive a gold plaque at the show citing his humanitarian efforts. All proceeds from the Carnegie benefit will go to a fund for the summer camp and day center for underprivileged children sponsored by the St. Augustine Presbyterian Church in the Bronx. Among the jazz stars appearing at the show will be trumpet Miles Davis, pianist Bud Powell and clarinetist Tony Scott, with Maxine Sullivan of the "Mr. Wonderful" cast, will be among the vocal favorites on the Carnegie's bill. The show will start at 8:30.
CHICAGO—WAIT deejays, Reed Farrell and Lloyd "Spider" Webb, can be found these Tuesday and Thursday nights visiting this town's record stores. The visit, however, has its unusual aspects. Both Webb and Farrell arrive in an armored car, escorted by an armed guard, with two full color pictures of Elvis Presley.

The visit is in conjunction with a "We Want Elvis" contest. The pictures will be given away to the listener who writes the best letter on why they want Presley to visit Chicago and the listener who writes the most letters on the subject. Presley has toured the country, but has never been in Chicago. Other prizes in the contest include an RCA Victor 45" photograph and 25 personally autographed copies of Presley's newest RCA platter, "Love Me Tender."

If the response is so great for just pictures of that Presley boy, what happens when he really hits town?

Current Hit—2 Minute Instrumental

"ON THE ROAD TO MANDALAY" by RONNY ANDREWS' ORK

PHIL - MAR
205 No. CARLISLE ST., PHILA., PA.
Now Dir. for RICKOT RECORDS

"DONKEY ROCK ELEPHANT ROLL C/W IRISH MAMBO"

SPIN NOW

for The Largest Name Of Voters
In Our National History
D.J.'s — Distributors

with

SKYWAY RECORDS
BOX 57058
LOS ANGELES 57, CALIF.

THE CORDETTES' LATEST!

"LAY DOWN YOUR ARMS"

"TEEN AGE GOODNIGHT"

Cadence 1299

GREAT WITH THE "BEATLES"

"THE HEART OF A WOMAN"

M.S. 1016

Also a new Hi-Fi EP release by PAGE CAVALAUGH

"The Cash Box, Music" Page 28 October 6, 1956

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
JAZZ

"ENGLISH JAZZ"—Johnny Keating And All Stars—Bally BAL 12001 (1-12" LP)

"SWEDISH JAZZ"—Gosta Theeslius And All Stars—Bally BAL 12002 (1-12" LP)

"FRENCH JAZZ"—Claude Bolling And All Stars—Bally BAL 12003 (1-12" LP)

"SWISS JAZZ"—Hazy Osterwal And His Sextet—Bally BAL 12004 (1-12" LP)

"BELGIAN JAZZ"—David Bee And His Orchestra—Bally BAL 12005 (1-12" LP)

With jazz becoming deeply embedded in concert halls and in once-staid resort towns, it seems that jazz has finally become a serious cultural art form. This remarkable advance of jazz, happily, not been confined to these shores, but has made headway on the European Continent. These initial Bally album releases are major steps in bringing European jazz to American record audiences. (The three Hulset entries here, the accent, however, lies on the transatlantic plus occasional blues ideas. Most of the material employed comes from the archives of the composer and displays fine jazz inventiveness. Well-recorded sound. Jazz fans will find these disks an interesting excursion into jazz as seen by jazzmen on the Continent. Excellent releases that should result in a healthy sale.

"HORACE SILVER AND THE JAZZ MESSENGERS"—Blue Note 1518 (1-12" LP)

ROOM 400; CREEPIN' IN; STOP TIME; TO WHOM IT MAY CONCERN; HIPPY; THE PREACHER; HANKERING; DOOBEE.

One of Blue Note's best jazz sales attractions is the Jazz Messengers. Here are the boys, headed by Horace Silver's fine keyboard inventiveness, swing heartbeatingly through 12 tracks of recital original material. Standout tenor sax work is provided by Hank Mobley. Also Art Blakey privileges in resounding drum-work—particularly in the closing moments of "Hippy." Class disk by a group that sells well. Solid stock for the jazz shelves.

"GROOVIN' HIGH"—Wardell Gray and Stan Getz, Tenor Sax, Sonny Criss And Willie Smith, Alto Sax, Charlie Shavers, Trumpet—Modern LPM 1209 (1-12" LP)

"GROOVIN' HIGH"—BODY AND SOUL! I GOT RHYTHM; HOT HOUSE; HOW HIGH THE MOON. This Gray and Getz recording has a top-notch collection of jazz names headed by the bright tenor sax of Stan Getz. Also on tenor sax is the late Wardell Gray. The sessions on the disk come from a 1948 "Jazz Concert" and are as fresh here as they were then. Included are such standards as "How High The Moon." Other performers include Red Norvo (vibes), Louis Bellson (drums) and Red Callender (bass). High name value should make the disk fast moving jazz stock.

"LES JAZZ MODES"—Down DLP 1198 (1-12" LP)

This COVERS a COUNTRY, a COUNTRY YOU ARE TOO BEAUTIFUL; SO FAR; IDLE EVENING; GARDEN DELIGHTS; STRANGE TALE; TWO SONGS. A Johnson and Johnson recording, this is a French horn, piano, guitar and a female voice is bound to come around with a different sound. "Les Jazz Modes" is such a group and this blend of unlikely jazz ingredients not only maintains its jazz pace but also creates unusual turns in sound. Cover has lots of eye-appeal. Jazz fans have an interesting jazz tour here.

CLASSICAL

VERDI: La Traviata—Rosanna Careri, Cesare Valletti, Leonaro Warren—RCA Opera House Orchestra And Chorus—RCA Victor LM-6040 (3-12" LP)

There is more to this Victor offering of the complete Verdi masterpiece, "La Traviata" than meets the ear. The three-disk package is housed in a container that also holds an extraordinary edition of Dumas' "The三家 Mysteries," with an exciting audience course, of the work. The performance of the work itself is distinguished and is headed by Rosanna Careri as Violetta, Cesare Valletti as Alfredo and the American baritone Leonaro Warren as Germont. The Roman Opera House Orchestra under Pierre Monteux's direction briskly handles the Verdi score. This version of the familiar work offers the opera coterie all around distinction as a purchasing incentive. Beautiful gift item that should be a big item this Christmas and for many Xmases to come.

MASSENET: Manon—Victoria de los Angeles, Henri Legay, Michel Denes—Chorus And Orchestra Of The Theatre National de 1 Operas Comique—Pierre Monteux, Conductor—RCA Victor LM-6042 (4-12" LP)

Opera lovers are receiving a steady diet of complete Victor pressings of some of the best works in operatic repertoire this Fall. This four-disk effort of Massenet's "Manon" features Victoria de Los Angeles as Manon, Henri Legay as Chevalier des Grieux and Michel Legay Denes as Lescaut. With the exception of Angela Pacione and Pierre Monteux, the cast comprises the artists and orchestra of France's famed Opera-Comique. The lovely score blooms in the voices of the performers and the seasoned baton of Monteux. Purists note that the set will get more dialogue than is available in other recorded versions of the opera. They will also have a brilliant performance on the part of the artists in their operas record library.

MARCELLO: Six Sonatas For Viola Da Gamba And Harpsichord, Op. 1—Janos Scholz (viola da gamba)—Egidio Giordani Sartori, Harpsichord—Epico LC 3500 (1-12" LP)

Chamber music enthusiasts have a disk here that should meet with their hearty approval. These Six Sonatas by Marcello make their first disk appearance on this Epic entry. They are charming pieces played with sureness by the two musicians, Janos Scholz (Viola da Gamba) and Egidio Giordani Sartori (Harpsichord). Brilliant sound. The set has a limited but expected sale.

Dot Holds National Sales Meet In Hollywood

NEW YORK—With business up 100% over this period last year, Dot Records will hold its first national sales meeting in Hollywood, October 15-16-17.

Scheduled to meet with president Randy Wood are vice president Henry Ostorati from New York, and promotion men Mickey Addy, New York; Bob Smith and Sandy Harbin, Chicago; Morty Weising, Detroit; George Parrish, Nashville; and Jerry Johnson of Western States. Others attending are Gilbert Brown, Gallatin, Tennessee; Jim Coyle, Indianapolis, and Hollywood headquarters executives L. L. Thornton, vice president, and Christine Hamilton, Director of Promotion.

Co-ordination of plans and activities for 1966-67 in sales and promotion in both the singles and albums fields is expected to secure ground gained by the mushrooming growth of the company.

Overall discussion of Dot's contemplated expansion in domestic and world markets, plus the speeding up of releases and distribution service will be the keynote of the convention.

The national sales meeting necessitated by the recent national expansion, starting October 23rd as "Miss Music" on the NTC "Bandstand" show, has also been just signed for a starring singing-dramatic role in the NBC-TV "spectacular." The "Stingiest Man In Town" to be televised on December 23rd.

Guy Lombardo

"Love Me Sweet And Love Me Long"

CAPITOL 2.542

SNYDER MUSIC

At Long Last!!
A popular version of Debussy’s Clair de Lune

MOONLIGHT LOVE
Words by Mitchell Parish
Adaptation by Domenico Savino

Sung by

PERRY COMO
RCA Victor #47/20-6670

FIRST PERFORMANCE
NBC TELEVISION
(Coast to Coast Network)

Friday, Oct. 5, 1956
8:30 P.M. (E. D. T.)

with

WALTER WINCHELL
Master of Ceremonies

Sung by

PERRY COMO

(in person)

Published by

ELKAN-VOGEL CO., INC.
1716 SANSOM STREET
PHILADELPHIA 3, PA.

"It's What's IN THE CASH BOX That Counts"
Kornheiser Named Sales Manager of Cadence

NEW YORK—Bob Kornheiser, national promotion manager of Cadence Records, was appointed last week to the post of sales manager. In this new post, Kornheiser will coordinate his new duties as sales manager with his former duties in the field of record promotion.

A few weeks ago, in a further revamping of the Cadence set-up, singer Archie Bleyer announced the signing of Jan Gibbs to handle New York dee jay promotion for the diskery. The agreement between Cadence and Miss Gibbs is non-exclusive and the promotion gal will continue to handle accounts for the New York area.

Bill Darnel Appointed Morty Patlz' Assistant

NEW YORK—Jerry Blaine, president of Jubilee and Josie Records, has announced the appointment of Bill Darnel as assistant to the labels' A & R man Morty Patlz. In this capacity, Darnel will handle record exploitation and sales, and will record when the proper material comes along.

Darnel has been very close to his predecessors and disk jockeys and is well known for his recordings on Decca and the "X" label.

Ilaria is the first move in the expansion of Jubilee and Josie Records. Other expansion moves will be announced at a later date.

Decca Builds New Plant

NEW YORK—Milton R. Raskin, President of Decca Records, Inc., reports that contracts have been signed with the Chamber of Commerce; Pinckneyville, Illinois, for the immediate construction of a modern paper plant. This is in line with Decca's program of expansion and improvement in its manufacturing facilities.

Abbott Sales Institutes Direct Selling System

MALIBU, CALIF.—The Abbott Sales Company of Malibu, Calif., has introduced a direct selling system whereby independent manufacturers can sell direct to the record stores and juke box operators thus the Abbott Company for 40¢ each. Each independent manufacturer will contribute "X" dollars for the privilege of selling through the Abbott Sales Company, and in return, Abbott will handle the sale of each manufacturer for a per cent. Abbott will furnish the packing, pay the postage, and collect for sales. The Company offers the manufacturer and retailer the opportunity of purchasing all his records of subscription companies through one agency.

Under this direct selling system, each manufacturer will be the salesman for the road. The salesman will be permitted to pitch his line in one, but will also take orders for all lines affiliated with the Abbott Sales Company.

Orders will come first to the Abbott firm to be filled and shipped, and then the weekly activities will be passed on to each manufacturer.

Alene McKinney, music director and librarian of KBIG, Catalina, Calif., has had her tune of "That's The Way I Feel" recorded on the Verve label, with Buddy Bregman's arr. and vocal by Don, Dick 'n' Jimmy. It's her first recording, although she has recorded other songs...Roy and (Jean) Lacey (WMYT—Pt. Myers, Fla.) are the proud parents of Michelle Lacey, born Sept. 10th...Ted Johnson (WVNN-Newark, N.J.) guested on Betty Ann Grove on his show recently...WNEW, New York has begun an air campaign to help pack up the biggest election registration of all time in New Jersey and New York. Every day, for the duration of registration, a ten minute call will be placed, one on each broadcast, by dejays at the station to someone selected at random from the phone directory. Each person called will be asked to call three others to remind them to register and vote. According to the station, only thirteen unrelated links of this telephone chain are necessary to reach 15,042,220 people. Dejays participating in the stunt will be KIvan and Finch, Jerry Marshall, William R. Williams, Lonny Starr, Art Ford and Jack Lazarc...Michael Hopkins (KXY-Winona, Minn.) will open his new record bar soon...A new feature has been added to Al Meltzer's (WHEN-Syracuse, N.Y.) station which has made it popular, "One In A Million." Al recently guested "The Gaylords" and Vaughn Monroe.

For three months, KNYW-TV, Cleveland, Ohio, will have attached to its staff the first panel moderator and disk jockey of Tahiala, Phiala Vassanass. Asian visitor is sponsored by the U.S. State Department and the Westinghouse Broadcasting Company to learn the latest TV developments and techniques at KYW...Paul Cowley (WKLO-Louisville, Ky.) figures it will be a high light between Anne Shelton (Columbia and the Chordettes) on "Lay Down Your Arms," because, says Paul, "both records are terrific"...Bill Ballance started a new strip radio show on KWEH, Hollywood, Calif., on Sept. 17th...Rudy Ertis (WTOL-Toledo, Ohio) was in New York on his honeymoon...An offer of a "high school key" on behalf of Betty Ann Grove's "Jubilee" recording of "Your High School Key" by Paul Brenner (WAVT-Newark, N.J.) resulted in a thousand letters and cards...Jerry Vale recently guested on Ed Ferland's (WHEC-Rochester, N.Y.) program and reported Ed, the kids had a wonderful time meeting him, asking a couple of dozen questions and getting his pictures personally autographed. Ed has a show that features record reviews by teenagers and he would like to know if there are any companies that would like to submit new releases to be reviewed by them. Any autographed photos for the kids would be greatly appreciated by Ed, too...Ron Thompson (WXKO-Columbus, Ohio), who recently joined the station, has a three hour program daily from 1 PM until 4 PM called "The Big Eight Show"...Shea's "Roe's Rooft", and a four hour "Mister Saturday Night" show from 8 PM to 12 noon...Johnny Stanclley, currently out with his Capitol friendship of "Get Out And Vote", paid a visit to Johnny Fairchild and LaMar Sherlock of KTMS, Santa Barbara, Calif. ...

A few months ago, Robert J. Anderson (WWHR-Manchester, N.H.) received "violent reaction" when he announced he would devote an hour to Elvis Presley on the following hour. On Sunday, Sept. 16th, Bob played the new batch of Presley releases and in that entire hour there were only two phone calls of protest. This is particularly noteworthy, thinks Bob, since his listeners are pretty outspoken and have been quite loud in condemning anything he played they didn't like...Jim Mills (WMAQ-Chicago, Ill.), a recent addition to the disc jockey, handles M.C. chores on the new WMAQ Musical Scoreboard. The four hour program features Jim spinning pop records and scores of college football games. Don Stewart's (WKCT-Frankfort, Ky.) "Time Out" (Saturday's program is linked) with hospital and tape recording reports from the area of news of a regional interest...WLOL (Minneapolis, St. Paul, Minn.) has just completed a successful series of summer dances at the Excelsior Athletic Park Ball Room, located west of the Twin Cities. Chuck Brinkman (WJER-Philadelphia, Pa.) is starting a two hour jazz kick on Saturday nights.

Attention All Photogenic Dejays: If you have a recent photo of yourself, send it along with your news items.
Crew Cuts In Vancouver

VANCOUVER, B. C.—While in Vancouver, British Columbia, recently, the Crew Cuts stopped in to say hello to Red Robinson at station CJOE. Red says the boys were wonderful and the teen age audience thought they were truly great when they appeared locally at the Kerrisdale Arena in Vancouver.

Gogi Grant Forms Puberty

HOLLYWOOD—Era Records’ top selling threshold Gogi Grant, has formed her own publishing company to be known as Granmore Music, Inc., an ASCAP affiliate. Partners in the new firm are publisher Dave Dryer, song writer Gerald Marks, Gogi Grant and the threshold’s manager Jack Morton.

Flair X Adds To Staff

NEW YORK—Lee Tally, proxy of the newly formed Flair X Record Company, Inc, and Sid DeLey, executive vice-president in charge of sales and promotion, have added two new members to their staff. The label has signed James Jimoe as assistant A & R. Jimoe was formerly President and A & R of Genie Records. Beverly Chenery, formerly of Decca Records and Jubilee has been appointed as Director of Publicity and Artist Relations.

This new indie label has announced an extensive program of singles and package goods in the pop, R & B, jazz and Latin fields.

Artists scheduled for release in the near future are: Nancy Arno, Wilbur Paul, Johnny Polo. Thrush Giny Scott, The Hi-Fives, and Larry Knight make their bow on the label October 15.

MGM Film Disk Tie-In

NEW YORK—MGM Records and MGM Pictures are tying in on a dual promotion for the film “The Opposite Sex.” Three MGM Pictures startsers armed with the Art Mooney disk of “Rock And Roll Tumbledown” and The King’s IV disk of “Now Baby, Now!”, both from the film, will make the rounds of disk jockeys and TV shows plugging the disks and picture. Art Mooney, who makes a lengthy appearance in the film as an orchestra leader, will also go on tour in behalf of the picture and the record companies.

Taylor On Cross-Country Tour

NEW YORK—Creed Taylor, jazz A & R topper of ABC-Paramount Records, leaves October 1, on a three- week cross country tour that will take him as far south as Richmond and Dallas and on to Los Angeles, San Francisco, Denver, Chicago and Detroit. Taylor will devote the three weeks to visits with ABC dists and disk jockeys.
NEW YORK — George Paxton, in an expansion move, last week made a deal with Marvin Cane who leaves Bourne Music to acquire stock interest in the Paxton operations. Cane was formerly with Paxton before leaving to join Bourne.

In addition, Wally Schuster, general manager of the Palo Paxton operation, has engaged Norman Rubin, song plugger and disk jockey, to manage the new label.

New space is being acquired adjacent to the present space at 750 Broadway. The whole operation will continue to emphasize writer relationships and will be limited a form of personal management and recording unit for newly formed Poliullu label.

Immediate promotions of the Paxton firm include “To The Ends of The Earth” recorded by Nat “King” Cole (Winnetco Music) and “The Chosen Few” recorded by Billy Eckstein (George Paxton, Inc.). Other firms under the Paxton banner with current writers being represented include Whitebri Music, Chatwaw Music, and Andrew Music.

Mitcho Millers, Children, Aged 11 & 9, Write “Studio One” Musical Background

NEW YORK—Out of the pens of babies oft' come hit songs. Teenagers have also been responsible in the past for many hits, but this time two local ages 11 and 9 are responsible for the “Studio One” musical background for WORF’s “Studio One” presentation of the play, “A Man’s World,” to be presented on CBS-TV, Monday night, October 1.

The composition is titled “Song of the Sparrow,” composed by Margie (age 11) and Mikey Miller (age 9), children of Columbia A & R head Mitch Miller. The song was originally presented on Edward R. Murrow’s “Person-to-Person” show some months back when the entire Mitch Miller family was interviewed. On that telecast, Margie and Mikey sat at the piano and introduced their own song while Dad played an oboe obbligato.

In addition to presenting the selection on “Studio One”, Mitch Miller last week recorded both the original instrumental version (augmented by a full orchestra) and a new lyric version.

Dunn Speaks Before Publishing Executives

HOLLYWOOD—Speaking before advertising agency and publishing officials at a luncheon of the Associated Business Publications (ABP) in the Hotel Roosevelt, Theodore Ballosson, New York, Oct. 5, will be Lloyd W. Dunn, Merchandising and Sales Vice President of Columbia Records, Inc.

Dunn will speak on dramatization in advertising and promotional planning, illustrating his talk with a high fidelity music demonstration. Before joining Capitol Dunn was an advertising agency in Los Angeles and prior to that was an executive with McGraw-Hill, business publishers in New York. Ben Dufty, president of the EBW Advertising agency in New York, addressed the ABP meeting in New York last year.

Bob MacArthur

WTSY—Claremont, N. H.
1. Don’t Be Cruel (E. Presley)
2. Always (Fr. Simms)
3. Happiness Street (G. Gibbs)
4. Whatever Will Be, Will Be (Day)
5. K-Ding Dong (Diamonds)
6. When You Belong (Patience & Prudence)
7. So Long (J. Donovan)
8. Mama, Teach Me To Dance (E. Ganis)
9. My Prayer (Platters)
10. Walking In The Rain (J. Ray)

Norm Prescott

WBZ—Boston, Mass.
1. Hanky Panky (B. Daggett)
2. I Walk The Line (J. Cash)
3. True Love (Crosby & Kelly)
4. Of Those We Miss (J. Lowe)
5. That’s My Time (J. Low)
6. Two Innocent Hearts (D. Gibson)
7. Walking In The Rain (J. Ray)
8. Touch Me Baby (A. Bakers)
9. What Happened Now (Caroll)
10. It’s Not Right (Platters)

Bob N. Perry

WEPM—Jackson, Miss.
1. Tonight You Belong To Me (Patience & Prudence)
2. Canadian Sunset (Winterhalter)
3. Middle Of The House (V. Monroe)
4. Chains Of Love (F. Bozzone)
5. My Prayer (Platters)
6. Hugs And Kisses (Gibson)
7. After Lights Go Down Low (C. Miller)
8. Song For Summer Night (C. Miller)
9. White Ulces (B. Vaughan)

Bill Brant

WJAS—Pittsburgh, Pa.
1. Don’t Be Cruel (E. Presley)
2. Tonight You Belong To Me (Patience & Prudence)
3. Canadian Sunset (Winterhalter)
4. Chains Of Love (F. Bozzone)
5. My Prayer (Platters)
6. Hugs And Kisses (Gibson)
7. After Lights Go Down Low (C. Miller)
8. Song For Summer Night (C. Miller)

Fred Stanley

WFOZ—Englewood, Colo.
1. Street Where You Live (V. Damone)
2. Canadian Sunset (Winterhalter)
3. What Will Be (D. Day)
4. After Lights Go Down Low (C. Miller)
5. Hound Dog (E. Presley)
7. Every Star Of Eden (S. Halley)
8. Friendly Persuasion (Bozzone)
9. Every Day Of My Life (McGuire)

Jack Spencer

KXAM—Katon, Wash.
1. Street Where You Live (V. Damone)
2. Canadian Sunset (Winterhalter)
3. Whatever Will Be (D. Day)
4. After Lights Go Down Low (C. Miller)
5. Hound Dog (E. Presley)
7. Every Star Of Eden (S. Halley)
8. Friendly Persuasion (Bozzone)
9. Every Day Of My Life (McGuire)

Chuck Otte’s “Today’s Best”

KLPW—Washington-Union, Mo.
1. Italian Theme (G. Shepheard)
2. Canadian Sunset (Williams)
3. Don’t Be Cruel (E. Presley)
4. Happiness Street (S. Bennett)
5. The Feel (S. Clark)
6. Tonight You Belong To Me (Patience & Prudence)
7. Chains Of Love (F. Bozzone)
8. Fabulous Character (S. Vaughan)

Larry Caronella

KXL—Portland To The Coast, Dunn will spend approximately two weeks in the East on business.
The Cash Box "Sure Shots" highlights records which reports from retail dealers throughout the nation indicate are either already beginning to sell in quantity or else give every sign of doing so.

**BLUEBERRY HILL**
Fats Domino
The Cash Box
Imperial $407; 45-5407

**I CAN'T LOVE YOU ENOUGH**
Lavern Baker
The Cash Box
R&B Sleeper of the Week
Atlantic 11104; 45-1104

**LAY DOWN YOUR ARMS**
Chordettes
The Cash Box
Sleeper of the Week
Cadence 1299; 45-1299
Columbia 40759; 4-40759

**CINDY, OH CINDY**
Vince Martin
The Cash Box
Best Bet
Glory 247; 45-247

**THE ABC'S OF LOVE**
Frankie Lymon & Teen Agers
The Cash Box
Sleeper of the Week
Gee 1022; 45-1022

**SEE SAW**
Moonglows
The Cash Box
Award o' the Week
Chess 1629; 45-1629

**TWO INNOCENT HEARTS**
Ginny Gibson
The Cash Box
Sleeper of the Week
ABC-Paramount 9739; 45-9739

And It Happened to Her!

**HOLLYWOOD, CAL.**—Kay Cee Jones, whose first Decca release is "Wait Little Nation Teller" is showing signing her Dec
pact with musical director Sonny Burke. The scene is the NBC show "It Could Happen To You" and for a desk, Kay Cee and Sonny are using the back of ence Bill Leyden.

**SINGER ONE-STOP**

ONLY $5 Above Cost

Midwest's Largest One-Stop
Free Title Strip to Operators!

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

ATTENTION DEJAYS, PROGRAM DIRECTORS, LIBRARITIANS—Please keep us informed of any changes in record titles, etc.
NEW YORK:

Herman Lubinsky flipping over the sensational reaction he has received in all fields on Big Maybell’s “Mein To Me” and is convinced that this will sell in every market. The put on this label is “Confessing My Dream” by Wilbert Harrison. The deck has been released in several areas throughout the country... Vee-Jay Records has a hot one building for them in the “Oh What A Night”. The plot has broken out in several areas and is making off in New York like it means business. The deck has a great sound, something like they have a bright, bright future (see review).... Long distance call from Ed Mesner, Alhambra Records, to tell him about the success that has been told. He has tremendous hopes for the new Charles Brown platter, “I’ll Always Be In Love With You” and “Soothe Me”. Both sides are standards and Mesner feels that Brown is a hot potential seller for both markets. The other label has Atlantic, back from a week’s tour of Canada and deejays enjoyment... Bob Rosen, Herald Records, out of the office for one day with a cold, but found two things which look like they have enough at home to keep him happy. Rosen reports Al Silver and he have been very busy with preparing their forthcoming releases. They’ve been putting cutting night after night into the week. Among them there are Arne (Porch-stomp) Williams, who did “Margie” on his last release, and Little Butterchance, both sessions came off great, sez Bob. In addition they’ve been pressing through material for forthcoming Faye Adams and Gertrude Lynn sessions. The latter is on the Ember label, Herald will release a new Douglas Duke album very shortly... Sol Rabinowitz, Baton Records, advises he has recorded Charlie Ventura and Charlie’s new group, consisting of Billy Bean, guitarist, Monsey Alexander, drummer, and Ruben de la Roche, bassist, with Sauter Finegan and Don Shirley; and Dave Hidinger, piano, also formerly with Sauter Finegan. Ventura, backed by these musicians, and Rabinowitz says it’s better than the last time he has ventured out on the market now. In the single department, Baton has released the Melodia-styled “Why Don’t You Love Me”, by the Clevers “From The Bottom Of My Heart” also raking up big sales... Buchanan and Goodman out on the road visiting different markets, finds his latest really hot with LaVern Baker’s “I Can’t Love You Enough” shooting into the top ten on WJR. The Clevers “Shake, Rattle and Roll” and the Clevers “I’m Gonna Get Enough” is moving... Big plans for the Clevers “From the Bottom of My Heart” which will be released soon. The Gauchos have added a Latin flavor to their GNP label. Genie has signed René Touzet and has already released several sides aimed at the Latin American market. Touzet’s first move was released to get together with Dick “Ricardo” Sugar (WEDV-New York), Latin American deejay, and hail with him and René Touzet at Al and Dick’s Restaurant. Sugar advises Touzet’s initial GNP entry entitled “Me Gusta” brings much “guanaco” are getting favorable audience reaction... Arthur Prysock, newly signed with Porsch, will issue his first for the Robey label shortly. Porsch is also rushing out a new release by Elmore Morris. Don Robey is now reorganizing after riding his famous Stallion in a recent Texas rodeo... Herb Abramson, president of Atoe and Associates, vacation, is plunged immediately into the hectic activities of the fast moving television organization. Abramson arrived back at his desk in time to see the LaVern Baker and Clevers hits shaping up, and to launch the new platter Atoe release, Abramson is happy on all counts with the surprise reaction which greeted the “Stormy” deck by the Prophets. The item has already created strong interest in all areas, exciting New York, New England, New York and Boston. Those died-in-the-wool anti rock ’n rollers will watch with interest in the buck when they learn that this rock and roll group contains a full time school teacher, a former high school principal, and a former manager of a New York restaurant. We haven’t had time to hear the entire release, but they’ve got a solid staying power in the prospects of becoming a “Day of the Night”. Could be a tremendous side. On the review of Ella Johnson’s “That’s What You Do”, the number has been doing well... Just received a cute deejay leadoff prepared by Baton for its “It’s A Rock And Roll” (mentioned above). The mailing is a translation of all the Italian phrases used in the record. Its purpose is to prove that these saddlebag so fascinating is hidden in the lyrics. It ends with a cute gimmick (which we won’t reveal here) cause we want you to catch a laugh.

CHICAGO:

Len Chess, just back from west coast, delighted, but delighted with The Moonglows’ waxes... Dick “Ricardo” Sugar (WEVD-New York). “We’ve hit two hundred thousand and don’t see any let up yet. Wow!”... Cuts utilized cover most phases of past week, is pic on Verve LP, “Elia and Loose”. Just a gag... Argo capturing much spin this area with Paul Gayten’s singer “The Music Goes Round And Round”... Paul Glass, All-State Distrib., ecstatic over Fats Domino’s new release, “Blueberry Hill”, S. Smallstrom, Billy O’Connor, also picked Vincent Martin’s “Cindy Oh Cindy” as a potential hit for the coming weeks. He stated, “It was chosen record of the week at WATT and sales are pouring over our counters”... George Loanea, United Distrib., picks “Priscilla” by Eddie Cooley and The Dimples on Morrow to make a lot of noise soon. Brother Ernest sees nothing but big sales for Alco’s “Stormy” by Eddie Cooley and The Dimples. “It’s a hit”, he exclaimed... The Magnificent head- ing east for big R&B shows in NY and Washington. D.C. It is reported their biggest request number is “Casablan”, the youngsters latest wax... Mahalia Jackson back in the swing with two weeks as a day visit Wéré... Don Robey, Peacock Press, on cloud number nine after release of Paul Perryman’s “Baby”. “Another hit” I’ve been told. Chloe sure enough to cut two sides then on to Canada for extended one-tour... Over at Cobra, Eli Toscano stated “I Can’t Quit You Baby” by Otis Rush just keeps popping up in the highest places (it showed seventh in St. Louis “Hot Charts” last week). Cobra slated for more releases this month. Ahern swears he didn’t have a hangover when asked what was the biggest thing on Vee-Jay and he cheered “Oh What A Night” by The Dells. “It’s selling like it’s going out of style”, he delightedly stated... Over at King Distribu. Chuck Myers looked like he needed more four pairs of hands to take care of orders “pouriing in” for Big Doggett’s “Honky Tonk” and “My Nerves” by Little Willie John. “We don’t even have time for a coffee break,” lamented Chuck... Sam Most, velvet finished, back Bethesda, back over to see Astral Ammons. “I’ll now swinging for the top with Mother-In-Law Blues” as it begins showing on local charts. Little Willie John’s “Don’t Leave Me In The Morning” is the latest to be released by our friends at Crooner Records and is new to you know who, doing very well with his first discoker, “Little Mama”.

LOS ANGELES:

Earl McDaniel concert held at the Shrine Auditorium last Friday night a huge success and a sell-out. Among the artists signing their latest hits recording were: Gene Vincent, Ernie Freeman, The Coasters, The Six Teens, The Dols, The Gassers, The Turks, and Chuck Higgins... Imperial Records has another hit by Fats Domino in his latest record of “Please Don’t Leave Me”. The West Coast label’s really hot with big ones riding for Smiley Lewis, Ernie Freeman and the Honey Bees and three plants now pressing to keep up with the orders for Imperial’s LP’s... Googie Rene makes his first TV appearance on the Johnny Otis TV show this week. The big reaction to his first record on the new Chess label of “Wham Bam” brought in several requests for the appearance. Also Aladdin Records have issued a two-LP package on Lester Young, covering some of his finest early work... Sid Nathan of King Records in town and guesting on the Art Laboe show over KPOP... Newest Hip Records release features Lord Richard Buckley on a two-sided “Flight Of The Finches” Pianist-vocalist Camille Howard, in town for some West Coast engagements... Larry Birdsong holds forth at the 54 Ballroom this weekend.

Sonny Knight finished his movie at Columbia and goes into “Do Re Mi” for the next personal appearance tour... Doctie Williams reports his record of “Tragic” by new artist Rebecca Williams is getting good reactions in several Eastern markets... The Robbins have been signed by Cheri Landry of Herald Attractions and were immediately booked to tour with the Top Ten Review... Abe Diamond reports “Confidential” by Sonny Knight as a big R&B field... Personal manager Ben Waller due in town from Chicago.

Alfarm Subscriptions $20.
October 6, 1956

**October Album Releases**

(Continued from page 16)

**SAVOY**

*Sole*—Herbie Brock—MG-12066

*Bowin’ Singin’ Slam*—Stom Stewart, Johnny Guarnieri, Erroll Garner, Sammy Lawrence—MG-12067

*Brock’s Tops*—Herbie Brock, Brooks Caperton, Richard Hampton—MG-12069

*The Modern Youngsters*—Lester Young, Count Basie—MG-12071

*Verve*—Herbie Hancock—MG-12072

*Hank Williams Jr.*—Frank Wess, Frank Foster, Henry Coker and Benny Powell, Kenny Ball, Eddie Jones, Kenny Clarke—MG-12073

*One Night*—Milt Jackson, Al Haig, Don Estelle, Kenny Clarke, Grover Washington, Jr., Ben Webster, Shelly Manne—MG-12074

*Hank Williams Jr.*—Tut underton, Kenny Clarke—MG-12075

*No Count*—Frank Foster, Frank Wess, Henry Coker and Benny Powell, Kenny Ball, Eddie Jones, Kenny Clarke—MG-12076

*Romance*—Herbie Hancock—MG-12077

*Jacksonville*—Bill Miller, Lucky Thompson, Ben Webster, Miles Davis, Max Roach, Kenny Clarke—MG-12078

*George Wallington*—Carley Russell, Max Roach, Kenny Clarke, Kai Winding, Ben Webster—MG-12079

*Johnny Coates, Jr.*—Wendell Marshall, Kenny Clarke—MG-12080

*Jazz Men Take the City*—Detroit—Kenny Clarke, Pepper Adams, Paul Chambers, Tommy Flanagan, Kenny Clarke—MG-12083

**STORYVILLE**

*Dialogues*—Lee Wiley-Ellis Larkins—STLP 911

**UNICORN**

*The Modern Age Of Brass*—Roger Vinson and His Brass Ensemble—UNLP 1031

*Paul Desmond*—Lawrence Mac, Organizer—UNLP 1032

*Bachman Piano Concertos*—Enny Flanagan, Pianist—UNLP 1033

**URANIA**

*Accent On Tenor*—Lucky Thompson—ULP 1206

**VERVE**

*The Greatest*—Count Basie Plays—Joe Williams Sings Standards—MG-V-2016

*Romance*—The Vocal Styling of Oscar Peterson—MG-V-2012

*Smorgasbord*—Help Yourself—Chet Sim and Don—MG-V-2013

*Mambo*—Latin Scores—Chico O'Farrill, His Orchestra—MG-V-2003

*In My Own Sweet Way*—Tadd Johnson—MG-V-2004

*Listening*—Tadd Johnson—MG-V-2005

*Spanish*—Eric Satin Shaw And His Grammenvy—MG-V-2006

*Variations*—George Wallington and His Stringers—MG-V-2007

*Lionel Hampton Plays Love Songs*—MG-V-2008

*Mr. Top Hat*—Songs and Dances by Fred Astaire—MG-V-2010

*Blues*—Walter Irwin Singing Jazz—MG-V-2020

*Elle Fitzgerald and Louis Armstrong*—MG-V-2003

**VIV**

*Hea-Fi Moods By Melody*—Richard Milholland—LX-1051

*Great American Ballad*—LX-1055 (EXK 178, 177, 176)

*From Another World*—Arranged and Conducted by Sid Bass—LX-1053

*Wired For Sound*—Current Supplied by Memory—LX-1056

*La Vergne Smith*—LX-1056

*Grand Festival Vol. II*—Tony Alamos—the Americas—West—LX-1057

*The Hawk In Paris*—Coleman Hawkins with His All-Star and His Orchestra—LX-1058

*The Whid*—The Joe Newman Sextet—LX-1059

**Ben Waller Enters Personal Mgt. Field**

**HOLLYWOOD**—Following a colorful career as one of America’s top theatrical agents, Ben C. Waller has entered the field of production management. First name client to sign with Waller is Louis Jordan, Tympnay Five maestro.

Pianist Camille Howard and Johnny Watson, rhythm and blues guitarists, have signed with production musical project with Waller. In addition, Waller will also handle record-relating activities. He will handle promotional duties for Crayton Saunder Publications and New Orleans records in the West, including the West Coast.

Waller will continue to manage offices in Los Angeles at 1583 Arlington Avenue, and in Chicago at 1580 E. Garvey Avenue.

During his career as an agent, Waller was a pioneer in rhythm and blues entertainment on the West Coast. He booked such artists as Roy Milton, B. B. King, Bootsy Houston, Johnny Otis, Sonny Thompson, Lowell Fulson, Chuck Higgins, the Ink Spots, Bull Moose Jackson, Joe Ligges, and for the past ten years booked the code of Jazz in Wrigley Field.

**Jack Dunne Pucks Groove Pact**

**NEW YORK**—Bob Rolontz, A & R top of Columbia Records, has announced the signing of Jack Dunne, an upcoming recording artist. Dunne has been known for his recordings "Walking the Blues" and "Mail Order Woman." The Bandwagon, turbulent Dunne, the artist with whom he put "Walking the Blues." Dunne and Rolontz have already recorded their first groove disk titled "Lonely Road Blues," to issue this fall.

Rolontz also reported the signing of newcomer Annie Alfie, a 15-year-old Junior High School student and a new group called the El Venus teenagers from Pittsburgh, Pa. The El Venus’ first Puck was "You Win Or Lose With Me" b/w "Geraldine" was issued last week and is proving popular.

**Ten New Pacific Jazz LP’s**

**BEVERLY HILLS, CA**—Pacific Jazz Records will offer its latest release schedule this year during September and October. With 19-1/2 albums, featuring Jerry Mulligan, Chet Baker, Chico Hamilton and John Lewis, off for release.


Also on tap is Hungy Carmichael in his first album singing songs, with arrangements and orchestra conducted by Johnny Mandel, which will be issued for an Ohioan license upon completion.

**Atco Signs Three**

**NEW YORK**—Herb Abramson, President of Atco Records, recently announced the signing of the groups The Whole Animal, of Jay McNeely and Zilla Mays.

*It’s What’s in THE CASH BOX That Counts*
### Philadelphia
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **LET THE GOOD TIMES ROLL**
   - Shirley & Lee (Aladdin 3325)
3. **WALKING IN A DREAM**
   - Selman Burke (Apollo 380)
4. **WHEN I'M WITH YOU**
   - Moonlighters (Chess 1629)
5. **WALKING THE BEAT**
   - Ernie Freeman (Imperial 5403)
6. **KA-DING DONG**
   - G-Certs (Pilgrim 24971)
7. **TIME WILL TELL**
   - Bobbi Charles (Chess 1648)
8. **RED TOP**
   - Teen Queens (RPM 4270)
9. **FEVER**
   - Little Willie John (King 4935)
10. **CANADIAN SUNSET**
    - Hugo Winterhalter (RCA Victor 20-6391)

### Los Angeles
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **I REMEMBER (In The Still Of The Night)**
   - Five Satins (Ember 1005)
3. **BAD LUCK**
   - B.B. King (RPM 468)
4. **CONFIDENTIAL**
   - Sonny Knight (Vita 137)
5. **MY PRAYER**
   - Platters (Mercury 7099)
6. **DON'T BE CRUEL**
   - Elvis Presley (RCA Victor 20-6604)
7. **LET THE GOOD TIMES ROLL**
   - Shirley & Lee (Aladdin 3325)
8. **BLUE MOOD**
   - Julie Stevens (Big 115)
9. **BILLY'S BLUES**
   - Billy Stewart (Chess 1625)
10. **BLUEBERRY HILL**
    - Fats Domino (Imperial 5405)

### Cleveland
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **I REMEMBER (In The Still Of The Night)**
   - Five Satins (Ember 1005)
3. **BAD LUCK**
   - B.B. King (RPM 468)
4. **CONFIDENTIAL**
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   - Julie Stevens (Big 115)
9. **BILLY'S BLUES**
   - Billy Stewart (Chess 1625)
10. **BLUEBERRY HILL**
    - Fats Domino (Imperial 5405)

### Detroit
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **SOFT WINDS**
   - Sloan Washington (Mercury 7006)
3. **I GOTTA GET MYSELF A WOMAN**
   - Drifters (Atlantic 1101)
4. **LET THE GOOD TIMES ROLL**
   - Shirley & Lee (Aladdin 3325)
5. **BAD LUCK**
   - B.B. King (RPM 468)
6. **DON'T GO NO FARTHER**
   - Muddy Waters (Chess 1630)
7. **I CAN'T LOVE YOU ENOUGH**
   - LaVern Baker (Atlantic 3104)
8. **PLEADIN' FOR LOVE**
   - Larry Birdsong (Twist 1075)
9. **MY PRAYER**
   - Platters (Mercury 7089)
10. **SEE SAW**
    - Moonlighters (Chess 1659)

### St. Louis
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **I REMEMBER (In The Still Of The Night)**
   - Five Satins (Ember 1005)
3. **BAD LUCK**
   - B.B. King (RPM 468)
4. **WHEN MY DREAM-BOAT COMES SOME**
   - Fats Domino (Imperial 5396)
5. **SOMEDAY YOU'LL WANT ME**
   - Smiley Lewis (Imperial 1997)
6. **IT ISN'T RIGHT**
   - Platters (Mercury 70948)
7. **DON'T BE CRUEL**
   - Elvis Presley (RCA Victor 20-6604)
8. **PRETTY LITTLE GIRL**
   - Monarchs (Nat 101)
9. **LONELY AVENUE**
   - Ray Charles (Atlantic 1108)
10. **WE LIKE MAMBO**
    - Eddie Dee (Ace 315)

### Pittsburgh
1. **HONKY TONK**
   - Bill Doggett (King 4950)
2. **I REMEMBER (In The Still Of The Night)**
   - Five Satins (Ember 1005)
3. **BAD LUCK**
   - B.B. King (RPM 468)
4. **WHEN MY DREAM-BOAT COMES SOME**
   - Fats Domino (Imperial 5396)
5. **SOMEDAY YOU'LL WANT ME**
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   - Ray Charles (Atlantic 1108)
10. **WE LIKE MAMBO**
    - Eddie Dee (Ace 315)
**The Cash Box**

**Award of the Week**

**B & B Reviews**

**A** AWARD & SLEEPER  
**B** VERY GOOD  
**C** FAIR  
**D** MODERATE  

**LUTHER BOND AND THE EMERALDS**  
(Federal 12279)

**B** "THE LOVES YOU BABY" (2:50) [Armed BMI—LeRoy Bond]  
and the group sing with the assistance of harmonica. Luther Bond displays the soul of a jazz giant at this unusual deck. It is a slow heat blues with wailing that the echo gives an unreal sound. Deeper and stronger.

**B** "I CRY" (2:15) [Armed BMI—Bond, Trice] Luther Bond and The Emeralds blend softly on a slow, drifting blues ballad. Bond and the group have an appealing sound. Warm offering.

**SHAYE HORTON**  
(Cobra 5002)

**B** "NEED MY BABY" (2:15) [Armed BMI—Bedno]  
Shaye Horton swings a slow beat rhythm blues, telling the story of his love for his baby. It is a strong offering with a catchy melody, treatment and beat.

**B** "HAVE A GOOD TIME" (2:15)  
[Armed BMI—Bedno] Horton backs with a southern flavored middle beat rocker. It is a driving offering the kids can jump to.

**LARRY BIRDSONG**  
(Chet 129)

**B** "TELL ME THE TRUTH" (2:48)  
[Armed BMI—Jarrett] Birdsong sings a slow beat love that is infections, moving, and enticing. The chanter’s treatment is very strong on a strong hook & material. Watch it.

**B** "THREE TIMES SEVEN" (2:48)  
[Armed BMI—Jarrett] Larry Birdsong warns his “baby” that she’ll suffer damage if she’s not careful. It’s a slow blues performed by Birdsong with an ease and clarity that makes good listening.

**THE PHARAOHS**  
(Class 202)

**B** "A T US" (3:55)  
[Recordco Music BMI—Richard Berry] This is a follow up to "Stranded In The Jungle" and follows the pattern very closely. It is filled with jungle sounds and drum beats. An exciting kids should go for.

**TEENAGERS LOVE SONG**  
(2:30)  
[Recordco Music BMI—Richard Berry] The Pharaohs dish up a rhythmic bouncer with an unusual vocal sound that will grab attention. It's strictly for the teen age diet.

**THE LANES**  
(Leo 1023)

**B** "OPEN UP YOUR HEART" (2:41)  
[Planetary Music ASCAP—Weaver, Wyche, Judge, Williams] This shows a powerful piece of material here as they rock a quick beat flavoring it with polish and skill. The deck rides along creating an exciting ensemble. Platter is a strong bow for The Lanes and should go a long way towards building them as a record.

**B** "YOU ALONE" The Lanes back with a dramatic love item, deftly handled and aimed at the group market. Strong lead and good group support help make a good coupler. However, the stronger deck seems to be "Open Up Your Heart".

**The Cash Box**

**R & B Bests**

**"HE LOVES YOU BABY"**  
Luther Bond  
Federal 12279

**"OPEN UP YOUR HEART"**  
The Lanes  
Leo 1023

**"YOU WERE MINE FOR A WHILE"**  
Piano Red  
Groove 0169

**"YOU DONE ME WRONG"**  
Joe Jones  
Herald 488

**JAMES CARTER**  
(Republic 917)

**B** "I'M SOLLING FOR YOU" (2:50)  
[Frackwhistle BMI—Luther, Williams, Sanders] Carter sings a slow beat ballad with an ear spawns and moving vocal. His vocal research and gentle המטוחופל. Good deck that demands exposure.

**B** "WILD HOG" (2:30)  
[ford BMI—Blair, Blaire, Curtis] Carter sings an interesting middle beat rocker with a feeling filled on deck that moves.

**JOE MEDLIN**  
(King 4970)

**B** "LORD KNOWS I TRIED" (2:51)  
[Excellorec BMI—Miller, Miller, Gutter] Joe Medlin sings a pretty flashy ballad. He does an excellent job of selling the melodic charm and the deck comes off well.

**THE GUM DROPS**  
(King 4970)

**B** "NATURAL BORN LOVER" (2:30)  
[Jay & Cee BMI—Billy Dow Smokey] The Gum Drops collaborate on a rhythmic blues bounce with a deep mood feeling. Lead handles the film well and the deck is very strong.

**B** "HEMPLE OF HEARTS" (2:36)  
[Jay & Cee BMI—Smith, Miller] The Gum Drops offer a tender float beat ballad with a romantic feel. It is softly presented and comes off a moving wax.

**PIANO RED**  
(Groove 42-70)

**B** "YOU WERE MINE FOR A WHILE" (2:48)  
[Trinity BMI—Hackett, Red] Piano Red sings with a more pop feeling than we've ever heard before as he delivers a slow beat rhythm ditty. Red is backed with a chorus and it certainly a new Red we hear.

**B** "WOO-E" (2:00)  
[Bill & Mike BMI—Riley, Redman] Red's hit again in a softer style as he rocks a middle beat rhythm piece with a soft and exciting beat. Red's driving piano pounding and rocking chart will please his followers.

**BIG MAYBELLE**  
(Stax 42-94)

**B** "NEW KIND OF MAMBO" (2:35)  
[Sylvia BMI—Wycho, Kirkland] Big Maybelle gets a middle mambo beat with enthusiasm. The big, gusty shouter gives it an exciting performance. Big Maybelle is right now and this release should grab off lots of attention as a result.

**B** "GABIN'S BLUES" (2:33)  
[Russ & Mike BMI—McGee, Big Maybelle, currently being released on two labels, is issued on Osmo with one cut just before he changes to Savoy. It's a slow beat novelty blues given a hefty reading.

**AHMAD JAMAL**  
(Freedom 917)

**B** "IT COULD HAPPEN TO YOU"  
[Tommy Senence, Burkel] Ahm Adam Jamal flips over the keys in a spirited fashion as he plays the lovey tune. It is an instrumental soft light item that makes excellent listening, good deck.

**B** "EXCERPTS FROM THE BLUES" (2:40)  
[Frederick BMI—Jamal] Jamal1 rocks a middle instrument in which a very commercial piano in highlighted. Two easy to listen to decks.

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"Only those records best suited for commercial use are reviewed by THE CASH BOX"
The Cash Box

R&B Sleeper of the Week

"EVERY MINUTE OF THE DAY" (2:09) (Tiger BMI—Leiber, Stoller)
"OVER AND OVER" (2:13) (Tiger BMI—Leiber, Stoller)
FRANKIE MARSHALL

Frankie Marshall has a hot piece of property in "Every Minute of the Day". The talented young-ster swings into the rhythmic and catchy melody with a powerful vocal and makes the track a huge hit. These two sides have all the attributes to make Frankie the star he's always promised to be. Watch it carefully, The flip, "Over and Over", is a slow beat blues that comes off another captivating side. Marshall sings the delightful blues with a simple charm and it will offer strong competition to "Every Minute". Two excellent sides with just a shade favoring "Every Minute Of The Day".

"SLOW WALK" (2:36) [Norby BMI]
SIL AUSTIN

Sil Austin has a pair of torrid instrumental items that look like they can well follow in the footsteps of the current instrumental national pop & R&B hit, "Hot-ty-Tot." The items have the same excitement, flavor and top notch quality. "Slow Walk" is a slow paced mood blues with a handclapping gimmick that continues steadily throughout the record. It features a strumming horn job. The coupling, "Wildwood", is more wild horn and handclapping set to a middle rhythmic beat. The beat excites and the standout hornwork makes the backbeats. Two tremendous sides.

"WILDWOOD" (2:32) [Norby BMI]

"THAT MELLOW SAXOPHONE" [Venice BMI—Montrell, Marsaco, Sandy]
"OOLY-WOW" (2:28) [Venice BMI—Montrell]
ROY MONTRELL

Roy Montrell and his aggregation comes up with an exciting side that should bring plenty of attention to the group and perhaps take off into the big sales category. "That Mellow Saxophone" is a rock' em sock' em record that Montrell belts in aggressive fashion. Featuring a pulsating beat, excellent instrumental arrangement, and a captivating, gravelly vocal, the deck could be a real sleeper. Keep close tabs on it. The flip, "Oooly-Wow", is a similar piece of material—a quick beat jump ditty, but not of the same outstanding quality. It's "That Mellow Saxophone"!

JOE JONES
(Herald 488)

JOE JONES—DONE ME WRONG" (2:05) [Angelo BMI—Jones, Palmer] Joe Jones makes his bow on Herald with a lifting middle beat ditty that he handles in good style. Jones has that southern flavor as he rocks gently and the deck could command a lot of attention. Watch this one carefully. It could take off.

B "WHEN YOUR HAIR HAS TURNED TO SILVER" (2:25) [Wm. H. Morris BMI] (Tobias DeRose) Joe Jones does a pleasant side with the rhythmic olde, but he doesn't have the same true feeling that is captured on "You Done Me Wrong". Good but not as strong.

JOE JONES
(Herald 488)

B "THE LORDED BLESSED MY SOUL" (3:04) [Excellence BMI—Cook]. The thrilling voice of Eddie Gallmon Cooke leads a soulful sweet gospel tune. It is a sincere and moving performance set against a soft group assist.

B "UP TO SWEET HEAVEN" (2:53) [Excellence BMI—E. Cooke] A slow gospel item that resolves itself halfway into a rhythmic exciting wax. Excellent lead performance by Miss Cooke. Two strong religious sides.

FRANKIE MARSHALL

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FRANKIE MARSHALL
Cincinnati Cut-Ups

The Sherwood Garden station WSAI in Cincinnati is hiring a booking personnel with a sister station WILD in Birmingham, Ala. Charles A. Jack will be replaced by managing director and Tom Bray as deejay and music director. Tom Thomas and Bill Burns will leave for WILD. . .

Bob Elliot and Ray Goulding are to visit Cincinnati next month to perform at the annual convention of Retail Drugists and will spend five days appearing on programs and enjoying the city. They tell us Jean Shepard will start his ABC-R network show Oct. 22nd—Happy Day! . . . BillAlbert will be heard Monday thru Friday at 8:30 AM on the "Clockwatcher" show over WLW-R. . . Dick Noel was back in town to visit his manager Harry Carson. Dick is the singing star on ABC-7's "Breakfast Club". . . The Mid-western Hayride will originate for one week from Dayton's Memorial Hall. . . Wayne Belt is the Queen City's "Windy O'Keefe". He has a great show on WCKY five days a week from 12:15 to 1:00 PM called "Wayne the Blue Boy". . . The Club Notes—Johnny Long brings his high energy show to Castle Rock one night stand featuring Sandy Moore on Saturday night, while Russ Morgan will offer "Music in the Morgan Manner" at the Topper Club atop historic Music Hall, Johnny Ray and The Rebetors along with Vic Charles are presenting a great show at Beverly Hills. . . The Guitarmen list at the Shubert theater we will get a look at Melvin Douglas in "Inherit the Wind".

"Bert Somson, executive vice-president of WLW Promotions, Inc. and head of the talent division since May 1954, announced that he will enter the artist personal management field and the production of package shows for TV, and personal appearances, All talent stage management for television as well as package shows will be handled nationally by General Artists Corporation, the New York based company. The company has offices in New York, Chicago, Hollywood, and Dallas and Cincinnati. Some of the bookings nationwide, and in many of the southern states, and tournaments and outdoor attractions will be produced under Cova-
Kilpatrick Named Manager of WSM's Artists Service Bureau

NASHVILLE, TENN. — John H. DeWitt, Jr., President of WSM, Inc., announced last week the appointment of W. D. Kilpatrick as Manager of WSM’s Artists Service Bureau. Kilpatrick will supervise activities of the Grand Ole Opry including the programming of the Saturday night show and the nearly 3000 yearly personal appearance bookings of the Opry stars.

Upon announcing the appointment, DeWitt said, "We have felt for some time that it would be advisable to have one person to whom all matters pertaining to the Grand Ole Opry could be referred, and we feel that Mr. Kilpatrick is well qualified to handle this position."

Kilpatrick comes to WSM with a wealth of experience in the country music field. During the past ten years he has been affiliated with two major record companies, with most of his time devoted to country music. For the last five years he has directed Mercury Records’ Country Music Artists and Repertoire Department. Prior to that he served as Capital Records’ Country Artists and Repertoire Producer.

Kilpatrick is a widely known authority on country music. He has worked closely with the leading officials in the industry and with the top country artists. He has handled more than six years and in that time has become intimately associated with the operation of the Grand Ole Opry and with the careers of the Opry’s 145 country musicians.

His new task of headlining the many facets of Grand Ole Opry involving programming of the 4½-hour-long Saturday night show and the promotion of the Opry stars' recordings and personal appearances will place Kilpatrick in one of the busiest jobs in the country field.

Gold Disk for Foley

NEW YORK—Decca Records has announced that Red Foley’s record of “Peace In The Valley” has now gone over the million mark in sales. The disk was first released in 1951, and has been a consistent seller ever since. Leonard W. Schneider, Executive Vice-President of Decca, will present Foley with a gold record of the song. The presentation will be made on the ABC-TV show “Ozark Jubilee” on Thursday, October 4th.

To further celebrate the occasion, Decca is now releasing a brand new recording of “Peace In The Valley”. On this new rendition Red Foley is backed by Jack Pleis and his Orchestra. The new version, which is given a strong orchestral arrangement including a full string section, is expected to sell as well as the country market.

Haley Hits Peak Earnings

NEW YORK—Jolly Joyce, exclusive booking agent for Bill Haley and His Comets, revealed that the Haley combo had reached the peak of its weekly earnings this week when they worked three days on their feature film, “Don’t Knock The Rock”, played the New Jersey State Fair on September 26, 27, and 28, the show ran out the period of nine days with arena appearances in Hershey, Penna. on September 28; Toronto, Canada, September 29; and Montreal, Canada, September 30.

Joyce stated that the guaranteed salary plus percentages for the nine days will run well over $50,000. In addition Haley will come in for a percentage of the picture profits.

“Don’t Knock The Rock” is being produced by Sam Katzman of Clever Productions. It will feature, in addition to starring Haley, Dave Apple and his Appletickles, the Treniers and Little Richard.

**The Country Records Disk Jockeys Played Most**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Jockey Name</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CRAZY ARMS</td>
<td>Ray Price (Columbia)</td>
</tr>
<tr>
<td>2</td>
<td>I WALK THE LINE</td>
<td>Johnny Cash (Sun)</td>
</tr>
<tr>
<td>3</td>
<td>DON’T BE CRUEL</td>
<td>Elvis Presley (RCA Victor)</td>
</tr>
<tr>
<td>4</td>
<td>SINGING THE BLUES</td>
<td>Marty Robbins (Columbia)</td>
</tr>
<tr>
<td>5</td>
<td>CONSCIENCE, I’M GUILTY</td>
<td>Kitty Wells (Decca)</td>
</tr>
<tr>
<td>6</td>
<td>BE-BOP-A-LULA</td>
<td>Faron Young (Capitol)</td>
</tr>
<tr>
<td>7</td>
<td>YOU ARE THE ONE</td>
<td>Carl Smith (Columbia)</td>
</tr>
<tr>
<td>8</td>
<td>SINGING THE BLUES</td>
<td>Marty Robbins (Columbia)</td>
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<tr>
<td>9</td>
<td>HANK SNOW</td>
<td>Johnny Horton (Columbia)</td>
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**Horoscope**

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

- As jock's ups and downs are well aware, the latest Elvis Presley—BMI disk hardly needs any more exposure to make it a #1 chart-topper. The monumental song stylistly presents a wonderful new teardrop. “Love Me Tender,” a new song that serves as the perfect album for the platter, prior to release, has already topped the million mark.

- The song, a tender, slow-paced romantic piece, is the title tune from the forthcoming flick and he offers it in a stirring, subdued fashion. The flip, “Anyway You Want Me,” is a stunningly engaging ballad that is smoothly enjoyed.

- With its catchy melody and engaging storyline, “Love Me Tender” is a popular triple threat for fans of all ages. Its timeless lyrics and powerful vocals make it a classic hit that continues to resonate with listeners today.

- "YOU'RE SOMETHING" (2:16) [Epic 20-6666; 47-6665]

- This song is a beautiful love ballad with a smooth, soulful vibe. Its moving lyrics and melodic hook make it a standout track on the album. It features a powerful vocal performance from the artist, accompanied by a lush orchestration.

- "A MAN FOR ALL SEASONS" (2:18) [Columbia 20-6667; 47-6667]

- This track is a timelessly classic ballad with a touching message of love and devotion. Its rich vocals and emotional arrangement make it a moving and memorable listen. It’s a wonderful example of the artist’s skill and versatility as a singer.
A new disk-jockey service was introduced this week by RCA Victor and it should eventually prove to be a big boost for country music. The label is now sending out its "Two-Fers," an EP with 4 complete sides, to all pop and country jocks. The disks are being sent double-sided, and since the label will be saving on costs by doubling up on the records, all the platter spinners will be able to enjoy the service. In this way the pop guys will be able to program the Sacred Harp and the Sacred Leaf at the same time. "Everybody gets everything.

During the week, Reeves guested on local radio and television shows and concluded his California stay on the 28th with an appearance at Marty Landau's "Riverside Ballroom" in Los Angeles. Reeves returned to Nashville for the "Opory" on the 25th, and then left for a series of personal appearances in New York State and New Jersey. "My Lins Are Scaled" continues to ride high in RCA's country charts and the effort begins to climb in the charts. At this point, "According To My Heart" seems to be getting the nod over "Mother Of A Honky Tonk Girl" which he does as a duet with Carol Smith. Hal, exclusive manager for Carl Smith types that on September 16, Carl did his portion of the RCA TV Network Show and never got more by wire and letter than any other show he has participated in this date.

Hal tells us that based on figures released by Columbia Records and the agreement from the phases of country and western music industry, Carl's current record "Before I Met You" and "Wicked Lies" is atop. In fact, for the 14th, both Dona Smith and Jones' new wax-ings have received The Cash Box--"Bullseyes." Jimmy's label "Let The World Tell Me" has gathered a lot of momentum by Wire and letter than any of his records to date.

Carl will start an exclusive tour for a west coast promoter starting Sunday, October 7. This short tour will take him through the northwest and down the west coast and the lower coastal area on the return to Nashville.

TAYLOR & HIS OU-BAD BROS.

SALLY MASSEY

JOE TAYLOR & HIS INDIANA REDBIRDS

Eddie Jack & His Rodeo Ranchers

JOHN JAIL

Country Round Up

The Cash Box

October 6, 1956

BLACOkWOOD BROS.

"It's What's IN THE CASH BOX THAT Counts"
Program for Profit

with both single and E.P. records!

Singles
No modern music system would be complete without a diversified selection of current popular releases. The V-200 provides for programming this kind of music under appropriate classifications... hit tunes, rhythm and blues, folk and western.

E.P.'s
There's a great demand by the public for standard music, too—show tunes, all-time favorites, light classics and varieties. This music is principally available on Extended Play records that require additional playing time.

Program with the Seeburg V-200

The Seeburg V-200 provides the opportunity of featuring both kinds of music—profitably. The Dual Credit System of the V-200 programs singles (hit tunes) at one price and E.P.'s (standards and show tunes) at a proportionately higher price to compensate the operator for the additional time required to play E.P. records.

Seeburg
Dependable Music Systems Since 1902
J. P. Seeburg Corporation
Chicago 22, Illinois

America's Finest and Most Complete Music Systems
WASHINGTON, D. C.—In a recent discussion among labor leaders at a union conference here, shorter work week with same pay was the prime subject. One recommendation was that labor enjoy a long week-end—a three-day binge once a week. This has been much talked about, but none of the men facetiously commented: "Does the American woman want her husband around the house for three consecutive days in the week?" We could make a recommendation—send the poor fellow out to his local tavern where he could while away many hours among his cronies, and at the same time buy economical entertainment on coin operated equipment.

NEW YORK—One of the record promotion men visiting our office this week, upon finding that there are so many things in the news that may or may not be strictly the truth, declared he was walking down Thirty-Fourth Street when a tourist stopped two young girls dressed in blue jeans and asked the way to the Empire State Building. Pointing down the street, one of the girls said: "You can’t miss it. It’s across from the record shop."

DETROIT, Mich.—Among the items operators can look forward to is an increase in the cost of their cars—both regular and trucks. It is predicted that the 1957 models will be upped some 5%—or about $100 on lower priced models, and maybe double on more expensive cars. Overhead continues to increase. We hope the operators are prepared to pay these added expenses with dime play.

WASHINGTON, D. C.—So, you think your equipment costs are high? There’s a possibility that machines might cost more in the near future, regardless of manufacturers' charge. Railroads are asking the Interstate Commerce Commission for increases ranging up to 15 per cent. Last general increase was 6 per cent, effective March 1.

PITTSBURGH, PA.—AN INDICATION OF THINGS TO COME: "Almost all steel products are in the hard-to-get class," reports The New York Times. "The greatest support to the steel industry has been the vast amount of capital goods manufactured along with construction items."

The one great necessity for which the writer has constantly crusaded, in his over 25 years in this industry, has been a "National Public Relations Bureau".

In fact, as all will recall, ever since the very first issue of The Cash Box, this writer has continued to call on the industry to create a "National Public Relations Bureau".

Nor is it necessary, today, to have one central, national source feed the correct public relations material to all the nation’s news media.

Because of the continued and constant growth of local associations through the nation what is most needed is a central public relations source where all could obtain the fuel required to build a better future for themselves in their own individual areas.

Over the years, and as is well known, every time there was a meeting called on the creation of a "National Public Relations Bureau", there were always jealousies openly apparent regarding which territory would obtain the greatest benefit from the efforts of the PRB.

Because of this sectionalized attitude the only thing that can be done, and that can be successfully accomplished, is the creation of a centralized source where the nation’s operators’ associations, as well as individual operators and distributors, can obtain the best PR material for their own unique requirements.

Such a centralized source would serve its subscribers with the kind of PR material which could prove extremely effective. In addition, this central PR agency would also help individuals and associations work out PR plans, gauged on what would prove most effective in their own individual areas, for a very nominal fee.

Such a centralized PRB could be created by the industry’s leaders coming together today and setting up a nationally recognized PR agency to handle the material for all this industry.

Those individual operators, distributors or associations who would subscribe to the service would then have a central source for constant PR material which they could use or not use, according to their needs.

Those who couldn’t afford to subscribe but felt that they, too, needed such PR material, could arrange to obtain it thru one of the leaders of the industry who had been instrumental in creating and maintaining the PR organization for the benefit of all concerned.

Is this, then, too much to expect from the leaders of the industry?

Wouldn’t this be of tremendous benefit to them as well as to all the others in the field?

By arranging for a retainer fee with one of the large, nationally recognized public-relations firms of outstanding reputation and character today, the leaders of the industry would have started the greatest program for the future insurance of their business.

And because they would pay the lion’s share of the retainer amount needed, others could then subscribe at a very nominal fee to receive from this appointed PRB weekly or monthly material which they could find useful in their own territories.

The need for a PRB grows greater by the minute. The leaders of the industry can cover themselves with great honor and glory by helping to formulate such a bureau.

It would definitely be of great worth to their business futures and, especially, of tremendous value to all in the industry.
CHICAGO—For a long time many have proferred the question, "What does the future hold for anyone who enters into this industry?"

Perhaps the leaders of the AFL-CIO have the answer. They are now starting their drive toward the 39 hour work week, their answer to automation, for the same salary that workers now get for what is considered a full week.

These union leaders are of the belief that, by 1961, everyone of the labor contracts they write will be based on a 39 hour, or even less, work week.

That means laboring men and women will have more leisure time, with higher wages, than they have ever had in all history.

What to do with all this leisure time?

This has become a question that many leading firms are now planning to answer.

Some are already at work scheming new products which will make for new types of indoor and outdoor amusements and which will capture a good share of this tremendously profitable market.

Others are of the belief that real estate development is the apex during 1960 to 1961. That working men and women will want to get out into the country where they will be able to more greatly enjoy their extra leisure time at no expense to themselves.

The automobile manufacturers are also planning many plans. Dozens of other large and small factories are already experimenting and developing products to take advantage of this rich future market.

Regardless of what anyone of these noted manufacturers will do, and regardless of what the real estate peoples plan, the industry is bound to profit from this 39 hour work week to a tremendous extent.

Play should now be formulated by many. Even tho in an embryo stage these plans can be developed over the months and years yet to come. Such plans can bring many idea men and inventors in this industry great riches in due time.

What is more important, as well as most apparent, is the fact that the automatic amusements industry, both from the standpoint of indoor and outdoor amusements, has a tremendously glowing future ahead of it.

"The 39 hour work week is a natural for this industry. It will mean that there will be a great increase in the population envisaged for this nation by 1960," said one of America's top population experts, "and there will probably be playing hours for the employees of various kinds than ever before in all the history of this nation."

**Mystery Solved:**

**Chicago Coin Presents New “Miami Shuffle”**

CHICAGO—Ever since publication here regarding the fact that there are an estimated 30 million people in the industry who believe there should be one large and outstanding convention many have since requested The Cash Box to continue to bring this to the forefront for the attention of all the trade.

These men continue to urge one big Chicago Convention. They feel that a large association of the merchandising machine manufacturers will definitely display at such a convention.

They are of the belief that the music and amusements manufacturers will be more than happy to go along with one big show.

The general recommendation is that such a convention be held at the beginning of the year. All hope that this will take place in either January or February of 1957.

As one outstanding coin manufacturer says, "There is no doubt that a convention this January or February, 1957, in Chicago can definitely prove to be the spark that will start the biggest boom business year in all the history of this industry."

"This," he continues, "is not just my personal belief. It is what I have heard from operators and distributors from all over the country. Everyone wants and needs one big Chicago Convention. It's high time that such a demand was noted by the manufacturers. They should come together, if just for display purposes, and arrange for a convention in Chicago."

Nor is he alone in this ery. There are so many, many others of the same opinion that this publication, ever since it started to report on this request for one big Chicago show, has been amazed at the reaction which has resulted in favor of such a showing.

Almost every outstanding member of the industry believes that a convention in Chicago, based on the type of shows of former years, where all the varied equipment of the industry was exhibited at one and the same time, will lead to better business for all the field.

There are some who are most adamant in their statements that the vending machine manufacturers will join in such a show. They believe that the greater majority of the vending machine makers realize that one show, where all ops get together, is important to them.

"At the same time," as one operator says, "remember, we'll have the music and the games manufacturers displaying, right along with the vending machine game who will exhibit and he claims, 'this, in itself, will assure the entire industry that the shows to follow the 1957 convention will grow bigger and bigger each year.'"
Phono Survey Under Way
Will Help to Determine Number of Phonos On Locations Thruout U. S.
Believe National Total Will Show Definite Growth

CHICAGO—The Cash Box' survey is under way to help determine the number of music machines on locations throughout the U.S.

This survey is the result of the controversy at this time regarding whether there are 550,000 or 600,000 or more phonos on locations in the U.S.,

The last time The Cash Box surveyed the field a figure of 550,000 phonos was set for the U.S.

Since then, many are of the firm belief that the industry has grown right along with the increased number of retail locations, shopping centers as well as population growth.

These men are of the opinion that 600,000 music instruments on locations, this include phonos, hideaway and telephone shells, would be closer to correct than the old 550,000 figure.

To settle this, The Cash Box has again started a survey. This will take some months to complete.

Those who feel they would like to join in the survey, prior to receiving material to fill out, can send in the number of juke boxes they know to be in their city, their county and in their state.

All individual reports will be kept strictly confidential.

HOW MANY PHONOS ON LOCATIONS

... IN YOUR CITY?
... IN YOUR COUNTY?
... IN YOUR STATE?

[ PLEASE INSERT NUMBER OF PHONOS IN ABOVE SPACES ACCORDING TO YOUR PRESENT FIGURES ]

THIS IS IMPORTANT

Your estimates will be kept strictly confidential. Reports are to the effect that there are now about 600,000 automatic phonos on locations in the U.S.A. This would show a very definite growth for the industry. Therefore your complete cooperation is requested in this very important matter. Please fill out completely and mail today!

SIGNED
FIRM
ADDRESS
CITY ZONE STATE

.mail today TO:
The Cash Box, 32 W. Randolph St., Chicago I

H. Z. Vending Sets Genco Order Record

CHICAGO—Avron Gensburg, president of Geneo Mfg. & Sales Company, this city, was thrilled this past week when he received his first quantity order from Hymie Zorinsky of H. Z. Vending & Sales Company, Omaha, Neb.

This order, Avron Gensburg informed, was the result of the five state convention in Omaha. It was a record breaking order as far as Genco was concerned for any first meeting or convention.

Avron stated, "Our sales representative, Al Warren, had informed us that both Hymie Zorinsky and his son, Eddie, were concentrating on our 'State Fair Rifle Gallery' at the five state convention in Omaha."

"But," he added, "we had expected so marvelous an order from Hymie and Eddie."

"It's a real thrill," Gensburg said, "to have a brand new distributor, who has been with us only a few short weeks, send in such a fine order for equipment.

"It proves to us that H. Z. Vending & Sales Company are definitely leaders in their area. They were right to work on our 'State Fair' and if orders they took at the Omaha convention, plus the excellent sales men obtained, added up to one of the most outstanding orders we've ever received."

Gensburg also advised that from the first day that H. Z. Vending & Sales were appointed distributors for Geneo, telephone orders continued to come into the factory.

"Yet," stated Avron Gensburg, "we never dreamed that Hymie and Eddie Zorinsky would exceed so much effort that they would break an order record for our factory.

"They certainly have our respect and commendation as one of the country's outstanding distributors."

All Divisions of Coinbiz Perk Up
Fall Season Starts Off With Lots of Hustle and Fast Sales Action

CHICAGO—There is more optimism and enthusiasm throughout this area than has been apparent for some weeks.

This is due to the fact, most claim, that the business has perked up tremendously with the official opening of the Fall season.

Some jobbers and distributors state that they are enjoying a very busy and growing business, not only locally, but from all over the area.

Said one noted distributor, "The pickup we are enjoying in business covers all divisions of the business.

"We are getting just as much action for games and merchandisers as we are for music."

"It's truly gratifying to find the operators intent on getting the latest and best products out on their locations and starting the season off with new business deals."

Another distributor claims, "This is going to be one of the biggest and best fall seasons.

"The reason I say this," he explains, "is due to the fact that we are already enjoying more business than we ever believed would result so early in the season.

"What's more", he says, "we are being backed with export orders and all this, in addition to the new machines we are selling, along with reconditioned equipment sales, is booming business for us."

Operators, too, report "a general pick up" all down the line. They state that locations are showing better action than was ever expected so early in the season.

Vending machine men believe that they are in for their greatest year.

Some of the best known factories here are planning to produce newlines. Announcements will soon follow as to how the merchandisers they intend to produce.

The games business continues to capture major interest. Demand bigger than for any other products. The fast games action seems to have become even bigger.

There are many who predict that this can prove the greatest fall and winter season for the games business, provided the manufacturers present the proper equipment.

Music is continuing on ahead. Demand for late used models is exceeding anything ever known to the field.

Even the older models are now in demand. This is, in the main, created by various world markets as well as by the domestic market.

NEW POOL GAMES!
LATEST MODELS!

$125

1-Jumbo Size Light-up Bumpers
2-Three-Hole Plier
3-Levelmatic Adjusters
4-Finest Materials and Workmanship
5—By Leading Manufacturer

COIN MACHINE EXCHANGE, INC.

"It's What's in THE CASH BOX That Counts"
Williams Names Three New European Distributors

Stern, executive vice-president and general manager of Williams Manufacturing Company, this city, announced as well as an appointment, three new distributors in the European market.

These are Schreiber & Lazzaroni of the Comet firm of Torino, Italy, whose address is Corso Tortona No. 7 in Torino, who have been given the franchise for exclusive distribution of Williams’ products in all of Italy.

Curt Fjellstrom of Ahata Handels Aktiebolag, Vanadisplan No. 5, Stockholm, Sweden, has been given the exclusive distribution for all Williams’ products in the Scandinavian countries.

Marcel Luca of Tosjeux et Novantaessa, 29 Rue De Lausanne, Geneva, Switzerland, has been granted exclusive distribution for that country.

“October 285. AMI’s spot is just a novelty, in fine shape and results are stimulating. Redd reports. Another big one expected is Exhibit’s new “Jungle Gun,” on the way and figured to have boff potential for the New England area. . . . At Associated Amusements (Rock-Ola), Ed Raftery back from southern territory sales trip, Ed and Dick Mandell, general manager, are making all out plans for a gala showing for the new Rock-Ola ‘200’ phono when it is unveiled at which radio, tv and niter trays will be featured. New United ‘Brazil’ is big favorite of ops here. Ed reports he has been mulled over an idea to install a one-stop at his new huge Road plant in Allston. . . . At Atlas Distributors (AMI), Louis Blatt back from road trip through southern New England where he reports reception for AMI’s “G-200” is big. Brother Barney Blatt concentrating on Fall and Winter merchandising plans and seeing that no new country ops are set with supplies for the cold. At The Pacific Sales Corp. (Seeburg) activity for the upcoming season is heavy with many ops coming in from the northern New England states for Fall and Winter buying. Foreign shipments are increasing here and demand from Europe is reported growing further. Used equipment is in great demand for export and New England trade-people do stand in position to help out there with some unexpected load. A Seeburg salesman is doing a tremendous job in many bids out on international deals. . . . Genco’s “State Fair” gun still a big seller here and “Lord’s Prayer” is still continuing in heavy demand after being in the No. 1 spot all summer long. . . . Among ops clocked in on distrib visits this week were: Al Dugas, Jr.; Charlie; Ray Shearer; Comstock; Ray Paine; Franklin; Blinn; Smolens; Southbridge; George, Hapfrenetta; Pete Shippee; Springfield; Harry Desh-owit; Chelsea; Sol Taube, Manchester, N.H.; Cy Jacobs, Boston; Ralph Lackey, West Roxbury; Bill Hamel, Concord, N.H.; Bill Arrison, Chester Vt.; Oscar Pratt, Manchester, N.H.; Ross McMillan, Lowell; Sid Wolfarth, Newton; Elmer Laughton, Your Beuch; Me.; Bill Lang, Fairlee, Vt.; Ed Dicey, Caribou, Me.; Martin Oliver, Portland, Me.; Dave Baker, Arlington; Luke Levine, Newton; Phi Schwartz, Brookline; Al Dolins, Hyannis, Boston is heavy with diskers: Jones Boys current at Blinstrub’s, Johnny Desmond coming in Oct. . . . Todd King set for the midwest; wherever; The queen of the Patti Page, Teresa Brewer, Guy Lombardo, Harvey Belafonte, all booked for dates at Blinstrub’s . . . Ruthie Shapiro back in town after a long distance road trip on the road in west in behalf of Jeni James, Elaine Rodgeres, Frankie Laine; Bud Shank Quintet and Chuck Conner at Storyville.

Guns Boom Again

Chicago — The guns are booming all over again. Leading manufacturers are redying production schedules to handle new runs of new guns. This all came about with the success of Genco Manufacturing & Sales Company’s latest achievement, “State Fair Rifle Gallery,” which clicked nationwide in the past three months.

The manufacturers report that they have guns on test locations and were preparing to get into production, the fact remaining that the young man who captures the Genco factory, came out first and have been on the market for some weeks now without any slowing down production, as they are selling.

The fact is that this firm have been on a six day work week in an effort to fill the orders which they have and are receiving.

From all present indications this gun will prove one of the best selling products Genco has yet produced.

In the meantime it is expected that other guns will be announced from week to week with entirely new features, all still based on the fascination and thrill the public enjoys shooting at unusual targets.

The trade can continue to expect new innovations in guns for years to come.

The success of these dates far, far back to the days of rifle galleries at the Victorian era arcades.

The guns have their aficionados among the most attractive product producers as far as the public is concerned. It seems that grandchildren still thrill to guns.

And while grandpa shot live bullets, the kids of today, as well as the oldsters, get just as much thrill with the electronic shots of the new, more attractive, better built rifle galleries now being produced. Guns boom again.
Through The Coin Chute

CALIFORNIA CLIPPINGS

Business along Pico last week continued at a steady pace with phonograph dealers and coin-op machines and new breaking records keeping things moving. The demand continues for all types of used equipment. Hank Tronick returned to Genco’s main office after a trip through the territory. In Hank’s absence, Roy Prevener held down the fort. Hank says that there are more inquiries and sales on the new Rock-Ola 200 at Int’l Caterers’ Exposition in Frankfurt, Germany for next year. The 50 Foot Display for Entire Week of This Exposition, September 30 to October 6.

The on a split second schedule, Adickes reported that he wasn’t worried as to the time element. He stated that the international planes are very reliable. He is sure, even the he was leaving Chicago at the very last moment, he will be in Frankfurt in time to attend the opening of the exposition and note the first reaction to the new games which he will have on display as well as, most important, to the new Rock-Ola “200” selection high fidelity phonograph.

Adickes, “Never have I been more enthusiastic over any phonograph. The new Rock-Ola is sure to prove itself in the international music machine throughput Europe. I firmly believe that it will outsell all phonographs of the inside margin.”

Adickes stops in New York for one day to visit with his friends, Bill Rabon, President of International Mutoscope Corporation and continues his flight that same evening to Frankfurt.

A.B.T. CHALLENGER

Target
Pistol
1956
Model

A.B.T. Rifle Sport Gallery
Kicker & Catcher

A.B.T. Guesser Scale
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WILL PAY TOP DOLLAR

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

Big Rock-Ola Europe Show


By THE INTERNATIONAL MUSICAL MACHINES

CHICAGO—Alfred W. Adickes of the Nova Appurate Gesellschaft, Hamburg, Germany, who has been visiting here with various manufacturers his firm represents in the European market, was so tremendously enthused over the new Rock-Ola “200” when it was shown to him, that he arranged for immediate air shipment of these phonographs to Frankfurt, Germany. “The reason”, Adickes reported, “is because we shall feature the new Rock-Ola “200” selection phonograph in our 50 foot display booths at the International Caterers’ Exposition in Frankfurt.”

“This exposition starts on September 30, I shall fly back from Chicago just in time to set up our new Rock-Ola phonographs and will be on display at the booths which we have taken.”

Adickes is tremendously enthused over the new Rock-Ola “200”. He believes that this exhibition, which the firm uses to popularize its equipment with the various tavern owners and other entertainers, will be the best news of the Rock-Ola all over the European market.

“We make no sales at this exposition”, Adickes reported. “It is strictly for the tavern and restaurant owners and others who come to the exposition to familiarize themselves with our phonographs, and to popularize the equipment we sell to operators in Europe.”

CIAA Aims For 100% Support To Attain Goals

CHICAGO—This past week’s meeting of the Chicago International Association at the Pine Room of the Congress Hotel (Tuesday, September 10th) stressed the need for full cooperation and support in attaining security for each individual member.

Sam Greenberg, president of the organization, stated: “I want to stress that few members who are not giving their complete support to CIAA. These few are taking benefits without the smallest amount of money to continue the progressive efforts of the association, giving no return in the form of the copyright interests to the financial support.”

It was decided that at the next meeting that any who are in good standing will be made known. Those who have not paid up their dues will have their membership dropped from the membership.

Dave Broyde, treasurer of the organization, spoke about the benefits of CIAA if all will pull together as one unit. He pointed out that each member is like a stick that can be easily bent or broken. But tied together as a unit, with mutual interests and the individual can contribute his help and then become a big factor himself and the industry as a whole.

Attorney Milton (Ted) Raynor told of the main points about patents and of future plans that will bring about a sense of security concerning the future operation of licensed games in the city of Chicago.

Only 15 members attended this meeting. Several plans were introduced and discussed that would contribute to future growth.

At the conclusion of the meeting, refreshments were served through the courtesy of Sam Lewis of Exhibit Supply Company.

CALL

WORLD WIDE

Local 31

CALL

Phone: 845-405-2300

2330 N. Western Ave.
Last Sunday the Amusement Machines Association of Philadelphia, Inc., held its 27th Anniversary Banquet at the Latin Casino at which it had a sell-out crowd of 623 operators, families and friends, distributors, and other representa-
tives. Joe Silverman, business manager of the association advises that over 500 requests for tickets had to be denied inasmuch as they couldn't handle a crowd of those proportions. It was a wonderful party—arranged with great foresight as to entertainment, food and drinks. Silverman presented gifts to the entire board of directors and officers—and was in turn paid an over-
vowing tribute by President Sam Koeppel.

A spirit of optimism prevailed all along the street as everyone stated they were doing greatly increased business in both domestic and export markets. And to lighten the atmosphere excited talk centered around the torrid pennant race that Brooklyn and Milwaukee were engaged in. The end of their final week... Harry and Hyman Koeppel, Koeppel Distributing, busy getting machines ready for delivery. The Koepels advise that they will have to move by early next year as they have received notice that a block of buildings will be torn down to make way for a parking lot. Fortunately the Koepels already have another spot directly across the street from which they can conduct their business. As always the Koepels are looking for late model phonographs... Seen on the street were Tom Greco, Glasco, New York; Mrs. Gertrude Brown, Beacon, N. Y.; Elmer Rowe, Troy, N. Y.; Si Silverstein and Harold Rosenberg, Peekskill operator of United Games Co... Morris Rood, Runyon Sales, will take his wife on a belated honeymoon to Niagara Falls this week. In a couple of months the Roods will have been married fifteen years and Morris says it's time they got to see the big scenic "honeymoon" spot. They will also visit Canada and the new England states. Irv (Kempy) Kemper ou covering the Connecticut ter-
ritory for Runyon, called in to Rood while we were in the office and reported business good. Rood also states that the AMI "C-2000" phonograph and Warhol's "De-
luke ABC Bowler" have been selling steadily and in great numbers.

Al Simon, Albert Simon, Inc., looking on at Al D'Inzello, his right-hand man, demonstrates the new Chicago Coin "Miami Shuffle." A crowd of visit-
ning operators stood around with desiring to see, exchanging comments and sharing questions. Simon says the interest has been keen since he got the sample into his place and that the first delivery, still to arrive, has already been overs-
sold... Mike Manes of activity. Mike's view of the usual has been unusually busy keeping up with export orders. Brother Joe Manes is hard at work trying to use up the parts department... Delivered the three dozen machines yesterday to both the New York and Long Island Centennial parties through the pictures taken by Joe Young, Distribut-
ingg. Apparently Young is quite a hanger-on. He is the only one of the pictures was of contest winning caliber. Some of the scenes taken of the Niagara Falls were like picture postcards. Irv Holzman tells us that the Farlttner Fifty cent coin slot has been a big hit... Those who have installed them on location report unbelievable jumps in collections. Holzman further stated that the coin slot model "2000" has been doing a steady business ever since it was introduced. They're shipping "G-2000" machines as fast as they arrive at the shop. Abe Lipsky out covering the West-
chester trade... Meyer Parkoff, Atlantic New York Corp., out also seeing trade. Murray have advised that the Seaberg "V-200" has been doing a socko business in both the domestic and export markets... Operators making their plans to attend the Music Operators of New York annual dinner set for October 20 at the Waldorf-Astoria. The many New York out-of-town operators are also planning to attend the New York State Operators Guild affair at the U. S. Hotel Thayer, West Point, N. Y. on November 17.
Success of regional conventions has led to talk of one big Chicago Convention, and Jim Albert, who remembers huge crowds and big business sales in the old days now propose that Vender, Music and Amusement factories join together to attract greatest possible attendance. They believe one big Ch. convention will start 57 on way toward best year in history. Some vender reps reported receptive to this suggestion. . . . Sam Stern of Williams announces appointment of three new districts in Italy, Sweden and Switzerland. More to be announced as they become official. Art Weind, returned from 5-States Convention in Omaha last Sunday. "My whole gang was worried about me," said. "Meaning attractive wife Kaye and three enthusiastic kids. . . . Bill O'Donnell, Bally, advises "Business simply terrific and everything fine." With several new products coming out of United, Bill DeSelm has to stay close to the phone. Al Twelke, through with traveling for awhile, reporting himself to the engineering dept.

Al Stern, World Wide, working hard on big charity affair for Edge-water Hospital at Palmer House on Oct. 26. Son Joel looked just about ready, willing and eager to take the plunge Sept. 30 and assume the responsibilities of marital bliss. Various informants around town say "The Cash Box" on a job well done and done fast.

AL ADICKES of Nova Apparate Gesellschaft, Hamburg, Germany, doing the finest job of all European distributors. Al's been in Chicago and so busy he's Chance to relax. . . . Chilson's Ed Levin seen having dinner with "General" Irv Blumenfeld at Fritzels'. . . . Art Garvey at Bally this past week, but due to leave in a week or so on another long trip. . . . Overheard in First's "Shack & Coffee Room" one lunch hour: "This outfit sure makes you feel at home," Which makes hosts Joe Kline, Wally Finke, Fred Kline, Sam Mace, John Geller, Marvin Rosenberg puff with pleasure. . . . Bernie Reichel, El Paso, Tex. in town visiting Paul Huesch at the husky Keeley factory. . . . Harry Salat advises that Paul Golden, La Ru Novelty, convalves in Edge-water district. . . . Thanks to W. H. "Sandy" Crane of A.B.C., San Antonio, for letter complimenting The Cash Box on a job well done and done fast.

The A1 Wanda seen around town impressed with regional meet in Omaha. "It's informative and productive to meet people on their own ground," stated Alvin. "You learn things like local problems and needs, and now you can approach them better for business." Sol Gottlieb attended the 25th anniversary gala of Amusement Machine Assn. of Phila. He's back with Dave and Nate this week at the Gottlieb plant, where the games keep rolling along. . . . George D. Sart, Hotel Keeper (The Saxony, Miami Beach), Banker (Exchange Nat'l Bank, Chicago) and Financier, phones in, to make "I'm a member of the 20 Year Club. I've been in the business over 20 Years. It's still my baby." . . . Phil Weinberg back in Texas after several days at the Bally plant in SA. Lawn signs planning to attend school of Las Vegas. In "order," he declared, "to cope with a growing pile of correspondence in Spanish, Italian, German, French and many others." . . . Sam Lewis at Exhibit entertaining. Al Adickes Hamburg, is ready to contact Mike Cherry of University Coin, Columbus, O. "They left all enthused over our forthcoming game," said Sam. "And very much impressed," he added, "with several other new products.

The A1 Wanda seen around town for the new "200" phone. Dave Rockola, Wayne Bradley, Les Riek, Ed Ristau and Kurt Kleeber reportedly working day and night to keep district organized so as to be able to handle the big plant humming. . . . Empire's Gil Elliott eagerly expecting several new "hot" games from United in the very near future. Joe Robbins away for a long weekend, a 'hun'tic ducks up Stude. Marie way. Leaving Jack Burns and Roy Hohbem scoutin' around to keep sales up. . . . Jim Ferrell, Ed Crews, St. Louis, seen up and down town shopping for better games. Jim is also a "builder of better games". National, But busier still was Vi McCarthy, the Export Queen. . . . Bally's Herb Jones seen putting in some extra hard work on next issue of "Bally-Whoo!" in the extra colors. . . . Atlas Nate Feinestine out in the territory this past week with Bill Phillips, visiting Peoria, Tri-Cities and Galesburg.

Wayne Bradfield.

Wayne Bradfield.

Wayne Bradfield.

WYNE BRADFIELD

ARTHUR WEIND.

AL ADICKES.

AL STERN.

AL STERN.
5 States Meet Clicks With Ops

Over 200 Meet in Omaha for 2 Days. See Displays of Mfrs. and Distrs. Listen to Speakers. Hold Forums. Local TV Station Features News and Films of Meet

OMAHA, NEBR.—What may be the beginning of regional meetings on coin and game ops in various sections of the nation was successfully started here this past weekend (Saturday and Sunday, September 22 and 23) at the exclusive Blackstone Hotel this city by the Music Guild of Nebraska.

This Nebraska music operators organization invited four other states to participate in the regional meeting. Present were leaders from Iowa, Missouri, South and North Dakota.

Over 200 men and women were present, and discussions in the meeting were heard by the various distributors in this area. Also met with manufacturers and their representatives. Listened to speeches by well known leaders of the industry. Held open forums. Received news on new variety of a very favorable nature.

The local TV station took films which were shown that same evening at the closing banquet of the meeting Saturday, Sept. 23 at a point to view over their coffee.

AMI, Inc., Grand Rapids, Mich., sent its full color public relations film which everyone at the meeting enjoyed and found tremendously outstanding.

Bill Gersh, publisher of The Cash Box, spoke on public relations. This is the third time he has spoken in this city and the favorable speeches by well known distributors on the topic of public relations.

George A. Miller, president of MOA (Manufacturers Operators of America) spoke on MOA and also on public relations.

Sidney H. Levine, attorney for MOA, spoke on the ARCAP bills and also why all operators present should join MOA to be able to continue the development of the industry and the benefits accruing to such bills as ACAP present each year.

Among the manufacturers and their representatives present were: Alvin Gottlieb of D. Gottlieb & Co., Chicago.
Bill DeSelm of United Manufacturing Co., Chicago.
J. A. Weiland of Williams Manufacturing Co., Chicago.
Al Warren of Genco Mfg., & Sales Co., Chicago.
Les Fleck and Frank Schultz of Rock-Ola Manufacturing Corp., Chicago.

Among the distributors present were: Harold Lieberman, Lou Rubin and Jerry Harris of Lieberman Music Co., Chicago.
David Z. Vending & Sales Co.; Phil Moss and Wayne Merrill of Allied Coin, Chicago.
Harold M. Berg of W. B. Distributing Co.; Carl Hoelsel, Irwin Weiler, Jack and Leo Ullman of Pontier of Uni-Con Distributing Co.

Ted Nichols and Howard Ellis of the Music Guild of Nebraska were con- tested to the present for doing a marvelous job getting the men together and working as hard as they did to make this first state regional meeting as successful as it was for the first such regional convention yet attempted.

Distributors and manufacturers present advised that they did “some nice business” at this convention. Operators present advised that they had enjoyed themselves and they believed more such meets should be held.

From every standpoint this first successful meeting in the beginning of five states, was considered a very highly successful convention.

Export Demand Grows

CHICAGO—World markets are continuing to demand all late model used games and phonographs for which there is a demand has not slackened for even an instant. The fact that this past summer many distributors placed on the U.S. export market a tremendous amount of goods, a belief, would be unwarranted at this stage of the export stage would be somewhat satiated.

The world market continues to grow. It is greater today, leading distributors report, than it ever was. Nor do they believe there will be any slowdown in view of the fact that the world markets and chances have grown scarcer than ever. In fact, they say, the world is, today, al- ready to buy to the extent of almost any quantity.

The result has been to perk up sales of older models. As long as these older machines are attractive priced and guaranteed in working condition, importers are now calling for them to help fill the orders they have on hand.

Some of the older model machines, whether games or phonographs, are just as outstanding as are the later models.

The only point here is that if these machines are received in sufficient quantity there may be more repairs required and this, in turn, cuts the profit of the conscientious distributor who wants to build his export business by shipping carefully repaired and reconditioned equipment.

Many leading distributors have created new methods of reconditioning for the world markets. They are completely trusted to the extent of having to know that the machines they will be shipped will meet their requirements as well as fulfill any promises made regarding their general appearance and mechanical condition.

Further repatriations of this nature result in continued business from the world markets. Those distributors who have worked hard to gain such outstanding reputations, for merchandise equal or better than what they claimed are, today, profiting from the continued growing demand for all types of used machines.

Some U.S. distributors have also created new merchandising reconditioning lines for their world market shipments. These lines completely revamp cabinets as well as renew mechanisms. The result is that the distributors have a continuous flow of good business at prices to match the type of reconditioning work they are doing.

It is this type of distributor who has helped boost the export business the country is enjoying at this time. Other distributors who haven’t given as much time to the export shipments they made had best learn from these men.

Those who do not work intensively hard to cultivate and develop their export business just won’t last very long in the world market. Their reputations are at stake with each shipment they make. The word spreads quickly in any country where an importer has been shipped inferior merchandise and further business with such exporters is rapidly curtailed.

No Omaha Pics

OMAHA, NEBR.—While attending the five states convention here with Mrs. Miller, George A. Miller, president of MOA, called the executive board meeting Monday, Sept. 24.

Members of the MOA executive board present at the convention were: Mr. and Mrs. George A. Miller, of Chicago; Sidney H. Levine, of New York; Donald Voisin, III; J. Harry Stoddard of Albuquerque, N. Mex., and Gordon Stout of Pferre, S. D.

Miller announced that the executive board would meet at 10:30 A.M. on Monday morning and that the subject up for discussion was of great importance to MOA.

MOA Executive Board Holds Omaha Meet

CHICAGO—Pictures taken at the five states convention by a local photographer who attended the annual meeting of The Cash Box and which were intended for publication in this week’s issue never arrived.

Investigation among Omaha coin collectors failed to find anyone being able to locate the photographer.

Therefore, those may have been included at not at all the picture here, will have to forgive this omission. They may not arrive even up to closing minute.

็ด Export Demand Grows

United Presents "Brazil" New In-Line Game

CHICAGO—Bill DeSelm, sales manager of United Manufacturing Company, this city, reported this past week that sales of his new in-line game “Brazil” are already going on.

“Our distributing organization is highly enthusiastic about the new features that make ‘Brazil’ one of the greatest money makers we have ever delivered,” DeSelm commented.

The new build-up selection feature is the most enticing and suspenseful innovation ever incorporated into an in-line game to stimulate play.

“Arrows flash to light ‘Select-A-Row.’ Player then gets a tantalizing choice of 3 spot numbers, with up to 15 numbers to select from.”

“In addition to this intriguing action,” continued DeSelm, “Brazil” offers new “4-Corners Score” for 5-in-line, 4th and 5th ball selections, 1 and 6 ball selections, as well as a 7 ball extra ball, plus many other thrilling features that have become standard equipment on United games.

“Those operators want in an in-line game is provided for them in ‘Brazil’,” concluded DeSelm. “All he has to do to convince himself that he has the year’s outstanding profit producer is go to his nearest United distributor and play the game just once.”

It’s What’s in THE CASH BOX That Counts!"
PHILADELPHIA — The Amusement Machines Association of Philadelphia, Inc., this city, held its 27th Anniversary Banquet last Sunday, September 23, at the Latin Casino.

Joseph Silverman, business manager of the association, advised that 625 operators, families, friends, as well as local distributors and out of town co-workers attended. Silverman also stated that over 500 requests for tickets were refused inasmuch as the Latin Casino was unable to accommodate them.

The evening was dedicated to fun and relaxation, and was only briefly interrupted when Silverman presented gifts to the officers and board of directors. Silverman was in turn surprised when Sam Stern, president, presented him with a plaque, honoring him for his devoted service to the organization.

Among those who attended were out of town factory representatives Sol Gottlieb, D. Gottlieb & Company; Jack Gordon, J. P. Seeburg Corporation; George Van Nattan, Auto Photo Company; and Arthur Daddi, AMI, Incorporated.

Most of the Philadelphia city officials were invited and attended, among them Deputy Mayor Joe Galgian, the district attorney and the City Commissioners.

Representing out of town coin machine associations were the officers of the Norristown Association and the South Camden New Jersey Operator's Association.

The Cash Box
Jack Firestone Heads Mutoscope Games Division

NEW YORK, September 27—William Rabkin, International Mutoscope Corporation president, announced today the appointment of Jack Firestone as head of the firm's games division. This is in line with Mutoscope's general expansion program in its game as well as vending divisions to increase the firm's activities in the development and production of new equipment.

Jack Firestone is a well-known designer and inventor with many successful coin operated machines to his credit. He has been associated with this industry for a long time and for years, up until the untimely death of Max Levine, was technical director of Scientific Machine Corporation.

"We are pleased to have Jack with us again," said Rabkin. "His joining us now is actually in the nature of a homecoming for he was a member of the Mutoscope family earlier in his career. The combination of his experienced craftsmanship and the facilities available here should prove a happy one for us and our customers." William Rabkin is now rounding for a business trip which will probably take him right across the nation. It has been some time since he has visited in person with his many distributor friends and he is planning on seeing as many of them as possible.

Currently Mutoscope is enjoying a very successful run on the Lord's Prayer Vendor which is scoring large grosses on location. Other new machines are on the way.

United Introduces New "Pirate Gun"

CHICAGO—John Casola, field representative of United Manufacturing Company, this city, announced this past week that the firm's new rifle game "Pirate Gun" is now being shipped to its distributors.

"The fast, thrilling action that have made past United guns great," declared Casola, "is only part of 'Pirate Gun's' appeal to players everywhere. The rifle game has the famous Bonus Time feature and a variety of moving, as well as stationary targets. Scenery is colorful, attractive and inviting.

"Speed makes this gun most profitable for operators," continued Casola. "In 'Pirate Gun', the player can shoot all targets in 20 seconds. Those who want to shoot and then collect the bonus score may take up to 40 seconds per game."

The accurate sighting system developed by United in the target mechanism provides a positive feel every shooter strives to acquire.

The United slug rejector coin chute is standard equipment. Easily accessible cash box is another feature operators like.

"We feel confident," concluded Casola, "that one exciting 20 second trial of 'Pirate Gun' will definitely convince every operator that we have a sure-fire winner. They can try it out now at any United distributor,"

1340-50 N. KOSTNER AVE., CHICAGO 51, ILL.

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AUTO RACE

Featuring...
THE SPEED OF THE INDIANAPOLIS "500"
THE ACTION AND THRILLS OF THE FRENCH "LE MANS"

Up to Six Complete Races Per Game
- 3 Cars Compete for Winning Honors
- Cars Finishing Race Light Holes for Specials
- Pop Bumpers Light for Super High Score
- When Cars Line-up After Race has Started

See AUTO RACE at Your Distributor NOW!

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PRODUCTS OF CONSISTENT DEPENDABILITY

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"It's What's in THE CASH BOX That Counts"
Wurlitzer Service School Held in South Bend

**Chi Bowling News**

CHICAGO — Western Automatic took all three games from Mercury Records. Bill Nyland's 409 was high for Western and Mel Jones was high for Mercury with 434. M. S. won two from Coven. Lowell Scott was high for M. S. with 430. Chet Meyers' 418 was high for Coven. Gallette swept three from ABC #2. Robert Holl was high scorer for Gallette with 464. Irv Cairo's 446 was high for ABC. Singer also made a clean sweep from Atlas. Harry Julian's 508 and Al Gienko's 501 were high for Singer. Vic Jacinto came through for Atlas with a 362 score.

Coral Records won two from Star Music. Rudy Zelling was high for Coral with 506. Myrtle Sochacki showed up the men on Star and came through with a 403 which was also high for women. Paschke's Photo took two from Galgano. Carl Pries and Bob Gallet were high for Paschke with an identical score of 460. Ed Peske's 521, Charlie Ales's 512 and Tony Galgano's 505 were high for Galgano. B&B won all three from ABC #1. Marino Pieroni was high for men.
WANT—Seeberg B’s. DAVE LOWY, 592 TENTH AVE., NEW YORK, N. Y. (Tel.: Coftenicker 4-5100).

WANT—Bally ABC Bowlers, new or used—for cash or will trade for Brunswick or 15 Ball Tables. MONACO COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. (Tel.: Superior 1-6600).

WANT—Your used or surplus records all speeds, 45’s or 78’s. We buy all year round and pay top prices. No lot too large or too small. No more than 10% blues. We pay freight. WRITE 2029 S. MAIN STREET, PROVIDENCE, R. I. (Tel.: Union 1-7500).

WANT—Photographs 45 RPM, Bally Bingo Games, for resale. Quote condition and lowest cash prices. HASTINGS DISTRIBUTING CORP., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISC. (Tel.: Blue mound 5-6700).

WANT—To Trade Five United ABC Bingos and Two Gottlieb Bowlette Games for Seven Mills or Rock-Ola Low-Ball Sets. CASEY JONES & CO., 332 SO. JENNINGS AVE., FORT WORTH 4, TEXAS.

WANT—Used records, 45’s or 78’s. All types—Pop, Hillbilly, Blues. We buy your round, any quantity. We can provide shipping cartons if needed. WRITE 310 E. LAKE ST., CHICAGO 1, ILLINOIS.

WANT—AMI 120 Phonographs, Hide-awl Away Wall Box. WRITE 320 E. LAKE ST., CHICAGO 10, ILLINOIS. (Tel.: ELMONT 5-2831).

WANT—AMI 80, 120 Selection Wall Boxes. Cash Waiting. MILLER-NEWMARK DISTRIBUTING CORP., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH. (Tel.: 9-6362—9-6047).

WANT — Literature on any type of coin machine — Merchandising, Amusement, Skill, Rides, Music—anything that takes a coin for any purpose. WRITE ENTERPRISES, INC. AND ASSOCIATES, 20-22 CUNNINGHAM AVE., GLENS FALLS, N.Y.

WANT—United Regulations and Bally ABC Bowlers for cash. Also Bowling games for Bingos or Pool Tables. CLEVELAND BINGO MACHINE CO., 2093 LINCOLN PARKWAY, CLEVELAND 15, OHIO. (Tel.: Tower 1-6715).

WANT—Highest cash prices paid in Middle West for Beach Beauties, Bowldows, Night Clubs and Big Times. Also Bowlling games with flashing lights, T & L DISTRIBUTING CORP., 1600 CLEVELAND PARKWAY, CINCINNATI 14, OHIO. (Tel.: Main 1-4751).

WANT—Kiddle Rides and Arcade Machines. Must Be In A-1 Shape, State Price and Condition in first letter. RELIABLE COIN MACHINE INC., 184 WINDSOR STREET, HARTFORD, CONN. (Tel.: Chapel 4-9560)

WANT—Used regulation Pool Tables. All makes. State quantity and price in first letter. GEORGE PONDER CO., 608-609 W. RONON ST., NEWARK, N. J. (Tel.: Bigelow 3-7242).

WANT—Route wanted, Will pay cash for large route — music — games — rides — midget movies. All information — Confidence. ANONYMOUS BOX 364, c/o THE CASH BOX, 26 W. 47TH ST., NEW YORK 36, N. Y.

FOR SALE—Finest quality Plexiglas Pool Cues, 83 ea. Cheaper by the dozen—only $27.50. Send check in full to: SHERIDON SALES, INC., 881 MAIN ST., BUFFALO, N. Y. (Tel.: Lincoln 9106).

FOR SALE—Gypsy Queen, $170; Happy Days, $75; Twin Bill, $175; Four Bells, $160; Duette, $252; Stage Coach, $170; Chinatown, $55; Shindig, $90; League Bowler, $95; Olympic, $45; Frolics, $40; STAR NO STU CO, 1815 EULTON RD., N. CANTON, 9, OHIO.

FOR SALE—Non-warp Phy-Flex custom built Fibre-Glass Cues. Precisely aligned, one piece construction giving accuracy, indestructibility. Won't warp, shatter, split. Fully guaranteed for normal usage and workmanship, defective materials, breakage in normal use for one year. SEA COAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH, N. J. (Tel.: Bigelow 8-5245).

FOR SALE—Records!!! Se over wholesale, any label. Free title strips. Quick service. New accounts, token deposit with order. We also purchase surplus records new unused only. RAY MAVER SALES CO., 550-570 S. MAIACA AVENUE, JAMAICA 32, N. Y. Tel: Olympic 4-0120, 4013.

FOR SALE—United and Chicago Coin Shufflers, 10th Frame and Drop Sets—Heat; Waltrip 1500’s; 1400’s; 1250’s, 1015’s; all type Bingos; Coin Hunt, as is or shopped. CANYON STATE DIST. CO., 301 E. 75h, TUCSON, ARIZONA. (Tel.: 3-8688).

FOR SALE—Hi-Speed Super Fast Shuff Ballode wax, 24 one-armed cam boxes, $85 each. All Texas. Sold on money back guarantees. For information contact: B. W. ILICH, Chicagoland, Inc. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Slote Tops for Pool Tables; Fibre Glass Cue Sticks; "300" Shuffle Alleys with authentic scoring. Also factory reconditioned Shuff board海滨, Illuminated Tournament Kits; Guns; Arcade Equipment. Write for lowest prices. WEST SIDE DIST. CORP., 612 TENTH AVE., NEW YORK, N. Y.

FOR SALE—Used machines of all models, as is and shopped and ready for location. AUTOMATIC MUSIC DISTRIBUTORS, INC., 906 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel.: Forest 5-3456).


FOR SALE—Can you afford 92¢ per week to get ahead and stay ahead of all competition? For only 92¢ per week you can have a 40-word ad in this section plus a flier for 1 year’s (52 weeks) subscription to The Cash Box “The Bible of the Coin Machine Industry.” Send your ad copy by July 1st of current year to: THE CASH BOX, 26 W. 47TH ST. NEW YORK 36, N.Y. (Phone JU 6-2640).

FOR SALE—1000 Black Hawk Punch Boards 5c, 10c and 25c—make me an offer with references. 304 S. 1416 SOUTH CALHOUN STREET, FT. WAYNE, IND. (Tel.: Eastbrook 3006).

FOR SALE—10 Miami Beach’s, $230 each, as have been shipped and are in A-1 condition. LEWIS & FOLLET MUSIC CO., 180 SOUTH HOWARD ST., SPokane, WASH. (Tel.: MA 3585).

FOR SALE—Ready For Location. Starlet, $425; Caravan, $495; Gayet, $1250; Big Time, $1325; Duke 41, $95; Palm Springs, $125; Miami Beach, $295; Safari, $75; Phones, $175; Wolf, $125; Hillbilly Coin Feature, $225; Chicago Coin Criss Cross, $175; Chicago Coin Triple Score, $150; Bally Champ, $250; Bally Jet, $225; Keeney Century, $150; Brand New Pool Tables: United All Models; Write for prices. Headquarters for Kiddie Rides. AS- SISTANT SELLER, 295 SOUTH, BAY RUGG DR., BOSTON, ALLSTON 501, MASSACHUSETTS. (Tel.: Sta- dium 2-1041-1-2).

FOR SALE—3W1 Chrome Seeburg Wall Boxes. Call Collect for volume prices. DAVIS DISTRIBUTING CORP., 724 TONNELE AVE., SYRACUSE, N. Y. (Tel.: Syracuse 75-1631).

FOR SALE—Bally Yacht Clubs, $60; Beach Club, $70; Ice Frolics, $95; Suite Clubs, $95; Variety, $150; Gayet, $125; Miami Beach, $235; United Nevada, $50; Singapore, $100; Manhattan, $150; Games, Inc. Houston, $150; MICHANDER- SON, 314 EAST 11TH ST., ERIE, PA. (Tel.: 5-7549).

FOR SALE—It’s Mike Munves Corpora- tion for outstanding, able, reliable coin-operated class ‘B’ single machine. A complete arcade. Parts, supplies, supplies. MIKE MUNVES CORPORATION, 777 TENTH AVEF, NEW YORK 36, N. Y. (Tel.: Bryant 9-6677).

FOR SALE—Seeburg 20 Selection Boxes, wireless, 5c, 10c, 25c, AMI 80 or 120 Stoppers. Write, wire or phone. M & M at Box 854, 175th St. to Huron, 80, DAKOTA. (Tel.: 2390).
FOR SALE — The best buy in used Bally Bingo Games. Just buy one and you will see why you pay a little more money. Get one price back if not completely satisfied. 1/3 deposit with all orders. Write or call: ALLAN SALES, INC., 937 MARKET ST., WHEELOCK, W. VA. (Tel: Wheeling 5472).

FOR SALE — All types used AMI, Wurlitzer and Seeburg equipment. Clean and shopped, or as is. Factory authorized dealer. Seeburg, American Radio History, INC., 631 W. CALIFORNIA, OKLAHOMA CITY, OKLA. Tel: Regent 6-3691.

FOR SALE — The "Cat Came Back" b/w "Stop Crackin' Nutmeg". "New Wildwood Flower" b/w "Whispering Hope". "She Married The Wrong Wrong Man" b/w "Where The Idaho Potatoes Grow". "Dark As A Dungeon" b/w "My Own Sweet Darling Wife". CROSS COUNTRY RECORDS, 229 OUTTER LANE, GARFIELD, N. J. (Tel: Pasecott 9-0182).

FOR SALE — Seeburg "C", $255; Seeburg "B", $195; Seeburg "A", $220; AMI El-120 Phonograph, $475; Wurlitzer 1800, $775. All the above machines are clean and ready for immediate installation. Write, call or phone: W. E. BETH, JR., DISTRIBUTORS, INC., INC., 902 W. SECOND, WICHITA, KANSAS (Tel: H. 4-6111, 4-5504).

FOR SALE — Como—Extended Range Speakers and Baffles. Quantity at modest prices. Engineered for heavy duty use. Satisfaction guaranteed or money will be refunded. Located in Lawrence, Kansas. Packed two to a carton, $11.95 ea. Country Music Museum, 3181 ELSTON AVE., CHICAGO, ILL. (Tel: Independence 3-2210).

FOR SALE — Rock-Ola Cones, $175; Rock-Ola Bases, $175; Rock-Ola Tubs, $175; Seeburg Cs, $650; AMI B's, $125; AMI Cs, $155; AMI A's, $350. 100 Sel-Song Seeburg Boxes, $65; Coney Islands, $25; Bright Lites, $45, $75. Complete phono music and music and music recording, 1626 THIRD AVE., Moline, ILL.

FOR SALE — Bowlers — Hollywood, $8; Riverside, $12; J. Rosenfeld & Co., $700 WASHINGTON BLVD., ST. LOUIS 8, MO. (Tel: Forest 7-6730).

FOR SALE — Bowlers in quantities. Bally, Victory, Champions, Blue Ribbons and all Bally Models. —Century, Speed Lanes, United.—Champion, Gloon & Co., 1623 N. CALIFORNIA, CHICAGO, ILLINOIS (Tel: Arlington 6-0780-1).

FOR SALE — Mutoscope Drive Mobiles, All Types of Arcade Equipment. State Type, Quantity and Best Price. J. Rosenfeld & Co., $700 WASHINGTON BLVD., ST. LOUIS 8, MO. (Tel: Forest 7-6730).

FOR SALE — America's finest reconditioned phonographs and music automation equipment. Extensive of our reconditioned machines guaranteed beautiful condition regardless of price. Get one price before you buy. ANGOTT DISTRIBUTING CO., AVENUE, DETROIT 21, MICH. Tel: University 6-0773.

FOR SALE — We have a large stock of reconditioned Five Point Bingo Games and Bingo. Write for list. WESSBERGER CORPORATION, 375 SOUTH BROADWAY, CLEVELAND, OHIO. (Tel: Montana 500-10). FOR SALE — Just wait until you see the Rock-Ola 90. See one on your next visit to our showroom and get your own show on your dates. LAKE CITY AMUSEMENT CO., 452 SANDERS AVE., CLEVELAND, O. (Tel: HE 1-7577).

FOR SALE — Wurlitzer 1500's, Wurlitzer 1250's. Ready for location or "as is". 120 rpm, 78 rpm Models. YOUNG DISTRIBUTING, INC., 11th AVE., NEW YORK 36, N. Y. (Tel: Chickerling 4-5050).

FOR SALE — Comet, $160; Deluxe 5th inning, $200; Leader, $150; Manhatten, $135; Target, $125; Mars, $250; Lighting, $250; Triple Play, $225; AMI A, 78 rpm, $95; AMI B, 45 rpm, $125; AMI El-120, $495; AMI A, 45 rpm, $125; AMI El-120, $495; Central Distributors for AMI, United and Williams. Write for jobber's price. Write, wire or phone. CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO. (Tel: M-1015). Write, wire or phone. ANA (CITY, MO. (Tel: Harrison 1-4774).

FOR SALE — Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Used prices, Best merchandise. One letter, one wire or phone call will confirm. Promotions and incentives for United, Williams, Bally and others. GEO. M. NASTASI DISTRIBUTING, INC., 3401 N. MAIN, 36th ST., MIAMI 2, FLA. (Tel: Newton 3-2531).

FOR SALE — Bowlers: Chicago Coin Flash, $110; United Yankee, $100; Chicago Coin Champ, $95; Champion Gold Medal, $95; Concordian, $85; Challenge, $85; Select Tombstone, $85; Gold Medal, $85; Sportland Gun, $85; Challenge, $85; Miami Beach, $295; Pixie, $225; Select Tombstone, $225; Golfo Del Norte, $1900; $675; NEW ENGLAND EXHIBIT CO., 237 WASHINGTON ST., BOSTON, MASS. (Tel: Deacon 2-1500).

FOR SALE — Bowlers in quantities. Bally, Victory, Champions, Blue Ribbons and all Bally Models. —Century, Speed Lanes, United.—Champion, Gloon & Co., 1623 N. CALIFORNIA, CHICAGO, ILLINOIS (Tel: Arlington 6-0780-1).

FOR SALE — Mutoscope Drive Mobiles, All Types of Arcade Equipment. State Type, Quantity and Best Price. J. Rosenfeld & Co., $700 WASHINGTON BLVD., ST. LOUIS 8, MO. (Tel: Forest 7-6730).

FOR SALE — Used machine-music, shuffle alleys and pin-games—all late models. Write us your needs and we will phone you back. Also new machines. We will ship either fully reconditioned or "as is". Write, wire, phone: GABE FORMAN, SANDY MOORE, 120 MERRICK FREEPORT, L. I. N. (Tel: Mayfair 3-2472, 3 and 4).

FOR SALE — Large stock of Bingos. Shuffle Alleys, Pool Games; Phonographs. If we don't have what you want, we will make an honest effort to get it. Exhibit, Rock-Olas and Williams. Write for jobber's discount. DAN STEWART CO., 140 EAST 2nd ST., SOUTH BEND, IND. 11, ILLINOIS (Tel: Davis 2-2475).

FOR SALE — Rotation Balls Numbered 1-10; $18.50 set; Number 1: 1 1/2 Red and 1 1/2 White, $18 set; 2 1/4" Cue Balls, $2; One Sticks, $1.49, $15.60 does for free Rotation Pool Instructions. CHAMPION DISTRIBUTING CO., 3833 W. DIVISION ST., CHICAGO, ILL.

FOR SALE — Broadway, $345; Variety, $115; Pixie, $275; Rio, $45; Waterloo, $300; Surf Club, $90; Bingo Dealer, $225; Tahiti, $10. One third deposit, balance sight draft. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, La. (Tel: Tulane 6729).

FOR SALE — Bally Double Header, $300; Bally Parade, $400; Bally Broadway, $435; Bally Beach Beauty, $300; Bally Miami Beach, $200; Bally Coyote, $165; Bally Crosswords, $295; Bally Beach Club, $75; Bally Atlantic City, $175; United Coin, $200. A Complete Line. CHAMPION DISTRIBUTING CO., 912 POYDERS ST., NEW ORLEANS 12, La. (Tel: MA 7459).

FOR SALE — Stage Coach, $165; Genese, Champion Baseball, $295; Genese, Super Big Top, $350; Sky Rocket, $295; Rifle Game, $400; Seeburg, Shoot The Bear, $75; Side Walk Equipment, $180, TASTYCOIN MACHINE EXCHANGE, 520 N. HIGH ST., COLUMBUS 8, OHIO (Tel: Ammister 4-3529).

FOR SALE — Williams' Gun Club, $19.50;Army Navy, $45; Struggle, $60; Silver Skates, $64-25; Spotlite, Coney Island, $25 ea.; Exhibition Treasure Cove Rife, $32.50; Muto Rock 'N Roll, $45.00; Muto-Go Guns, $32.50; Send for complete buyer's price list. O'DO, INC., 1100-02 BROADWAY, ALBANY 4, N. Y.

FOR SALE — Seeburg M100 A, $895; Seeburg M100 C, $895; Seeburg M100 B, $895; 100 Selection Chrome Seeburg Wall Boxes, $55; AMI Model M55-A, $895; DONAN DISTRIBUTING CO., 1301 N. CAPITOL AVE., INDIANAPOLIS 2, IND. (Tel: 3-4000).

FOR SALE — Pool Tables, Automatic and Electrical, also used, Please to sell. S. DISTRIBUTING, 838 1012 MARKET ST., ST. LOUIS 1, MO. (Tel: Central 9292).
FOR SALE—Late 19th Phono Records, Exhib. Shooting Gallery, $90; Deluxe Jungle Gun, $75; Palm Springs, $40. AUTOMATIC MUSIC CO., 703 MAIN ST., BRIDGEPORT, OHIO (Tel. 720).

FOR SALE—18 foot Rock-Ola Shuffle Board, $129.50; Shuffle-board game wax (12 cans) $3.50; Fast wax case (12 cans) $4.50; Pucks (set of 8) $12; Fluorescent Lights pair $22.50; Adjutrix, $15.50. VEYOR DISTRIBUTING CO., 4322 N. WESTERN, CHICAGO 18, ILL. (Tel.: Jumper 8-1141).

FOR SALE—Special Billy: Night Clubs, $445; Beach Beauties, $295; Broadway, $339.50; United: South Seas (slightly used), $309.50. NEW ORLEANS NOVELTY CO., 115 MAGAZINE ST., NEW ORLEANS, LA. (Tel.: Canal 5366).

NOTICE—Are you faced with Personal Property Taxes? Sales Taxes? Depreciation Deductions? Estate Taxes? Custodies Duties? Must you officially establish the Fair Market Value of your machines? Do you have to prove whether your machines have Appreciated or Depreciated in price? Do you require official proof of the value of your machines for loan or collateral purposes? What are the machines actually worth when you buy or sell a route? How can you ascertain the official market value of machines for legal and/ or tax purposes? How much can you get for your machines you want to sell or trade? What should you pay for machines you want to buy? Have you been put to the burden of proving the week-to-week value of your machines? Have you been asked to produce an official end-of-month inventory statement showing the actual value of the equipment you own? All this and much more comes to you each and every week in the original, the very first, the one and only officially accepted "The Cash Box Price Lists". For over 17 years, we have been providing every week a single week's issue, "The Cash Box Price Lists" have helped thousands of coin machine owners all over the world to save money as well as to officially clarify many legal and tax problems. Yet "The Cash Box Price Lists" are only part of the invaluable information contained in each week's issue of "THE CASH BOX"—the one and only magazine internationally acclaimed: "The BIBLE of the Coin Machine Industry." In "THE CASH BOX" you get the news before it ever becomes news. You get sparkling, informative, helpful editorials. Latest industry developments. Advance news of all new machines. Intimate columns. Absolutely invaluable charts. And many, many other important and valuable features. You can now obtain 52 Consecutive Weeks' Issues of "THE CASH BOX"—for just $15 a YEAR. A DOUBLE YOUR MONEY BACK GUARANTEE. "YOU CAN'T LOSE!!" Mail your check for $15 today to: THE CASH BOX, 26 WEST 47th STREET, NEW YORK 36, N. Y.

FOR SALE—3 Kenney Skillodomes, Chicken Sum Rifle, Shuffle Bowlers, Guns, Also Pool Tables—all make and models. For best buys, write or call: KENNEDY AMUSEMENTS INC., 1969 W. WILSON AVE., CHICAGO 40, ILL. (Tel.: Longbeach 1-3378).

FOR SALE—Seeburg 20 Selection Boxes, 3 wire, 5c, 10c, 25c, $.99 ea.; 1 Midget Movie, with reel, 855; 2 Coon Hunts, $.95 ea. B. BETTI AND SONS, 1706 MANHATTAN AVE., UNION CITY, N. J.

FOR SALE—All types of used Pool Tables, Jumbo and regular. Also late Shuffle Alleys. Will trade for AMI Jukes or Seeburg. Special price on ultra modern speaker and Shuffle (8 hole speaker). $7.50. GATEWAY DISTRIBUTING CO., 3622 W. NORTH AVE., CHICAGO 47, ILL. (Tel.: Dickens 2-4620).

FOR SALE—Beach Clubs, Bright Spots, $840 ea., TOLEDO COIN MACHINE EXCHANGE, 914 SUMMIT ST., TOLEDO, OHIO (Tel.: CH 1-3-4055).

MISCELLANEOUS

NOTICE—Free! To all ops interested in a great money-making hit for their boxes: A copy of "Show Me The Way To Go Home" and "Let Me Call You Sweetheart" by the fabulous Fingers Finigan and his Back-Room Piano and Quartet. Write Recent Registers, NEWARK, N. J.

NOTICE—Interested in dealership for penny, nickel machines manufactured a 1000 a year. Interested in buying 1000 stands for penny machines. PENNSYLVANIA VENDING CORP., 181 CARSON ST., PITTSBURGH 3, PA. (Tel.: HEmlock 1-9900).

NOTICE—Let me convert your United Yankee, Speedy Eleven Frame, and all United games after that, into a 300 Scoring Bowler. For particulars write or call DAVE LOWY, 592 TENTH AVE., NEW YORK, N. Y. (Tel.: Clickicker 4-5100).

NOTICE—These 3 telephone numbers are important to you: The Cash Box, New York City, JH 6-2650; The Cash Box, Chicago, Ill., DEarborn 2-0045; The Cash Box, Hollywood, Calif., Hollywood 5-2129.

NOTICE—Will Trade. 2 Photomats, $300, will trade for late model Bowlers. Bally Booster Pools—will trade for late model Bowlers or United Comet Targettes. LIEBERMAN MUSIC CO., 257 PLUMFIELD AVE., N., MINNEAPOLIS 11, MINN. (Tel.: FE 9-0031).

NOTICE—Texas operators—write or phone your Rock-Ola Distributor, PHONO-VEED OF TEXAS, 1023 BASSE ROAD, SAN ANTONIO, TEXAS. (Tel.: PEschel 3-7197) for genuine factory parts. Also extra clean 1346 Fireballs and other re-conditioned phonographs priced right.

NOTICE—Louisiana & Southern Mississippi Operators. Your authorized Rock-Ola Distributor is BUDDY DISTRIBUTING CO. Write, wire or phone, 3750 AIRLINE HIGHWAY, NEW ORLEANS 20, LA. (Tel.: VMason 5-7976).

FOR SALE—Exciting New Product: The Flash Box, $54.95; Flash Box, $12.95. FLASH BOX, 3831 W. CHICAGO, CHICAGO 34, ILL. (Tel.: JLI 4-2333).
**The Cash Box**

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**October 6, 1956**

### PRICE LIST

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**A M I**

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**EVANS**

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**ROCK-OLA**

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### How To Use "The Cash Box 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 other "The Cash Box Price Lists" can only feature the market prices as they are quoted. "The Cash Box Price Lists" act exactly the same as the market quotation board at the Stock Exchange--posting the prices at the best prices for the past week, regardless of how much they seem to be out of line. Some prices do not change for months. "The Cash Box Price Lists," rather than how no price, retain the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices may be very widely divergent. Some of the Wurlitzers may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth $75.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. Some equipment offered by outstanding firms, having a reputation for shipping completely reconditioned machines, will be offered at far lower prices than others, due to the added cost of reconditioning. "The Cash Box Price Lists" reports each quotation exactly as it is made and depends on the subscriber to make average price adjustments to fit the peculiarities of his territory.

**METHOD**: "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; second price listed is highest price quoted.

**FOREIGN BUYERS**: To cover cost of packing, crating, shipping, etc., figure an additional $20 to $25 on Pin Games—and $25 to $50 on Phonographs.

### REGARDING SELLING PRICES

**IMPORTANT!**

Reports received indicate that, in some cases, buyers become upset due to the fact that they cannot, or should not, buy equipment listed in the lower price brackets. Sometimes sellers of machines listed at from $10.00 to $25.00 ask from $50.00 up to $75.00, and even more for these very same machines. Purchasing of such equipment now that many machines in the lower priced categories are much worn to be priced at these low figures. To completely recondition such machines, the reconditioner must add on his price the cost of transportation to get these machines into his plant, the labor, parts and supplies needed to recondition the machines, plus the cost of cartons, crates and labor for packing and shipping of the machines, in addition to a decent profit which will, in most cases, raise the price of a $10.00 to $20.00 machine to anywhere from $50.00 to $75.00 and up. In the case of arcade and kiddie ride machines these prices may be higher due to the fact that as many of the parts have to be made by hand or contracted for at some machine shop, since manufacturers of many of the old arcade machines and kiddy rides are no longer in business and hence impossible to obtain parts for reconditioning. Prices for very low priced equipment should take these facts into consideration and, at the same time, should also realize that many buyers today have their own repair and reconditioning departments as well as experienced mechanics, such buyers will purchase machines "as is", at prices quoted by the trade at large, and recondition the machines themselves to meet their own operating standards.
### Manufacturers New Equipment

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

#### ROCK-OLA MFG. CORP.

- **Model 1560-Playmaster, 120 Sel.**
- **1562, 50 Selections.**
- **Model 1564-Oaks Wall Box, 120 Selections**
- **Model 1548, 30 Selection Wall Box**
- **1615—Standard Speaker**
- **1616—Deluxe Speaker**
- **Model 1966, Remote Volume Control**
- **Model 1972, Remote Volume Control with Cancel Dutton**

### ARCADE EQUIPMENT

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### AUTO-PHOTO CO.

- **Studio Model "J"** $2,165.00

### BALLY MFG. CO.

- **Big Show** $2,900.00
- **Pin-Pool Standard (52" x 36") Model**
  - (A) Without lights $300.00
  - (B) With light-up bumpers $315.00
  - (C) With neon lights $315.00
  - Senior (60" x 36" Model) $315.00
- **Deluxe ABC Cabinet** (without Match Feature) $225.00
- **Deluxe Model A-10, Belle a play** $1,890.00
- **Model A-335, 3 plays for 75c** $385.00
- **Congress Model (with Match Feature)** $425.00
- **Model C-19, 10c a play** $305.00
- **Model C-335, 3 plays for 25c** $325.00
- **Bally's Eye Shooting Gallery** $405.00
- **The Champion** (with metal cabinet) $295.00

### CHICAGO COIN MACHINE CO.

- **Miami Shute** Capi $250.00
- **Blondie (3 or 5 Bell, Match Feature)** $315.00
- **Steam Shovel (Regular Model)** steam shovel (Replay Model) $235.00
- **Twin Hockey, (Regular)** $150.00
- **Twin Hockey, (Replay Model)** $150.00

### GENCO MFG. & SALES CO.

- **State Fair (Rifle Gallery)** $595.00

### WILLIAMS MFG. CO.

- **Super Score (Single Player, 3-Ball)** $400.00
- **Single Coin Clute** $400.00
- **Twin Coin Clute** Crane

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