Jim Lowe reveals what's behind the "Green Door" as he poses with the new Wurlitzer model "2100" phonograph. Jim's record of "Green Door" on the Dot label is currently one of the top records in the country, skyrocketing the young singer into national prominence. In addition, he can be heard on his own CBS Radio network show every day. Naturally Jim hopes that his hit record will be one of the 200 selections on new Wurlitzers all over the country for a long time to come.
RCA Victor puts 45 EP's with daring price cuts!

45's are about to become one of the most important factors in your business. With RCA Victor's dramatic new price reductions, your customers now get substantial savings on all 45 EP albums—as much as $2.00 per album!

Builds Volume—Your once-in-a-while, economy-minded customers will have a new stimulus for buying 45's. Regular customers will buy more!

Develops New Business—The price-cuts will get more teenagers and "young marrieds" into the 45 record-buying habit... giving you a wider range for sales.

Increases Store Traffic—More and more people, of all age groups, will come into your store to buy 45's at these low prices. And with more people coming into the store, your percentage of impulse sales and related sales increases.

More than ever, 45's are going to be America's favorite speed. Get into the sales swim by featuring them—displaying them—stocking up and promoting them... they mean business!
RCA Victor Announces

Price Cuts Up to 40%

On All 45 EP Albums!

1-Record albums were $1.49... now only $1.29!
2-Record albums were $2.98... now only $2.49!
3-Record albums were $3.98 and $4.98... now only $2.98!

Now more than ever, 45 is just your speed for enjoying the world's greatest artists, the world's truest sound. Start the 45 habit today, with this special introductory offer...

10 Belafonte Records Just $5

Originally $14.90

39 hits on ten 45 EP's in "The Best of Belafonte" album, plus 15-page booklet when you buy any RCA Victor Automatic 45 "Victrola."

Now more than ever 45 is your best buy at your RCA Victor dealer now!
CALYPSO BECOMES COMMERCIAL

The record business has a new trend—calypso.

It’s still much too early to tell just how far it will go but all of a sudden the whole music business in interested in songs with a calypso beat.

The trend started when “Cindy, Oh Cindy” broke out for a hit and has been followed up with such other records as “Jamaica Farewell” and “Banana Boat Song.”

Now everyone is looking for more.

We certainly don’t think that calypso as a trend has the potency of rock and roll and it’s hardly likely that it will ever become as strong or as lasting, but nevertheless it’s a pleasant type of music and a welcome addition to current records.

It’s hard to explain why a certain type of music suddenly takes over. Calypso, for instance, has been around for a long, long time. Why is it suddenly the latest thing?

A good part of it, we’re certain, is accidental. The fact that “Cindy, Oh Cindy” and “Banana Boat Song” became big hits put new emphasis on the calypso beat and has made everyone in the publishing and record companies aware of its possibilities. This in turn gives calypso a chance of a hearing whereas before it might have been dismissed as uncommercial.

A new trend in the music business is always an exciting thing. First of all it gives a new lift to the entire field. It creates new artists and most importantly new record buyers. There are always some people, who never bought a record before, who come into the record stores to buy the record in the new trend. And it’s an accepted axiom of merchandising that you first must get the customer into the store before you can convince him to try other things besides the one he came for.

The new trend, therefore, is always welcome. It adds to the record business and keeps it the expanding, dynamic industry it has proven to be.
THE GREATEST SMASH OF '56-'57 and it's on DOT

TAB HUNTER

SENSATIONAL WARNER BROS.' MOTION PICTURE STAR

OVER 3/4 OF A MILLION PRODUCED AND SOLD!

YOUNG LOVE

RED SAILS IN THE SUNSET

DOT # 15532

"It's What's in THE CASH BOX That Counts"
SINGING THE BLUES
GUY MITCHELL
CO-40769 (4-40769)—Guy Mitchell
CO-31545 (4-21545)—Marty Robbins

GREEN DOOR
JIM LOWE
DO-15466 (45-15466)—Jim Lowe

LOVE ME TENDER
ELVIS PRESLEY
V-20/47-6637—Elvis Presley
V-20/47-6728—Herni Rene

BLUEBERRY HILL
FATS DOMINO
DE-50091 (9-50091)—Louis Armstrong
IH-5407 (45-5407)—Fats Domino

TRUE LOVE
BING CROSBY & GRACE KELLY
CA-3507 (F-3507)—B. Crosby & G. Kelly
CA-3473 (F-3473)—Margaret Whiting

JUST WALKING IN THE RAIN
JOHNNIE RAY
AB-3024 (45-3024)—Jody Kilman
CO-40729 (4-40729)—Johnnie Ray

HEY! JEALOUS LOVER
FRANK SINATRA
CA-3552 (F-3552)—Frank Sinatra

A ROSE AND A BABY RUTH
GEORGE HAMILTON IV
AP-7955 (45-7955)—George Hamilton IV
V-20/47-6199—Ralph Flanagan
DE-30108 (9-30108)—Eddie Fontaine
V-20/47-6673—Country Gentlemen

CINDY, OH CINDY
VINCE MARTIN—EDDIE FISHER
GL-247 (45-247)—Vince Martin
V-20/47-6677—Eddie Fisher

11) TWO DIFFERENT WORLDS.
12) DON'T BE CRUEL.
13) SLOW WALK.
14) LOVE ME.
15) ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY.
16) FRIENDLY PERSUASION.
17) SINCE I MET YOU BABY.
18) GARDEN OF EDEN.
19) GONNA GET ALONG WITHOUT YOU NOW.
20) MAMA FROM THE TRAIN.
21) MOONLIGHT GAMBLER.
22) THE BANANA BOAT SONG.
23) DON'T FORBID ME.
24) MUTUAL ADMIRATION SOCIETY.
25) I DREAMED.
26) JAMAICA FARWELL.
27) CONFIDENTIAL.
28) PETTICOATS OF PORTUGAL.
29) GOODNIGHT MY LOVE.
30) ANASTASIA.
31) YOUNG LOVE.
32) AUCTIONEER.
33) GREENSLEEVES.
34) NIGHT LIGHTS.
35) CITY OF ANGELS.

THE NATION'S TOP TEN
JUKE BOX TUNES (PLUS THE NEXT 25)

1
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Abbie A
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The Cash Box, Music
Page 6
January 12, 1957

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
The FIRST BIG HIT of 1957!

"I DREAMED"

Betty Johnson

Bally — 1020 (7-1020)

IN CANADA: Sparton of Canada Ltd.

“The Cash Box, Music” January 12, 1957

“IT'S WHAT'S IN THE CASH BOX THAT COUNTS”
Best Selling Tunes on Records

COMPiled By THE Cash Box From LEading Retail OuTlets

1—Singing The Blues
   4-Co-40769 (4-15050)—HARRY ROBBINS I Can't Quit
   2-Green Door
   3-Love Me Tender
   4-Blueberry Hill
   5-Boat Song
   6-A Rose And A Baby Ruth
   7-Just Walking In The Rain
   8-True Love
   9-Don't Forbid Me
   10-A Rock-A-Bye Your Baby With A Dixie Melody
   11-Love Me
   12-Young Love
   13-Honky Tonk
   14-What's The Reason Not Pleasing You
   15-Get Along Without You Now

9—Cindy, Oh Cindy
10—True Love
11—Don't Forbid Me
12—Young Love
13—Honky Tonk
14—What's The Reason Not Pleasing You
15—Get Along Without You Now

20—Dreamed
21—I Dreamed
22—Goodnight My Love
23—Goodnight My Love
24—Two Different Worlds

32—Greensleevs
33—You Don't Own Me A Thing
34—Blue Monday
35—I Dreamed
36—Anthem
37—Baby Doll
38—Confidential
39—Ain't Got No Home
40—Ain't Got No Home

CODE:

BA-Butterfly
BB-Beau
BBP-Bird
M-Arrow
AA-Apple
DD-Dart
CC-Can
RI—Rice
MD-Man
DS-Down
EM—Eve
CS-Car
EM—Eve
TT-Talk
SA-Bear
TC-Tips
SA—Sam
CM—Cora
TC-Tips
SA—Sam
EM—Eve

*Indicates Best Selling Record or Records.

Tunrs are listed above in order of their popularity based on a continuing weekly national survey of leading retail dealers by The Cash Box. Each listing includes the name of the song, record number, artist and date on the reverse side.

The numbers underneath the title indicate the positions of the record last week and two weeks ago, respectively.

All labels listed in alphabetical order.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
An Outstanding Version By

THE CREW CUTS

YOUNG LOVE

MERCURY 71022

TOP SELLING SINGLES

REPEAT AFTER ME
Patti Page
71015

I'VE GOT A
NEW HEARTACHE
Sarah Vaughan
71020

GUAGLIONE
WAHL-YONE
Ralph Marterie
71007

EV'RY MINUTE
OF THE DAY
The Diamonds
71021

THE AUCTIONEER
Chuck Miller
71001

IF IT'S A SUNNY SUNDAY
Eddie Heywood
71014

KOOL KITTY
Buddy Johnson
71017

TO LOVE
AND BE LOVED
Dinah Washington
71018

35 EAST WACKER DRIVE • CHICAGO 1, ILLINOIS

"It's What's in THE CASH BOX That Counts"
B "CHORDS OF THE WEEK:"

A DISK & SLEEPER
B VERY GOOD
B+ EXCELLENT
C+ GOOD
D MEDIocre

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**THE CASH BOX**

January 12, 1957

**Record Reviews**

A DISK & SLEEPER
B VERY GOOD
B+ EXCELLENT
C+ GOOD
D MEDIocre

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**The Cash Box**

Disk of the Week

"PLAYING FOR KEEPS" (2:50)
(Southern Belle-Elvis Presley BMI—Rosenberg, Weinman)

The magnificent Elvis continues to display his versatility and dynamic talents with this exciting ballad. His vocal delivery gives the song a dramatic impact, capturing the listener's attention from the first note to the last. This is a must-listen for fans of Elvis's soulful and emotional performances.

"TOO MUCH" (2:30)
(Phil-Bill BMI—Kesseler)

Elvis Presley's dynamic and leasing performance in this song is simply outstanding. The combination of his powerful vocals and the catchy melody creates a captivating musical experience.

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**The Cash Box**

Disk of the Week

"YOUR LOVE FOR ME" (2:45)
(Mr. Music BMI—Parker)

FRANK SINATRA (Capitol 3618)

With "Your Love for Me," Frank Sinatra presents a timeless masterpiece. His emotional delivery and smooth vocal style are perfectly matched with the melody, creating a truly unforgettable performance.

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**The Cash Box**

Disk of the Week

"THE TOWN CRIER" (3:08)
(Planetary ASCAP—Charlap, Drake)

JERRY VOGEL-G. Schirmer ASCAP—Rasbach, Kihlner

AL HILLER (Decca 30069)

The magnificent Mr. Hibblet lends his great voice to something new and beautiful, and comes thru with a superb coupling that should appeal to the heart of all. This is a song that could catch on and hit big. Simple dance item.

---

**The Cash Box**

Disk of the Week

"WHIRLING WHIRL" (2:01)
(Walt Disney ASCAP—Jones)

"WESTWARD HO, THE WAGONS" (2:10)
(Walt Disney ASCAP—Blackburn, Burleigh)

HILLIARDS (ABC-Paramount 9785)

The ballad of Davy Crockett, a tune from a Walt Disney film of a few years ago, was responsible for the hit-like success of Bill Hilliards' name in the film field. It looks like the fine new time "Whirling Whirl" from Disney's latest effort "Westward Ho, The Wagon" will splash the song story water in the movie life portrait. This is an excellent presentation filled with the freshness of the one of the most famous of the American Ballads, "Trees." Striking delivery of a great classic. All vocal gimmicks give this song a heart rending quality. Big two-tlider to watch. Both should make the grade.

---

**The Cash Box**

Disk of the Week

"STASHU PANDOWSKY!" (2:06)
(Gus, Pinaceus ASCAP—Carlye, Pinaceus)

"I DON'T WANT TO SET THE WORLD ON FIRE" (2:07)
(Cheroo BMI—Dunham, Jeonjeune, Selle, Marcus)

RUS CARLYLE (ABC-Paramount 9772)

Rus Carlyle now features in the ABC-Paramount label with a charming, homespun novelty that could blossom into one of the disceny's first big sellers of the new year. Landing the title "Stashu Pandowsky," the ditty is a colorful and light-hearted pleaser from the first note to the end. It has a unique air of joy and informality about it and the gay, chipper chants in the chorus with the gay, chipper characters match the vocal delightfully as the song suggests a typical folksy instrumentation. The bottom half is an inviting rock and roll beat of "I Don't Want To Set The World On Fire." Watch the upper portion. It's a sleeper with great potential.

---

**The Cash Box**

Disk of the Week

"THE LAST TIME"

SIL AUSTIN (Mercury 71027)

"THE BIRTHDAY PARTY"

SIL AUSTIN (MGM 17960)

"Slow Walk" male Sil Austin follows up his current hit with a comical two-sided rock 'n' roll that'll climb the charts. Mastering the pop and rhythm and blues fields. (See R & B Reviews)

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**The Cash Box**

Disk of the Week

"BURRITO JOE" (2:12)
(Cordial BMI—Wendt)

"Burrito Joe" is a wickedly funny little ditty that's sure to be a hit. Joe is pleasantly voiced by Gloria Sanchez.

"TICK TOCK" (2:16)
(Jazz BMI—Wendt)

Another catchy cha cha ditty lightly and invitingly handled by the band. The Virginia Silva Quartet supplies the instrumental accompaniment on both sides.

---

**The Cash Box**

Disk of the Week

THE EIGHTIES (Paris 301; 45-301)

"THE EIGHTIES OF APRIL" (2:49)
(Jack Gold ASCAP—Gold, Berman, Kahn)

The "Eighties" Disply sliders and commercial harmonies as they chant a tender new love song with great potential. Quality merchants should presently buy. Keep an eye on the charts for this one.

---

**The Cash Box**

Disk of the Week

"EVERYONE'S SWEET ON MY MONEY" (2:54)
(Jack Gold ASCAP—Shelby)

This half star the quartet on a light and appealing rendering. Happy ditty good for dancing.

---

**The Cash Box**

Disk of the Week

JOE SOUTHERN (Decca 30055, 9-30055)

"SUGAREE" (2:51)
(Carroll BMI—Robbins)

The Jordanaires, that splendid accompaniment Elvis Presley on personal appearances, cut thru an exciting rock and roll. Echo effects create some thrilling sounds that should appeal to teenagers.

---

**The Cash Box**

Disk of the Week

JERI SOUTHERN (Decca 30063, 9-30063)

"I'M GONNA TRY ME SOME LOVE" (2:49)
(Sonju ASCAP—Hendricks) On this floor the popular ditty glides thru a charming rhythm ballad with a strong lyric beautifully worded to a pleasant melody.

---

**The Cash Box**

Disk of the Week

ALEXANDER AVOCA'S ORCH.

Featuring GLORIA WOOD

"Zephyr" (Capitol 30069)

"SABOURIN" (2:34)
(Larnix ASCAP—Signman, Steiner)

Gloria Wood appears in this rendition in a splendid and unusual vocal presentation. The distant background as Alexander Avoica's orchestra states the exciting latin tempo opening theme from the RKO Backer "Death of A Strangor," a fine piece of instrumentation. Dramatic.

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"THE SONGDREL BLUES"
+ (Northern ASCAP—Signman, Steiner)

The orchestra again sets the vocal chords—chanting the melody without lyrics.

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"Only those records best suited for review are chosen at the CASH BOX"
Looks like ABC-Paramount's going to sell 2,000,000 of

BILL HAYES
(The Davy Crockett Sensation)
Singing

WRINGLE WRANGLE
C/w

WESTWARD HO, THE WAGONS
(From the Walt Disney production, "Westward Ho, The Wagons")
NO. 9785
THANKS DJ'S, OPS, ONE-STOPS, AND ABC-PARAMOUNT DISTRIBUTORS FOR A TREMENDOUS '57 KICK-OFF!

"It's What's in THE CASH BOX That Counts"
That very personable young man Pat Boone, was quick to make an impression with British audiences. And it looks as if he'll have to make a quick return to those shores. I caught his performance on the "Sunday Night At The Palladium" show. I talked to Jack Spina who is here with Pat watching that the boy keeps up his studies. Apart from concerts and T.V. appearances, Boone spent his leisure hours sightseeing and visiting art galleries.

"Garden Of Eden" getting the full coverage by all leading record companies. Interest mounting in the new tangle between RCA Victor and the Decca Group, which goes into operation in the early Spring.

1961 promises once again to be a big year for the record industry, and we can expect more American talent to visit these Isles; and we trust a fair exchange of British talent will go to the U.S.A.

My thanks to the many artists and managers who have sent your scribe Season's Greetings. Please accept my good wishes in return for a prosperous New Year.

This week's best selling pop singles (Courtesy "New Musical Express")

1) Singing The Blues—Guy Mitchell (Phillips)
2) Just Walking In The Rain—Johnnie Ray (Phillips)
3) Green Door—Frankie Vaughan (Phillips)
4) St. Therese Of The Roses—Malcolm Vaughan (HMV)
5) Cindy, Oh Cindy—Eddie Fisher (HMV)
6) Rin It Up—Bill Haley Comets (Brunswick)
7) True Love—Bing Crosby & Grace Kelly (Capitol)
8) Singing The Blues—Tommy Steele (Decca)
9) Hound Dog—Elvis Presley (HMV)
10) Love Me Tender—Elvis Presley (HMV)
11) Make It A Party—Frankie Avalon (Decca)
12) Woman In Love—Frankie Laine (Philips)
13) When Mexico Gave Up The Rumbas—Mitchell Torok (Brunswick)
14) Moonlight Gambler—Frankie Laine (Philips)
15) My Prayer—Patti Page (Mercury)
16) Mercury—Jimmy Young (Decca)
17) Friendly Persuasion—Pat Boone (London)
18) House With Love In It—Vera Lynn (Decca)
19) Blue Alert—Fats Domino (London)
20) Two Different Worlds—Ronnie Hilton (HMV)
21) Christmas Island—Dickie Valentine (Decca)
22) Rocking Through The Bye—Bill Haley Comets (Brunswick)
23) Blue Moon—Elvis Presley (HMV)
24) Cindy, Oh Cindy—Tony Brennan (Columbia)
25) Rudy's Rock—Comets (Brunswick)
26) Christmas And You—Dave King (Decca)
27) Persian Sands—Four Aces (Brunswick)
28) Two Different Worlds—Ray Charles (Decca)
29) A Letter To A Soldier—Barbara Lynn (Columbia)
30) Longer Longer—Lonnie Donegan Show Case (LP)

New World Of Sound

CARMEN MCRAE

Carmen's vocal version of this great standard displays again the terrific musicianship and sensational singing that have made her so popular. Two sides that show Carmen at her best.

“WHY CAN'T THIS NIGHT GO ON FOREVER”

"Chicago Blues"

(Decca 30096; 9-30096)

Bill Snyder

Action on "Why Can't This" from points throughout the country shows that this is really a side worth hitching onto. Snyder has that combination of crisp technique and exciting piano sound everyone seems to go for!

“IM GLAD, SO GLAD”

"I'm Still In Love With You"

(Decca 30172; 9-30172)

Tommy Charles

Tommy bolts out this sensational pop version of the C & W hit (Webb Pierce) and "I'm Glad" looks like a big plug-getter. Big voice, big sound, big record!

Best Bets

“SKYLINER”

"If You Should Leave Me"

(Decca 30004; 9-30004)

CARMEN McRAE

The Cash Box Record Reviews

January 12, 1957

The Cash Box Best Bets

* JUNGLLE DRUMS*
* I HEAR A MELODY*
* THE SONG OF APRIL*
* SOMEBODY'S SOMETHING IN MY EYE*
* SINNER'S TRAIN*
* MY HEART HAS A MIND OF ITS OWN*
* QUE PASA, MY LOVE*

CARMEN McRAE
(Decca 30004; 9-30004)

B+ "IF YOU SHOULD LEAVE ME" (2:48) [Sanjeced ASCAP—Steph] An excellent rhythm ballad with sparkling piano accompaniment, this record is superbly brushed by one of the most talented vocalists in the business today. Carmen's love theme is pure top grade melody and lyric. Carmen McRae at her wonderful best.

B "SKYLINER" (2:45) [Indigo BMI—Bennett] A smooth reading of a rhythm ballad is presented on this half by the gifted lark. Strong deep dey jays should find to their liking.

IRENE CARROLL

(Arrow 711; 45-711)

B "I DON'T WANNA HEAR A LOVE SONG (ANYMORE)" (2:45) [Graphic BMI—Busby, Grist, Irene Carroll, a gifted young vocalist with a bright future in store, does a beautiful job with a well written sentimental romancer. Superb arrangement, orchestra tion plus Miss Carroll's touchable vocal could result in a top seller. A sleeper to watch closely.

C+ "I'VE GOT YOU" (2:01) [Graphic BMI—Carroll] The versatile artist chants her own varyingcompany position on this half. Peaceful upbeat romantic novelty set against a pretty string backdrop.

CONNIE RUSSELL

(Era 1027; 45-1027)

B+ "BAREFOOT BOY" (2:10) [Thunderbird ASCAP—Wright, Allison, Kelley] Gifted Connie Russell glides thru a beautiful waltz ballad assisted by Johnny Mandel's orchestra and some very nice effects. Charming tune that could make noise.

C+ "DEEP INSIDE OF ME" (2:03) [Warman BMI—Townsend, Newman] A pretty rhythm romancer interestingly handled by the songbird. Easy going love tune with a shuffle beat.

GEORGE HALE

(Liberty 50505; F50505)

B+ "PLAY FOR PEACE" (2:42) [Liberty ASCAP—Fenton, Bone] George Hale's rich voice is perfectly suited for this touching inspirational ballad. Dramatic, song with great meaning in these troubled times. Moving Item.

C+ "SAY YES TO LIFE" (2:19) [Liberty ASCAP—Fenton, Bone] On this half George expresses the "power of positive thinking" via a free-flowing waltz.

The Cash Box—January 12, 1957

B+ "IF YOU SHOULD LEAVE ME" (2:48) [Sanjuced ASCAP—Steph] An excellent rhythm ballad with sparkling piano accompaniment, this record is superbly brushed by one of the most talented vocalists in the business today. Carmen's love theme is pure top grade melody and lyric. Carmen McRae at her wonderful best.


EILEEN BARTON

(Epic 9198; 5-9198)

B+ "QUE PASA, MY LOVE" (2:45) [Winneton BMI—Sherman, Sherman] Eileen Barton makes an impressive debut on Epic with this Latin notes romantico that's her most commercial effort in quite some time. An excellent romantic waltz tune with a pleasant dance beat. A lovely sleever to keep a tab on.

THE BEAN SONG (Which Way Am I Going?) (Decca 30163; 9-30163)

C+ "ROCK, PRETTY BABY" (2:03) [Northern ASCAP—Burke] Jimmy Daley and his boys tear thru a swinging affair. Torrid jumper that bears the title of the Universal film in which its featured.

C+ CAN I STEAL A LITTLE OF YOUR LOVE (2:19) [Northern ASCAP—Tuminello] A more subdued rock and roller from the same flicker. Good teenage fare on both ends.

CAROL JARVIS

(Ditte 102; 45-102)

B+ "MY HEART HAS A MIND OF ITS OWN" (2:21) [Estaff BMI—George] Carol Jarvis does an excellent job with a potent teenage ballad about young love. Extremely dramatic lyric that tells of a young man who's in love with a fella of whom her parents don't approve. Should have a special meaning to many teenagers. Miss Jarvis' interpretation presents this sincere tune with great feeling. Watch this one. Big first showing for the Ditto label.

C+ "LOVER BOY" (2:06) [Estaff BMI—Shirley, Shirin, Shiner] Another good item for the teenage disk buyers. Good rock and roll tempo.

“Only those records best suited for commercial use are reviewed by THE CASH BOX”
AN EXCITING NEW STAR FOR 1957

ANN HATHAWAY

A Great New Album
"The Intimate Ann"

MOTIF ML 501

presented by

MOTIF
RECORDS CORPORATION
6269 SELMA AVENUE
HOLLYWOOD 28, CALIF

"It's What's in THE CASH BOX That Counts"
New York:
The music business starts 1957 with one of the most optimistic feelings we can ever remember. Everyone thinks the future looks clear with an expanding record market contributing to the prosperity of all phases of our business. Wedding bells rang on New Year's Day for vocalist Sunny Gale, who was married to Noel Kramer, artists' manager. The ceremony took place at the home of Stan Rubin in Rockwell, New York. Bob Whalen makes his debut with the release of "Chapel Of The Roses" and "With All My Love I Thee Embrace," both tunes penned by Billie Harris on Jubilee Records. Bob is a former Godfrey Talent Scouts winner and has appeared on the Perry Como and Garry Moore TV shows. Ronnie, the big man with his first recording, "Two Different Worlds," will appear at the Metropolitan Club in Montreal for a one week engagement starting January 14. Bernie Lawrence, brother of Steve, became the father of an 8 lb. 15 oz. son last week. Ken Chapman, formerly with Bob Duran, has joined Zephyr Records as an art director. Ted Norman, young vocalist on the Vincent Lopez TV's, is still with the management in Dallas with his first MGM release. Feature side is titled "Exciting" and is backed "I Ain't Mac's One," a brand new number by Tex Beneke. Ted is pretty excited about it all himself. Everyone in show business is the happiest for Nat "King" Cole. Nat's fifteen minute TV show via NBC Monday nights has acquired a sponsor, Fisk Shave Lather.

Chicago:
If this city's disk distributors know whereof they speak—1957 is going to be the very greatest year yet. .. Jimmy Martin more enthusiastic than ever this new year than he has been for any other as "I'll Be Just Like Him," is the way Martin expressed himself concerning the year, 1957. He points out that thousands upon thousands of more record players have been sold, that his LP business has doubled since '56. That his Dot and London labels are out with the biggest of it all. "Just think," Jimmy stated, "we've already sold 55,000 of Tab Hunter's 'Young Love' and have 45,000 more on the way in. We're so far behind in orders we just can't even believe ourselves." The only song note Jimmy adds into this gaiety and lively '57 year-tune is, "We're watching credit with eagle eyes, our credit manager just simply won't issue any credit except to prove accounts." Nor is there a whit's difference in the statements made by Milt Salstone, Milt offers his opinion, "1957 will be absolutely tremendous. There are more teen-agers, more kids, better records," he quickly adds "and, all in all, 1957 is the year that will create an entirely greater, bigger, better year for music. Regarding the fact that Randy Wood may be one of Paramount Picture's veeps and will continue to conduct Dot, all here very happy for Randy and all of the belief that the Daylight and other means at his disposal to make Dot even greater than ever. .. WCFL's Danny Norkin adds that his wife, Betty, flying to NYC for ABC Paramount session on 1/8. This is a real big deal for his own plane down to St. Loo to do local TV'er each Sunday. .. WJJD's Del Clark gave his gals Shirley with her latest "Sailboat" WHICH is being released by Fred. .. Leon Anderson is in town to meet and greet deejays. Escorted by RKO Unique's Stan Pat. Leon's latest album titled, "Music To Suffer By." .. Don Ferris, WPA, Fortomain, O. in town tapped off New Year's Eve interview with Jackie McCall and Roy Kral. .. Will the gals or the guys click best on Howard Miller's Opera House show? Betty Johnson or Bill Grady vs Pat Boone, Roger Williams, The Highlights, Vince Martin, The Tarrills, Sil Austin and The Diamonds with Ralph Marterie's great orchestra to handle the whole bunch.

Hollywood:
Zeke Manners, now air- ing over WINS, New York, in town to spend the holidays with his family, Zeke, from 6 to 930 A.M. over the New York outlet and has broken hits for the area on his morning show, .. The brothers Liberace will be honored at a testimonial dinner at the California Restaurant Club by week with many famous personalities attending, .. Singer Ann Hathaway opened this week at the Westgate Hotel, New York, and is in visiting deejays in the Philadelphia area with her LP "The Intimate Ann" on the Motif label. .. Many friends in the music business attended the reception held at the El Mirador hotel for Pat Gil and Charles O'Connor at their Palm Springs wedding, .. Mitch Reind joins the KFWB deejay staff, and Bill Ballance adds an evening show, which along with his morning stations will be named at the large Freeway traffic audience. .. Elma Greer of Key Records has been transferred to San Francisco where she will handle promotion for the Northern California and the Northwest. .. Label also announced the signing of the Continentals with ABC for promotion on Monday. .. Vitrolite Records president, Milton Mann has engaged Duke Voege to handle publicity and promotion for the new label, .. Raymond Scott has been booked for a Hollywood Bowl concert for the coming season. His "A Yank In Europe" album, recorded by Ted Heath, will be released on Warner Bros. .. Zephyr V.P. Spencer Moore, and Treasur Marylin Areis with bright red M's wrapped in cellophane for Christmas. .. Lee Palmer has been named Western Regional Manager for Mercury Records with Norm Dudley managing the Los Angeles branch, and Ted Fullmer named manager in San Francisco. .. The Four Lads currently at The Thunderbird in Las Vegas. Their new record of "Who Needs You," written by the words of two of their previous hits, getting a big play...
One Of Your Greatest Friends Gives You . . . A GREAT RECORD

Lou Monte

"ROMAN GUITAR"

c/w

"SOME CLOUD ABOVE"

20/47-6769

Your customers hear these New Orthophonic High Fidelity recordings best on an RCA Victor New Orthophonic High Fidelity "Victrola."®

America's favorite speed... © 45 RPM

"It's What's in THE CASH BOX That Counts"
Victor Announces Price Reductions On EP's

NEW YORK, N. Y.—Reductions up to 40 percent in the nationally advertised list prices of RCA Victor's 45 rpm Extended Play records were announced last week by Lawrence W. Kanaga, Vice President and General Manager, RCA Victor Record Division. The change became effective Jan. 7.

The old and new nationally advertised retail prices for RCA Victor EP product follow: Original Cast albums, formerly $4.98, now $2.98; three and four-pocket EP's, formerly $3.98, now $2.98; two pocket EP's, formerly $2.49, now $2.98; and single pocket EP's, formerly $1.49, now $1.29.

Kanaga revealed that RCA Victor will spend in excess of $1,000,000 during 1957 to stimulate the 45 rpm system in general and Extended Play product in particular.

"We are taking this step now because EP is the surest stimulant for the future growth of the record business," he said. "Expansion of the record business will come, first and foremost, through youth which will claim 65 percent of the total population growth in the next 20 years. Teenagers begin their music-at-home habit with 45 rpm singles. A healthy single and EP business is vital to the growth and prosperity of record dealers. Youth today wants Extended Play."

Kanaga added that RCA Victor is taking this step now because 45 rpm phonographs are selling in ever-increasing numbers.

"These phonographs must be fed," he said. "Also, as our dealer organization goes more and more to self-service, EP product takes on added significance since it features low price.

"It displays well, it offers consumers great selectivity and its size conserves space. Finally, at the new low prices, it is the greatest consumer value that the industry offers."

RCA Victor will immediately launch an advertising and promotional campaign that will continue throughout 1957 to help dealers promote EP.

"The campaign will hit with terrific impact in January, February and March," said Kanaga. "RCA Victor intends to saturate every American communication media with the EP price-reduction story. This national and local advertising program will be exposed to every man, woman and child in the United States not less than three times during the first quarter of 1957."

Kanaga explained that RCA Victor also will make it possible for dealers to recover any markdowns that the price adjustment may require them to make on inventories through a special offer in January. He said that distributors will get to dealers with complete details of this program as soon as possible.

"In recent months we have demonstrated that EP's will sell in tremendous quantities," he concluded. "We are confident our dealers will give us whole-hearted support in promoting this program for the general good of the industry."

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Best Selling Pop Albums

1. CALYPSO
   HARRY BELAFONTE (RCA Victor LPM 1248 * EPA 1248)
2. ELVIS
   ELVIS PRESLEY (RCA Victor LPM 1382 * EPA 1382)
3. MY FAIR LADY
   BROADWAY CAST (Columbia Ol 5990)
4. THE KING AND I
   MOVIE CAST (Capitol W 749 * EPA 749)
5. THE EDDY DUCHIN STORY
   MOVIE SCORE (Decca Ol 8289)
6. OKLAHOMA
   MOVIE CAST (Capitol SLO 395 * SDM 395)
7. JERRY LEWIS JUST SINGS
   JERRY LEWIS (Decca Ol 8410)
8. HIGH SOCIETY
   FILM SOUNDTRACK (Capitol W 750 * EMG 750)
9. BELAFONTE
   HARRY BELAFONTE (RCA Victor LPM 1150 * EPA 1150; EPA 693, 4, 3)
10. ELVIS PRESLEY
    ELVIS PRESLEY (RCA Victor LPM 1254 * EPA 1254)
11. THE PLATTERS (Vol. II)
    THE PLATTERS (Mercury MG 20216)
12. SAY IT WITH MUSIC
    LAWRENCE WELK (Coral CRL 57041 * EC 82027)
13. THIS IS SINATRA
    FRANK SINATRA (Capitol T 768)
14. MERRY CHRISTMAS FROM LAWRENCE WELK
    LAWRENCE WELK (Coral CRL 57093 * EC 82032)
15. SONGS FOR SWINGING LOVERS
    FRANK SINATRA (Capitol W 653 * EPA 653)
16. MANHATTAN TOWER
    GORDON JENKINS (Capitol T 766 * EDG 766)
17. CALENDAR GIRL
    JULIE LONDON (Liberty SL 90002)
18. GIANT
    SOUND TRACK SCORE (Capitol W 722 * EPA 722)
19. ELLA AND LOUIS
    ELLA FITZGERALD
    LOUIS ARMSTRONG (Verve MG V-4003)
20. HOWDY!
    PAT BOONE (Dot DLP-3030)
21. A CHRISTMAS SING WITH BING
    BING CROSBY (Decca Ol 8419)
22. HYMNS
    TENNESSEE ERNIE FORD (Capitol T 376)
23. 'S WONDERFUL
    RAY CONNIFF (Columbia CL 925 * EPA 925)
24. THE PLATTERS
    THE PLATTERS (Mercury MG-20146)
25. PAUL WHITEMAN 50TH ANNIVERSARY
    VARIOUS ARTISTS (Grand Award 33-901-1279 LP)

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
THE FIRST HITS OF '57 ARE ON COLUMBIA!

New Smash—2 Sider

Johnnie Ray

You don't owe me a thing
Look homeward, angel
Over a million and half "Just Walking in the Rain"

Guy Mitchell

Knee deep in the blues
Take me back baby
Reaching 2 million "Singing the Blues"

Their New Hit

Four Lads

All the way

Frankie Laine

Great reaction

Jill Corey

Bigger than ever

Jo Stafford

Who needs you

It's so easy to forget

Moonlight Gambler

Lotus land

I love my baby

On London bridge

COLUMBIA RECORDS

"It's what's in THE CASH BOX that counts"
The Billboard says:

**THIS WEEK’S BEST BUY**

"...moving out with the greatest of ease... strong sales..."

**JIM LOWE’S smash hit follow up to the biggest DOT record of all time, “GREEN DOOR”**

**“BY YOU, BY YOU, BY YOU”**

*b/w* **“I FEEL THE BEAT”**

on that sizzling hot DOT label-15525

---

"It's What's in THE CASH BOX That Counts"
Memorable Hits on

Great Single Record

"SALUTE TO TOMMY DORSEY"

(PART 1)

I'M GETTING SENTIMENTAL OVER YOU
THERE ARE SUCH THINGS
THIS LOVE OF MINE
YES INDEED
OPUS ONE
MARIE

(PART 2)

I'LL NEVER SMILE AGAIN
ONCE IN A WHILE
OH! LOOK AT ME NOW
BOOGIE WOOGIE
ON THE SUNNY SIDE OF THE STREET
Coral 61779 - 9-61779

Dot-Paramount Talks Continue
Wood Names Mack To Album Post In Expansion Program

NEW YORK—Talks between Randy Wood of Dot Records and Paramount Pictures officials continued in high gear last week in New York City. In addition, Al Bennett, formerly Dot sales manager and owner of 10% of Dot stock, was also expected in the city last Friday as The Cash Box went to press to join in the talks. It is understood that negotiations are progressing and that if the deal is finalized, Randy Wood, now owner of 70% of Dot's stock, would become one of the major stockholders of Paramount Pictures, through a stock exchange deal, and would be placed on that firm's Board of Directors.

Meanwhile, Wood announced that as a further step in the expansion of Dot's album program, he had named Tom Mack Director of Album Repertoire. Mack will leave his present position as General Manager of Capitol Records' Custom Service Department to join the Dot organization on February 1st.

Wood and Dot VP Henry Onorni have been readying plans for the release of 100 albums in 1957 covering popular, jazz, classical, motion picture sound tracks, celebrity series and special items, many of which Tom Mack is expected to produce. Onorni will be in Hollywood shortly to confer with Mack and Wood, completing long range plans on the LP program which includes the ultimate acquisition of a complete repertoire staff, the services of additional producers located in other parts of the country if that seems advisable, and complete art and editorial departments. There also looms the possibility of the addition of a classical specialist in Dot's LP division.

Winterhalter Scores On Montgomery Show

NEW YORK—Hugo Winterhalter scored strongly as the musical conductor of the Robert Montgomery Show on New Year's Eve. The entire hour was devoted to musical performances with several RCA Victor artists appearing. In addition to conducting all the music, Winterhalter also performed and was part of the script continuity. In all his duties he proved to be highly effective.

Also performing successfully were Teddi King, Ann Gilbert, Eddie Haywood, Dorothy Olsen, Eddie Dano, Henry "Hot Lips" Levine and The Nightcaps.

Mickey & Sylvia Disk Still Available At Groove Distributors

NEW YORK—It was announced this week that although the Groove label has been discontinued, the disk's current hit "Love Is Strange" by Mickey and Sylvia will continue to be available from distributors who handled the Groove line. The record, incidentally, has passed the 215,000 mark.

Victor March of Dimes Train Takes Off Again

NEW YORK — The Second Annual March of Dimes - RCA Victor Starliner, a special train jammed packed with some of the top recording stars in the country, left on January 13th on a 4,800 mile trip to nine cities for the benefit of the March of Dimes.

Last year the carload of Victor stars wowed the fans in city after city and collected a huge sum of money for the continuing fight against polio. This year, the Starliner is expected to do an even bigger job with its increased roster of talent.

Among those who will be on the train are: Eddie Fisher, Julius La Rosa, Jaye P. Morgan, Hugo Winterhalter, Henri Rene, Joe Reisman, The Browns (Jim Edward, Maxine and Bonnie), The DeCastro Sisters, Lou Monte, Mickey & Sylvia, Joe Valino, Teddi King, Dorothy Olsen, Rob Conley, Eddie Dano, Ann Gilbert, Richard Malbry, Mike Pedicin, Larlean Huston, Dick Lee, Frankie Lester, David Houston, the Lane Brothers and Kuldip Singh.

Accompanying the artists will be many Victor execs including: Bill Bullock, Harry Jenkins, Ben Ronser, Bernie Miller, Charlie Hall, Herman Diaz, Steve Sholes, Fred Mann, Jack Dunn, Lorene Schrag, Brad McCusen and Dee Welker.

The train will visit Boston (Jan. 14), Buffalo (Jan. 15), Cincinnati (16), St. Louis (17), Chicago (18), Minneapolis and St. Paul (19), Milwaukee (20) and Pittsburgh (21).

Hayes' "Wringle Wrangle" Hits

NEW YORK — ABC-Paramount Records reports that, within the past seven days, orders totaling the 200,000 figure have poured into the disk-carrying offices for Hayes' first ABC waxing "Wringle Wrangle" b/w "Westward Ho, The Wagones".

All distributors were ordering in huge quantities with Harry Rosen of Philadelphia predicting that the disk would outsell "Tennessee Waltz". Joe Sinsheimer of Allen Distributing in Richmond, Va., said that the company alone expects to exceed the 50,000 without any difficulty. Malverne Dist. In New York says it should go well over the 100,000 figure in the New York area.

At the same time Larry Newton, Sales Manager of ABC-Paramount, announced the addition of Dewey Bergman, Jr. to the label's sales staff. Bergman will handle LP's and the Mickey Mouse line and will report to Newton.

Singer Adds Second Store

CHICAGO — As of January 1st, Singer-One Stop, this city, announced the opening of a branch store on Chicago's south side.

Joe Sipiora, manager in charge, expressed the branch's functions thusly, "We are set up with new racks in order to speed our retail ordering. There is a much larger section devoted to LP's in order to service our retail accounts faster and more thoroughly," Sipiora went on, "Of course, free title strips are still the rule."

Being a branch of the Singer-One Stop on Chicago's north side, Sipiora advised that all shipping would be done from the main store, the branch being set for pick up orders only.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"
The recent recognition by The Billboard, Variety and The Cash Box of DOT RECORDS as a "MAJOR" recording company made it truly a joyous holiday season. We earnestly hope that in 1957 we will be able to live up to the superlatives heaped upon the organization in 1956.

DOT RECORDS, however, could never have grown—in this short time—from a minor to a major recording company without the aid, acceptance and confidence of the thousands of wonderful people who comprise our great industry.

To these friends, and especially to co-workers and artists in the DOT organization who have been with me since the beginning in Gallatin, Tennessee, I am forever grateful.

"It's What's in THE CASH BOX That Counts"
Decca Album Release
"Designed For 57"

Mills Gets Title Song of B'way Bound London Hit

NEW YORK—Mills Music has acquired the publication rights to the title song of the Producers Theatre's new play: "The Waltz of the Tear- dows." The play by Jean Anouilh, translated by Lucien Hill, which had opened in Boston December 31 to rave notices, will have its Broadway premiere January 17 at the Coronet Theatre. Publication of the song, penned by John Hotchkiss, is by arrangement with Francis, Day & Hunter of London, and will mark Mills Music's increased activity in up-coming show tunes. The show, a current London success, stars Ralph Richardson and Mildred Natwick, and is one of the subscription series of the Theatre Guild and the American Theatre Society.

A BIG NATIONAL HIT!

MICKEY AND SYLVIA
Singing and Playing
"LOVE IS STRANGE"
Groove G/4G-0175

Order Today from Your Groove Distributor

A Product of Radio Corporation of America
155 EAST 24th STREET
NEW YORK—NEW YORK

In a recent trip to Austria on behalf of the newly formed "National Council Of Disc Jockeys," Buddy Deane (WITH-Baltimore, Md.) noticed that a jok box, only 5 miles from American records, these platters consisted of 1 Glenn Miller recording, 1 Louis Armstrong disk and 6 efforts by Bill Haley and His Rockets. . . . When Johnny Fairchild (KTRM-Santa Barbara, Calif.) played "It's A Blue World" by Ralph Rodger's (Columbia) and "The Hour Of Love" by Lew Douglas and His Ork (Bally). . . . Alan Fredericks (WGBB-Freeport, L.) conducted a "Mystery Record" contest asking listeners for the identity of the vocalist on "Belie," which is known for its zany style of Don't call the record "Fancy Love." Answers ranged from Mel Torme to Rocky Graziano. . . . Since last July, Ron Wilmer (WAYE-Baltimore, Md.) says he's been using Huntington's "Young Love" on his program. Ron also reports that WAYE's studies are now located on Charles street in Baltimore. An interesting feature of the new WAYE studios is that the station's disc jockey, Ron, John Amsden, W orchestrated the program.

Heller Named To Album Post At RCA Victor

NEW YORK—Edie Heller, president of Rainbow Records, has announced his resignation from the exec post to become musical director of an album project. One is a specially designed package containing 24 selections representing 23 of the new albums. The other disk jockey sampler includes portions of the Gold Label releases. On the dealer and consumer level, Decca has prepared extensive display material and will advertise its new product in both trade and consumer publications.

In connection with the "Designed For 57" campaign, Decca's salesmen are being provided with selling tools which include bound sheet books and special color pages for both the new product and for the company's complete catalogs of 12" 78 rpm, Gold Label, Kiddly and Extended Play sets.

DECCA

KSHO—Las Vegas, Calif., has been programmed by Ron Wilmer (WAYE-Baltimore, Md.) to play the new RCA Victor album, "Young Love." The album has won the moustache adorning its face for 14 years. Phil's explanation: "I didn't shave it off in a effort to dodge tax collectors. I just got plain tired of shaving it, if you like." . . . Bill Edmonds also of WMBG has been elected a member of the board of the New York local of American Federation Of Television And Radio Artists.

Busy Man: After one of his 3:30 PM shows, Phil Lind (WCLL, Ill.) dazed the airport and barely caught the plane for Winnipeg. The next day he emceed one of the stage shows in that cold (~25 degrees) Canadian city and flew back after the performance. After taping his regular show, he was off to Milwaukee to appear at a Pina Bifin function. Phil had to be back the next day to cut tapes for the Howaus Johnson restaurant shows. On Monday, December 14th, Phil began his first show at WAIL at 4:00 AM. Mass., has issued an anniversary edition record survey, believed to be the only one of its kind in the country. The 12 page offering, free in all Boston record shops, contains the top 30 hits of 1956 plus full 8 by 12 photos of Ella, Rodgers, the McGuire Sisters and WHL disk jockeys, with smaller photos of Pats Domingo and Elvis Presley. While deejay Jim Aylward originated the piece, . . . as a jock, Phil has played "Young Love," and "Love Is Strange." . . . The spinners of WWEB-Boston, Digital, WHL, WAKR, John Amsden, Westlake, Bill Johnson, and Frank Graham, played Santa Claus for 25 needy Baltimore families.

. . . Scott Muni (WAKR-Akron, Ohio) says he will stick out his predicting neck and flatly state that he believes "Love Is Strange" by Mickey And Sylvia (Groove) will become the top record in the land soon. . . . Jim Hawthorne (KVA-San Francisco, Calif.) is an "all-in" advocate of "Love Is Strange." . . . Heller introduced the world artists Mickey and Sylvia on his Rainbow label some years ago. The team is currently riding high with its Groove recording "Love Is Strange."
The Records
Disk Jockeys
Played Most

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

<table>
<thead>
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<th>No.</th>
<th>Record</th>
<th>Artist/Group</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>SINGING THE BLUES</td>
<td>GUY MITCHELL (Columbia)</td>
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<td>2</td>
<td>LOVE ME</td>
<td>ELVIS PRESLEY (RCA Victor)</td>
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<td>3</td>
<td>THE BANANA BOAT SONG</td>
<td>TARRIERS (Glory)</td>
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<td>4</td>
<td>HEY! JEALOUS LOVER</td>
<td>FRANK SINATRA (Capitol)</td>
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<td>5</td>
<td>YOUNG LOVE</td>
<td>SONNY JAMES (Capitol)</td>
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<td>6</td>
<td>LOVE ME TENDER</td>
<td>ELVIS PRESLEY (RCA Victor)</td>
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<td>7</td>
<td>TRUE LOVE</td>
<td>CROSBY &amp; KELLY (Capitol)</td>
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<td>8</td>
<td>GREEN DOOR</td>
<td>JIM LOWE (Dot)</td>
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<td>9</td>
<td>MOONLIGHT GAMBLER</td>
<td>FRANKIE LAINE (Columbia)</td>
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<td>10</td>
<td>DON'T FORBID ME</td>
<td>PAT BOONE (Dot)</td>
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<td>11</td>
<td>I DREAMED</td>
<td>BETTY JOHNSON (Bally)</td>
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<td>12</td>
<td>GONNA GET ALONG WITHOUT YOU NOW</td>
<td>PATIENCE &amp; PRUDENCE (Liberty)</td>
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<td>13</td>
<td>A ROSE AND A BABY RUTH</td>
<td>GEORGE HAMILTON IV (ABC-Paramount)</td>
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<td>SINCE I MET YOU BABY</td>
<td>IVORY JOE HUNTER (Atlantic)</td>
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<td>15</td>
<td>BLUEBERRY HILL</td>
<td>PATS DOMINO (Imperial)</td>
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<td>16</td>
<td>CINCO ROBLES</td>
<td>RUSSELL ARMS (Era)</td>
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<td>17</td>
<td>ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY</td>
<td>JERRY LEWIS (Decca)</td>
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<tr>
<td>18</td>
<td>TWO DIFFERENT WORLDS</td>
<td>BON RONDO (Jubilee)</td>
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<td>19</td>
<td>MARY'S BOY CHILD</td>
<td>HARRY BELAFONTE (RCA Victor)</td>
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<tr>
<td>20</td>
<td>JUST WALKIN' IN THE RAIN</td>
<td>JOHNNY RAY (Columbia)</td>
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"It's What's in THE CASH BOX That Counts"
December Biggest Month
In Dot's History

HOLLYWOOD—As of Friday, December 28, Dot Records had achieved sales for December of well over 2,000,000 units, the biggest month in its history. Friday also turned out to be its biggest day, with orders totaling 950,000, of which 200,000 were on Tab Hunter’s first Dot recording, “Young Love.” Hunter’s record is now nearing the three-quarter million mark, finishing the year among the top recordings.

While total year-end figures are not yet available, Dot Records expects to more than double last year’s business.

Capitol Distributing Corp.
Makes New Appointments

HOLLYWOOD—The promotion of three Capitol Records Distributing Corporation personnel to newly-created positions and the appointment of a fourth has been announced by Geoffrey F. Racine, Vice-President and National Operations Manager of CRDC. Each of the four changes became effective January 1.

Stephen Strohm, Staff Assistant of National Branch Operations, is promoted to the new position of Assistant Operations Manager. In addition, Mrs. Gershon Wilkman will be the Regional Operations Manager of Region No. 3, with responsibility for Branch Operations functions in the Los Angeles, San Francisco, and Seattle Branches. He will headquarter in Hollywood.

William R. Tyndall, Branch Operations Manager in New York, is promoted to the new position of Regional Operations Manager, Region No. 1, with Branch Operation responsibilities in Atlanta, Baltimore, Boston, Buffalo, Charlotte, Hartford, Jacksonville, Newark, New York, Philadelphia, and Pittsburgh Branches, headquartered at the New York Branch.

Harold Grogan, Staff Assistant of National Branch Operations, is promoted to the new position of Regional Operations Manager, Region No. 2, with Branch Operation responsibilities in the CRDC Branches in Chicago, Cincinnati, Cleveland, Dallas, Detroit, Des Moines, Kansas City, Memphis, Minneapolis, Oklahoma City, and St. Louis Branches, making his headquarters at the latter.

Edgar L. Browning has been appointed Branch Operations Manager of the New York Branch, replacing Tyndall.

Glory Signs Denny Vaughn

NEW YORK—Phil Bannerman, president of the torrid Glory label currently on the boards with “The Banana Boat Song” by The Tarriers and “Cindy, Oh Cindy” by Vince Martin, last week announced the signing of Country music star Denny Vaughn to an exclusive Glory contract, plans call for using Vaughn’s talents as a singer and arranger on Glory presentations.

Rose will record the artist in the near future and a release will follow immediately thereafter.

ATTENTION DEEJAYS, PROGRAM DIRECTORS, LIBRARIANS—Please keep us constantly informed of any changes in call letters or title.
Johnny Magnus
KGFJ—Hollywood, Calif.
1. Rock-A-Bye Your Baby (J. Lewis)
2. Goodnight My Love
3. Mutual Administration Society
4. Dancing Chandlery (Tony)
5. Chasing the Rain (J. Lewis)
6. Round Away
7. Darlin' of Mine (J. Lewis)
8. Baby Can Rock (C. Collins)
9. Greenbevels (Beavers)
10. Goodnight Love (T. Ardis)

"Easy" Ed Ellis
WNIX—Springfield, Vt.
1. I Dreamed (B. Johnson)
2. Since I Met You Baby
3. Ain't Got No Home (C. Joe Hunter)
4. Love Me (E. Presley)
5. Hey! Jealous Lover (Sinatra)
6. Moonlight Gambler (J. Lewis)
7. Singing the Blues (McGuire)
8. True Love (E. Presley)
9. I Miss You So (C. Joe Hunter)
10. Young Love (S. James)

Bob Kloss
WKWK—Wheeling, W. Va.
1. Young Love (Hunter/James)
2. Cindy (McGuire)
3. Second World (R. Hunter)
4. Tell Me (C. Hunter)
5. Singing Through the Rain (J. Lewis)
6. True Love (Crosby & Kelly)
7. I Dreamed (E. Presley)
8. Since I Met You Baby
9. Second World (J. Lewis)

Art Preston
WIBD—Biloxi, Miss.
1. Two Different Worlds (D. Rond)
2. Banana Boat Song (Wong)
3. Honey Moon (B. Deagan)
4. Walking in the Rain (Ray)
5. True Love (Crosby & Kelly)
6. Nuttin' (E. Fisher)
7. Night Lights (C. James)
8. What's the Reason (Domino)

Clark Ingram
"Ingram's Watch"
KXLL—Oceanisco, Calif.
1. Singing the Blues (Mitchell)
2. Garden of Eden (J. Lewis)
3. Honey Moon (B. Deagan)
4. Walking in the Rain (Ray)
5. True Love (Crosby & Kelly)
6. Nuttin' (E. Fisher)
7. Night Lights (C. James)
8. What's the Reason (Domino)

Joe McCallum
CFRN—Edmonton, Alta, Can.
1. Rock-A-Bye Your Baby (J. Lewis)
2. Love Me Tender (E. Presley)
3. Green Door (J. Lewis)
4. True Love (Crosby & Kelly)
5. Honey Moon (B. Deagan)
6. Hey! Jealous Lover (Sinatra)
7. Don't Go Breaking My Heart
8. Cindy, Oh Cindy (E. Fisher)
9. Round Away Your Baby
10. Don't Be Creepin' (E. Presley)

Bob Carteron
WQAM—Miami, Fl.
1. Singing the Blues (Mitchell)
2. Green Door (B. Deagan)
3. Honey Moon (B. Deagan)
4. Banana Boat Song (Torrer)
5. Moonlight Gambler (J. Lewis)
6. City of Angels (Highlight)
7. Don't Knock the Badd
8. I Dreamed (B. Johnson)
9. Love Me Tender (E. Presley)

Dave Sweet
WBSM—New Bedford, Mass.
1. I Dreamed (B. Johnson)
2. Second World (B. Johnson)
3. Stew Walk (O. Smith)
4. Since I Met You Baby
5. On Your Honor (Platters)
7. Baby, Baby, My Oh My Darling
8. Greenbevels (Beavers)
9. Missy Robbins (B. Lewis)
10. Greenbevels (Beavers)

Donn Parker
WFMY—Ft. Myers, Fla.
1. I Dreamed (B. Johnson)
2. Singing the Blues (Mitchell/Robbins)
3. Jamaica Farewell (B. Lewis)
4. A Dream's Theme (B. Lewis)
5. Banana Boat Song (B. Johnson)
6. True Love (Crosby & Kelly)
7. Moonlight Gambler (J. Lewis)
8. Banana Boat Song (Sinatra)
9. Wonderful, Wonderful (E. Presley)
10. Two Different Worlds (D. Rond)

Hy Davis
WDSR—Hartford, Conn.
1. Rose and a Baby Ruth
2. A Dream's Theme (B. Lewis)
3. Banana Boat Song (Sinatra)
4. True Love (Crosby & Kelly)
5. I Dreamed (B. Johnson)
6. Confessions of a Child (E. Fisher)
7. Midnight Gambler (J. Lewis)
8. Sunshine in Dixie (Gardner)
9. Banana Boat Song (Torrer)
10. Two Different Worlds (D. Rond)

Bill Vonne
WKBR—Manchester, N. H.
1. A Dream's Theme (B. Lewis)
2. Don't Knock the Badd
3. I Dreamed (B. Johnson)
5. Midnight Gambler (J. Lewis)
6. Sunshine in Dixie (Gardner)
7. City of Angels (Highlight)
8. Don't Knock the Badd
9. I Dreamed (B. Johnson)
10. Love Me Tender (E. Presley)

Bob Salter
KRJ—Syracuse, Wash.
1. "Hey! Jealous Lover (Sinatra)
2. Don't Forbid Me (F. Boone)
3. You've Got Me (E. Presley)
4. Peach Boy (E. Presley)
5. Why? (E. Presley)
6. Blanco (3 Friends)
7. You've Got Me (E. Presley)
8. Wisdom Of A Fool (M. Murphy)
9. Garden of Eden (J. Lewis)
10. Garden of Eden (J. Lewis)

The Cash Box "Sure Shots" highlight 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.

"YOU DON'T OWNE ME A THING"
"LOOK HOMEWARD, ANGEL"

Johnny Roy
Columbia 40803

"YOUNG LOVE"
"Sleeping of the Week"

Les Paul & Mary Ford
Lawrence Wolk

The Cash Box "Sleeping of the Week"

The Cash Box "Sure Shots"

The Cash Box "Sleeping of the Week"

Bill Williams
Capitol 3612

The Cash Box "Sleeping of the Week"

The Cash Box "Sleeping of the Week"

"I LOVE MY BABY"

Jill Corey
Columbia 40794

Now and All Through the Winter Season

"MY BOY LOLLIPOP" "KEEPER OF MY HEART"

Barbee Gaye
Darl 1001
JAZZ:

**ATLANTIC**

- "Michael's At Amelia Morey's"—LP 1244
- "Bamtek Sax: Lou Gullis"—LP 1246
- "Love Story"—Dave Pell Octet—LP 1249
- "Big Duke Fats"—Thomas Talbert—LP 1250
- "Billuor do Paris at Symphony Hall"—LP 1253

**BETHELHEM**

- "The Voice Of Audrey Morris"—BCP 6010
- "Jazz Great"—Jack Toogard—BCP 32
- "The Distinctive Style Of Bobby Trup"—BCP 35
- "Ruby Braff Omnibus"—BCP 5
- "David May Care Bob Dough"—BCP 11
- "Sounds By Sccoli"—Frank Sccoli—BCP 2160
- "The Happy Jazz Of Osie Johnson"—BCP 499
- "We Brought Our Ass"—Hank D'Amico, Aaron Sachs—BCP 7
- "Jazz Kaleidoscope"—F. Pete Brown, Jonas Johns—BCP 4

**BLUE NOTE**

- "Club Baby Grand"—Jimmi Smith—BNLP 1528
- "J. R. Monterose"—Ito Sullivan, Horace Silver, "Philly" Joe Jones, Wilbur Ware—BNLP 1530
- "Lee Morgan Indeed!"—Lee Morgan, Clarice Sharpe, Horace Silver—BNLP 1538

**CAMELEON**

- "Great Jazz Records"—Sidney Bechet and his New Orleans Footwarmers, Lionel Hampton and his Orchestra, Barney Bigard and his Orchestra, Johnny Dodds—Hot Six, Irving Fazola, Bud Freeman—CAL 339
- "Murphy In The Parlor"—Gone Krupa and his Orchestra—CAL 340
- "Cafe Wien"—Franz Hollar and his Orchestra—CAL 341 C AE-378

**CLASSICAL**

Verdi: Otello-Maria Carbone, Tamara Bel- tacchi, Nicola Fasati, Piero Grignelli, Nella Palai, Apollo Granforte, Corrado Zambelli, Enrico Spada La Scala Opera Company, Chorus and Orchestra, Carlo Sabajno, Conductor—CCL 101

The Art Of Elisabeth Raebig—CAL 335

Great Artists At Their Best—Arturo Toscani, conducting the Philharmonic Symphony Orchestra of New York, Boston Symphony Orchestra, Serge Koussevitzky, Conductor—CAL 336

**DECCA**

- "L'Invitation"—Music From Broadway Production—Percy Faith—CL 955 8 9551, 2
- "Baby Doll"—Sound Track Recording—Ray Heindorf and the Warner Bros. Orchestra—CL 958
- "Mellow Guin"—George Van Eps—CL 929
- "Tony"—Tony Bennett—CL 938 8 9381, 2, 3
- "The Most Happy Piano"—Erroll Garner Trio—CL 939
- "The Love Of Spain"—Andre Kostelanetz and his Orchestra—CL 943
- "The Radio City Music Hall Organ"—Ashley Millet—CL 913
- "Bonjour Paris!"—Michel Legrand and his Orchestra—CL 947
- "Bells Are Ringing"—Judy Holliday, Sydney Chaplin, Eddie Lawrence, Peter Genera—DOL 570

**DISNEYLAND**

- "Fairytale"—WDL 4008
- "Cinderella"—WDL 4007
- "Secrets Of Life"—WDL 4006
- "Snow White"—WDL 4005

**DOLPHIN**

- "This Is My Vienna"—Greta Keller—DOLPHIN 8

**EMARCY**

**JAZZ**

- "The Early Renaissance (1350-1500) Series C: John Dunstable and His Circle/Series D: The Netherlands To Ockeghem—John Ockeghem: 5 Chansons (Songs) ARC 3052
- "The Italian Sixcento (17th Century) Series C: The Toccata-Girolamo Frescobaldi (1583-1643)—ARC 3054
- "German Baroque Music (17th Century) Series D: The Lied-Adam Krieger (1634-1666)—ARC 3055
- "Western Europe From 1650 to 1750 Series B: At The Court Of Louis XIV-Francois Couperin (1668-1733) Fritz Neumeyer—ARC 3056
- "The Italian Settecento (18th Century) Series A: The Concerto-Luigi Boccherini (1743-1805)—August Weninger, Concert Ensemble of the Schola Cantorum Bresiliensium, Joseph Bogh, Conductor—ARC 3057
- "George Frideric Handel (1685-1759) Series A: Orchestral Concertos—Concerto Grosso Op. 3 No. 3, G Major (Concerto for Orchestra No. 3)—ARC 3059
- "The German Pre-Classics (1700-1760) Series C: Vocal and Instrumental Music For The Home—ARC 3060
- "Manoomin and Vincenzo (1760-1800) Series E: Wolfgang Amadeus Mozart (1756-1791)—ARC 3061

**FILM SOUNDTRACK**

- "Westward Ho The Wagons!"—WDL 4008
- "Cinderella"—WDL 4007
- "Secrets Of Life"—WDL 4006
- "Snow White"—WDL 4005

**POPULAR**

- "Child's Garden Of Verses"—WDL 3003

**POLARIS**

- "This Is My Vienna"—Greta Keller—DOLPHIN 8

**THE CASH BOX**
EPIC

CLASSICAL:
Benjamin Lees: String Quartet No. 1—William Dennis: String Quartet No. 2—The Juilliard String Quartet—LC 3325
Liszt/Kirchner: Trio for Violin, Cello and Piano/Janos Starker—Nathan Goldstein, George Neikrug, Leon Kirchner, Eudice Shiappe—LC 3306
Wilhelm Killmayer: Missa Brevis for Mixed Chorus A Cappella/Louise Morrison: Mass for Mixed Chorus, Trumpet, Harp and Strings—New York Concert Choir and Orchestra, Margaret Hillis, Musical Director, Ronald Keitel, Jeanette Svecoti—LC 3307

FIESTA
LATIN RHYTHMS:
“A Dance Date In Havana”—Orchestra Fiesta Cubana—LP 1213

FLAIR-X
POPULAR:
“Latin Songs To Inspire Lazy Lovers”—Los Romanticos, Trio Cuba Bella, Ramon de La Cruz, Los Inquepeses.
“Bee Kalmus With Love Songs Starring You And I”
“Greenwich Village Jazz”—Tony Gray, Slam Stewart.

LONDON
CLASSICAL:
II Trotatore—Complete Recording—Chorus Of Maggio Musicale Fiorentino (Director: Andrea Monti)—Strozzi: The Messenger—Orchestra De La Suisse Romande-Alberto Ercole, Conductor—XLLc50

LONDON INTERNATIONAL
POPULAR:
“Enchanted Waltz”—Iola Sanders and his Orchestra—LGX 66025

MERCURY
POPULAR:
“Golden Strings”—Fiorino Zabach—MG 20176
“You Don’t Know What Love Is”—Nick Noble—MG 20182
“Folk Songs By Kitty White”—MG 20183
“Music For People Who Can’t Sleep”—Richard Hayman—MG 20184
“Art Midos And His Hi Fivers”—MG 20185
“Four Hours”—Chuck Miller—MG 20195
“Music A La Carte”—The Crew Cuts—MG 20199
“Morgana King Sings The Blues”—MG 20231

PANART
LATIN RHYTHMS:
“Cha Cha In Havana”—Jaffredo and his All Stars—LP 3004
“Musical Dachai”—Riverside Orchestra—LP 3002
“Arrivederci Roma”—Floriana Alba, Guitar—Orchestra LP 3014
“Lessons In Cha Cha Cha”—Orchestra America—LP 3015
“Cha Cha Cha At Midight”—Julio Gutierrez and his Orchestra—LP 3016
“In A Latin Mood”—Joe Norman, London Orchestra—LP 3017
“Rice Cha Cha Cha”—Sublime Orchestra—LP 3018
“Dance Music Of Cuba—Vol. 1”—Various Artists—LP 3020

PRESTIGE
JAZZ:
“Moving Out”—Sonny Rollins Groups—LP 7058
“Modern Jazz Quartet/Milt Jackson Quintet”—LP 7059
“Two Trumpets”—Donald Byrd, Art Farmer—LP 7060
“Garland Of Red”—Red Garland Trio—LP 7061
“Berta Lee”–J. Windhurst Quintet—LP 7065
“Girl’s Dirt”—Gil Mell Quartet and Group—LP 7067
“Dual Ride Of Bob Brookmeyer”—Teddy Charles, Jimmy Raney—LP 7068
“Piano East/West”—Freddie Redd, Ham Hawes—LP 7069
“Mare Mondos”—LP 7069

REEQUEST
POPULAR:
“Musical Portraits Of Wall Street”—Weil Symphony Orchestra, Humphrey Mathews, Director—RLP 10034
“Instrumental Treasures Of Stephen Foster”—Florida Concert Orchestra, Raymond Carlisle, Director—RLP 10035
“Five Accordion Play Favorites”—Charles Nuzio and his Five Accordion—RLP 10036

UNICORN
POPULAR:
“The Automobile—the Sounds Of 50 Years”—Peter Bartok—UDS 1

VICK
POPULAR:
“Rock And Roll Music For Kids Over Sixteen”—Jack E. Leonard, Will Stomp and his Orchestra—LP 1005

“‘It’s What’s in THE CASH BOX That Counts”
Columbia Cuts EP Prices

NEW YORK—Following RCA Victor’s Extended Play price cut, Hal Cook, President of Columbia Records announced that Columbia Records would slash its suggested retail list on 14-professional EPs, by $2.29 and $2.49, respectively. All other EP packages of more than two pockets will remain at the former suggested retail price.

Cook stated that Columbia would provide distributors and dealers with adjustments on floor stock to make up for the readjustment in price structure.

"HAPPY HUNTING"—Hugo Winterhalter And His Orchestra—RCA Victor LPM-1499 (1-1/2 LP)

HAPPY HUNTING, she’s just another girl, the game of love, it’s good to be her, MS. LIVINGTON, this town is called like a beautiful woman, A NEW-FANGED TANGO, if this much I know, THE WEDDING OF THE YEAR BUES.

The orchestral treatment of a Broadway show's score is currently a popular appeal to the orchestra following the advent of Ettan Melman’s return-to-Broadway vehicle, "HAPPY HUNTING." The Winterhalter sound is in evidence that central theme that has made the happy hunting tunes as "HAPPY HUNTING" (i.e. "Mutual Admiration Society", "I’m Yours", the Winterhalter touch is advantageously used. "A New-Fanged Tango" has really emerged from the same kingdom. Next cover pic of Winterhalter's strong mood and show music following.

"AN ACCORDION IN PARIS"—Dick Contino—Orchestra Conducted By David Carroll—RCA Victor LPM-2055 (1-1/2 LP)

This entry by accordionist Dick Contino follows his fine mood disk "Something For Paris." With the accordion in evidence a majority of the melody-palatable arrangements of melodies that suggest the romantic city. Gershwin’s "Blue Monday" in an American "Paris" reading. The accordion features a solo appearance on the program. Once again, David Carroll and the orch keep the chic Contino accordion in the spotlight. Top-drawer mood disk.

"MIDNIGHT FOR TWO"—The Three Suns With Pipe Organ—RCA Victor LPM-3259 (1-1/2 LP)

The world is waiting for the sunrise, when you play the rhumba on the tune; recording memory for the organ pipe as played as an organ pipe of less delicate sounds of the trio (which includes a smaller member of the organ family). Evergreen material. A mature approach to the tune, tune music has been released. The Three Suns their latest entry is another imaginative example of that quality.

"ROCK, PRETTY BABY"—Music From The Sound Track—Decca DL 8429 (1-1/2 LP)

PRETTY BABY, dark blue, free and easy, what's it gonna be rockin' the boogie, rockabye lullaby blues, teen age rock, the most, can I steal a little more of your pie, boys, these are the saint rolls, pipe organ, happy is a boy named me, hot rod, big band roll and roll. It's the tone that Hollywood had introduced with the rock 'n roll rage. "Rock, Pretty Baby," starring Sal Mineo is the latest picture in a series of the studios that rely on the R&B idiom to carry most of their story. There are 16 songs on this label of the sound track's soundtrack, most, naturally, highly rhythmic in nature. There are, however, some less strenuous items as "What's It Got That I Got?". Conductors happy is a nice addition. The orchestral support is provided by Jimmy Daley And The Ding-A-Lings. Kids should find the set to their R&B liking.

"MANY MOODS"—World Symphony Orchestra Under The Direction Of Howard Hickey—RCA Victor LPM-4145 (1-1/2 LP)

"SERENADE FOR TRUMPETS; OSCES ORIENTALE, BUGLES AND BELLS TANGO; THE SHEPHERDS' HORNpipes, LADIES IN THEIR DAY; THE SANTA ROSE ROLL PICNIC; THE BOY IS A BOY; THE SANTOS BIG BAND ROLL PICNIC; FROM AN AMERICAN IN PARIS; SYMPHONY; DOOMED; PARIS NOI D'AMOUR.

This entry by accordionist Dick Contino follows his fine mood disk "Something For Paris." With the accordion in evidence a majority of the melody-palatable arrangements of melodies that suggest the romantic city. Gershwin’s "Blue Monday" in an American "Paris" reading. The accordion features a solo appearance on the program. Once again, David Carroll and the orch keep the chic Contino accordion in the spotlight. Top-drawer mood disk.

"STRADIVARI CHAMPAGNE"—D’Artega And His Orchestra—MGM E3446 (1-1/2 LP)

The night is young (and you're so beautiful), crystal carousel, daily double, when the sun sets, panama, conga, world of dreams, getty festival, balboa barscarlome, dream concert, hyfin, up the west, remember that tune, this is how, there are big band roles, rollick, PICTORIAL TRUMPETS, HIGHWAY HYSOPHRO, TRUMBOONS TRISTE, MOUNTAIN CLARINETES, THE NATIVE STORE-STRINGS, CAROUSEL, PICTORIAL TRUMPETS, HIGHWAY HYSOPHRO.

Various instruments that comprise the orchestra take turns in the spotlight on the Request entry. Working with original material, D 'Artega generally applies to a particular instrument (trumpet; "Serenade For Trumpets"; violin; "Vibin In Fears"), a group of international musicians ply their trade skillfully. Cover displays a nude girl at the keyboard. Specialty item for a limited market.

"THE VAGABONDE"—Unique LP-112 (1-1/2 LP)

VAGABONDE theme, I wish I could Shimmie like my sister Kate, SALT; IT'S GOODBYE AGAIN, LONG TO YOU; I WONDER, I WONDER, I WONDER, LAST RIVER, POLYTHENE, FLUTTER, PONY RIDE, WRONG, MINDLESS MEDLEY, BACK IN YOUR OWN BACK YARD; I WANTED TO RELAX TOO, Hep EASY, WAITING FOR THE ROBERT E. LEESON GOVERNMENT, THAT MISSED VENUS, IT'S THE CALL THE WHOLE THING OFF; THE VERY THOUGHT OF YOU, Refreshing mood piece as a highly imaginative image.

Regular viewers of Arthur Godfrey's TV tight krnovm the Vagbonmus well. Their national exposure appeals to a large audience of fans. Arthur Godfrey should make this their first LP pressing, a handy item to have around dealer shelf. This package presents the lively group in a program of evergreens and original material that play a part in their video appearances. Sales draw comes from the folks who see the boys on TV or in night spots.

"WALT DISNEY TAKES YOU TO DISNEYLAND"—A Musical Tour Of The Wonders Of Disneyland In 15 Landscapes—Mark Goodfield—MGM 1-1001 (Lp)

This is a musical and narrative tour of Walt Disney's Five Wonders Of The World, this film presents a full-length feature musical accompaniment for each of the five kingdoms, the disk's aura of almost being present at each one is charmingly achieved. Package is delightfully colorful. There are the wonders of Disneyland, the four areas visited by millions via TV each week in story form, thus giving this set a bright sales picture.
"LET THE GOOD TIMES ROLL"—Shirley & Lee—Aladdin LP-507 (1-12" LP)
LET THE GOOD TIMES ROLL, I'M GONNA, SWEETHEART, KEEP ON, TAXES MONEY, CON-COUNTRY, DIG IT? IT'S A HOOL ME, CE DEW OVER, SO IN LOVIN', WHY DID IT?" There are some great records by the popular R&B one-two punch, Shirley & Lee. Heading the program is one of their most recent hits, "Let The Good Times Roll," a number, like so many others on the platter, reproduced at a hand-clapping pace. Their past successes and their latest climber, "I Feel Good," mark this set as a choice stock item.

LATIN RHYTHMS

"AN OCCASIONAL CHA CHA CHA"—Emilio Reyes And His Orchestra—Mardi-Gras LP 5064 (1-12" LP)
TAKE OUR THREE FOR CHA CHA CHA—Al Castellanos—La Playa Sextet—Emilio Reyes—Mardi-Gras LP 5065 (1-12"
CHA CHA CHA AT THE CORAL REEF—La Playa Sextet—Mardi-Gras LP 5066 (1-12"
These three releases come from Mardi-Gras and are devoted to the two Latin steps that are held great sway among the dancing public, the cha-cha and samba. The artists involved include such familiar names in the cha-cha-samba trade as Emilio Reyes, the La Playa Sextet and Al Castellanos. Reyes has this Beijing Cha Cha on his latest pluck, "An Occasional Cha Cha" and "Cha Cha At The Coral Reef," respectively, while Al Castellanos shaves "Take Our Three For Cha Cha Chi" with Reyes and the sextet. Material includes originals and standards transcribed for the steps. Excellent name value in the current cha-cha-samba binge.

CHA CHA CHA IN HAVANA—Fajardo And His All Stars—Panart LP 604 (1-12" LP)
CLASSES DE CHA CHA—Orchestra America Del 55—Panart LP 3015 (1-12"
SERENATA EN CHA CHA—Julio Gutierrez And His Orchestra With the C. Faxes Quartet—Panart LP 3016 (1-12") LP
This disk contains three more cha cha packages for the followers of the step. Listen to the disks were recorded in Cuba, a country where, as here, cha cha flourishes, "The Cha Cha Chi In Havana" platter mostly uses the material of orchestra leader Jose Fajardo, "Classes De Cha Cha Chi," named after one of cha-chadom's most successful numbers, mixes up the material to cover most of La Cha Chi's biggest hits, "Chinese Cha Chi," Cha-Chadom's most successful number, has been "Rose," and Cha-Chadom's "Evensong." 'Ev'ry Minute Of The Day,' 'Endless Summer,' 'El Canto De La Maya,' 'Rain,' 'Yesterday's Answers,' 'Diamonds Of The Desert,' 'Ev'ry Night Is Saturday.'

JAZZ

BROADWAY SHOWCASE—Buddy De Franco And His Orchestra—Arrangements By Russell Garcia—Verve MGV-2033 (12" LP)
SING US A SONG—Russell Garcia—Hawthorne; New York; Have You Met Miss Jones, I Saw The Light, Look On The Bright Side Of Life, Over The Rainbow, Ev'rybody Loves A Fat Lady, In The Still Of The Night, Come Rain Or Come Shine, Heat Wave, My One And Only, I Can't Help Singing, That Old Black Magic, The Man With All The Answers, This Is Your Life, London Fields, Stella By Starlight - Buddy De Franco and Russell Garcia, this disk is a follow-up to their "Gershwin Song Book" release. Buddy De Franco is an active arranger, producer, and composer. He has had a successful career in the music industry, and his arrangements are known for their innovation and creativity. The Gershwin Song Book is a collection of Gershwin's most popular songs, arranged and performed by Buddy De Franco and his orchestra.

CHRIS CONNOR SINGS LULLABIES OF BIRDLAND—Bethlehem BCP-101 (12" LP)
LULLABY OF BIRDLAND; WHAT IS THERE TO SAY; TRY A LITTLE TENDERNESS; SPRING IS HERE; WHY INQUISITION; I'LL BE HOME FOR CHRISTMAS; O'GROW HOPPERS; A COTTAGE FOR SALE; HOW LONG HAS THIS BEEN GOING ON; STELLA BY STARLIGHT; WALKING MY CAT OFF THE ROOF; IN THE MEANTIME—Chris Connor is a jazz vocalist known for her smooth and sultry style. She has recorded numerous albums, often featuring standards and original compositions. "Lullabies of Birdland" is a collection of popular and classic jazz standards, arranged and performed by Chris Connor. The album features a range of romantic and soothing tunes that have become synonymous with her unique singing style.

ROCK 'N ROLL

ANOTHER LOVE HAS ENDED—Chuck Reed (Decca)
Billboard Cash Box Variety
Spotlight Best Bet

CINCO ROBLES—Russell Arms (Era)
Best Buy Sure Shot Sleeper of the Week Sleeper of the Week

LES PAUL & MARY FORD (Capital)
83 (Excellent)

LAWRENCE WELK (Coral)
76 (Good)

CONGO MOMBO (Ex&dor
78 (Good) E (Excellent)

DANGEROUS (Gil)
76 (Good)

SAMMY DAVIS, JR. (Decca)
78 (Good) B+ (Excellent)

EVERMORE (War)
78 (Good) B+ (Excellent)

Wvr'M MINUTE OF THE DAY (Tiger)
THE DIAMONDS (Mercury)
80 (Excellent) Sleeper of the Week

HALF A LOVE (War)
BILLY WARD & DOMINOES (Decca)
77 (Good) C+ (Good)

I KNOW I CAN'T FORGET (Central)
DEAN MARTIN (Capitol)
Spotlight Sleeper of the Week

IF IT'S SUNNY SUNDAY (Mardion)
EDDIE HEYWOOD (Mercury)
80 (Excellent) Best Bet

I'M SORRY (Algonquin)
AL MARTINO (Capitol)
76 (Good) B+ (Excellent)

JUST KISS ME (Roosevelt)
JOAN SHAW (ABC-Paramount)
76 (Good) B+ (Very Good)

DEAN MARTIN (Capitol)
SLEEPER OF THE WEEK

LITTLE BY LITTLE—Toni Arden (Decca)
77 (Good) Very Good

THE CREW CUTS (Cuts)
77 (Good) Very Good

TOMI ARDEN (Decca)
77 (Good) Very Good

ON MY WORD OF HONOR (Antler-Mc)
THE PLATTERS (Mercury)
Best Buy Sure Shot

A THOUSAND MILES AWAY (Kee)
THE DIAMONDS (Mercury)
80 (Excellent) Sleeper of the Week Sleeper of the Week

WITHOUT LOVE—Progressive-Godby
TOMI ARDEN (Decca)
78 (Good) Sleeper of the Week Sleeper of the Week

CLYDE MCPHATTER (Atlantic)
R&B Best Buy R&B Sure Shot

YOUNG LOVE (Starr, Inc)
THE CREW CUTS (Cuts)
Best Buy Sure Shot

TAB HUNTER (De)
78 (Good) Sleeper of the Week Sleeper of the Week

SONNY JAMES (Capitol)
C&W Spot Shot

Broadcast Music, Inc., 159 Fifth Avenue, New York 17, N.Y.

"It's What's in THE CASH BOX That Counts"
NEW YORK:

Those crystal ball gazers were again getting louder of recent weeks, many predicting that 1956 was the high point of "the big beat" and from herein it was all down-hill. Well—one of these years it figures they may be correct—but right now, if Alan Freed's newest stint at the Brooklyn Paramount, covering the eight days of the Christmas vacation, is any criterion, R & R is still a pretty healthy baby. Freed pulled in a sock $161,000 competing with several dozen other bookings in the North Chimneys, Va. area. Little Butchke will shoot down there to do some local tv shots. He is also being set for the national Lawrence Welk set in the near future. Right now the big one for the Herald label is "Comin' Home" by The Nutmegs. "It's in," says Rosen, "It's a hit." Butchke, Rainowitz, Batin & Saunders always run if it looks like Ann Cole's "In The Chapel" has made it. Good strong action coming in from all over the country. Reports coming into The Cash Box offices confirm Sol's findings. . . Business continues to be good in the local area as every disk gain is heard from. The story, Johnny Hallock, Alpha Distrib, says, "Thanks to all my manufacturers who cooperated so fully. They got shipments to me so fast we were able to keep most of our outlets happy. Right now the whole area is in a very healthy condition. Most stores have sold a good deal of their stock and are ready for up to the minute merchandise. We are looking to a great 1957." . . . Charles Merenstein very happy about the Christmas sales for Apollo Records. "You Can Run But You Can't Hide" continues to grow and grow. From the east coast to mid-west the record by young Solomon Burke is building in sales. Joe Lewis, co-writer of the tune, is getting good newspaper coverage and column publicity in addition to personal visits to disk jockeys and live tv shots. Joe has lots of friends who want to help him and as a result the tune is getting publicity all over the country. Solomon Burke makes a tv appearance with Lewis on Steve Allen's "Tonight" soon. This is a national tv shot and could really give the side a big boost. Merenstein reports that Malahia Jackson's Apollo "Silent Night" was a very big seller this year in spite of the fact that Miss Jackson also had the same tune out on Columbia. . . Arnold Maxim, A & R man at Epic and Okeeh, announces the signing of Deaver. Eldridge has already been cut and his release in shooking about. Herman Lubinsky, Savoy Records, feeling high and mighty with two platters sizzling for him. Nappy Brown's "Little By Little" and The Live Bombers' "Bad Boy.

CHICAGO:

Eddie Matthews, Mercury man around town, keeping buzzy with Sarah Vaughan's newie, "The Banana Boat Song" along with Eddie Heywood's follow up to "Soft Summer Breeze," "Lover." . . . James Moody follows '57 into Crown Propeller, 1/4. . . Bud Booth, RCA, went out on a pretty safe limb in predicting top ten honors for Elvis Presley directly after the first. Buddy still subject of many rumors to the effect that Diskway will enter R&B market with offering verra soon. . . Dick Biondi, WHOT, Youngstown, O., reportedly hosted 2500 teens at his popular weekly record hop 12/21. . . Cohn's Otis Rush still topping chart honors with his latest wax, "My Love Will Never Die." Eldridge's "Runaway Love" has already been cut and his release in shooking about. Herman Lubinsky, Savoy Records, feeling high and mighty with two platters sizzling for him. Nappy Brown's "Little By Little" and The Live Bombers' "Bad Boy."

Phil, "Praised the new Ravens' wax to the skies." Len Chess just as excited over The Flamingos' "Would I Be Crying," . . . Mike Onyke keeping busy with Fats Domino's "Blue Monday" that "just won't quit growing." Mike predicts an even bigger year for All-State Distris in the jazz package field in '57.

LOS ANGELES:

The big Rock and Roll show held at the Downtown United Artists Theatre drew big crowds over the holidays. Googie Rene, who has a big record in "Midnight" on the Class label was featured with such top artists as Sonny & Cher, The Six Teens, The Youngsters, Richard Berry, and Jake Porter and his orchestra, and the whole show was emceed by Dick 'Huggee Boy' Hugg. . . . Jim Warren at Central Sales has a big record in the Argo recording of "Ain't Got No Home" by Clarence 'Frogman' Henry. . . Big Joe Turner with Riff Raff reportedly at the $4 Ballroom. Negotiations are under way now to book rpm artist R. B. King into the 54 in the near future. . . The Platters returned from their Philippine Islands tour last week and spent five days in Los Angeles working on the new picture "Rock All Night." Group then flies out to Toronto, Canada for an engagement at the Colonial Tavern. . . . The Jaguars back with a new release on the Reddi label, have a hit in "The Way You Look Tonight." Sid Talmadge of Record Merchandising thinks the new side will top their hit of last season of "I Want You." . . . Sonny Criss and his band are currently being featured at Joe Adams' Desert Sands Club in Florence. . . Mike Apako predicts big things for the new West Coast label Shade Records. Its first release of "Miss Sue" by Dee & Dewey is taking off around the area. . . Specialty Records A & R man, Bumps Blackwell appearing with his orchestra at the Westlake Club. . . Frank Evans of KDLY making "A Thousand Miles Away" by The Heartbeats on Jimmy's record of the week. . . Dot Records have a good R&B going for them in "No Stone Unturned" by Ray Johnson. . . The Dance held at the Rendezvous Ballroom in Balboa where The Teenagers made their only West Coast appearance was such a success that the operators have asked KPOP deejay Earl McDaniels to make the hops a regular event.

THE TEENCHORDS Featuring LEWIS LYMON (12 year old brother of Frankie Lymon) Singing 1957's First Big Smash "I'M SO HAPPY (Tra La La La La La La)"/"Lydia" b/w "Lydia"

Fury #1000

* 40,000 sold first ten days in the New York-Philadelphia-Boston area. Hailed for a million.

FURY RECORDS, INC. 301 W. 125th St., N. Y. 27, N. Y. Telephone Riverside 9-9271

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

**Chick Hearnings**

Kangling—Baskon, Mnt.
1. Wisdom Of A Fool (5 Keys)
2. What’s The Reason (F. Domino)
3. On My Word Of Honor (Platters)
4. Stew Walk (B. Doggett)
5. Jim Dandy (B. Baker)
6. You’ve Got Me Down (C. Rush)
7. Priscilla (Cockey & Doggett)
8. Can’t Quit You Baby (M. waters)
9. Music For Texas (Platters)
10. Jingles (J. Tew & Tie)

**George Klein**

VFW—Memphis, Tenn.
1. Ain’t Got No Home (Honey)
2. Love Me Please (E. Presley)
3. Jim Dandy (B. Baker)
4. She’s Too Lazy For Me (B. jones)
5. I Remember (In The Still Of The Night)
6. Girl Can’t Help It (3 Satins)
7. Don’t Forget Me (B. Brown)
8. Love Me (C. McPhatter)

**Bill Kelso**

KQDP—Tucson, Ariz.
1. Slow Walk (B. Doggett)
2. Blueberry Hill (F. Domino)
3. Honey, Tony (B. Doggett)
4. Tell Me Tonight For Granted (A. Lawton)
5. Confidential (T. Knight)
6. All Around The World (L. Richmond)
7. Easy, Baby Baby (A. Barton)
8. I Remember (In The Still Of The Night)
9. She’s Got It (L. Richmond)
10. What’s The Reason (F. Domino)

**Dick Dean**

“Twin Town Revue”

1. Since I Met You Baby (L. Jones Hunter)
2. Hey Tiger (C. Coleman)
3. What’s The Reason (Domino)
4. Smooth Operator (Brownstone)
5. Slow Walk (B. smith)
6. Confidential (T. Knight)
7. Tra La La (L. Baker)
8. Baby, Baby (Teenagers)

**Dan Anderson**

WLOL—Minneapolis, Minn.
1. Slow Walk (B. Doggett)
2. Confidential (T. Knight)
3. Blueberry Hill (F. Domino)
4. Since I Met You Baby (B. Baker)
5. Goodnight My Love (Sallie)
6. Love Me Tender (E. Presley)
7. Honey, Tony (B. Doggett)
8. I Remember (In The Still Of The Night)
9. Rudy’s Rock (B. Baiers)

**“Big” Jim Reed**

WCIN—Cincinnati, Ohio
1. A Thousand Miles Away (Hearts & Flowers)
2. In The Chapel (A. Colier)
3. My Lonely Prayer (Givens)
4. Jim (L. Jones Hunter)
5. Without Love (McPhatter)
6. I Feel Thursday (B. Baker)
7. There In The Night
8. Honey, Tony (B. Doggett)
9. Maybe (Skeeter & Lee)
10. Kool Kitty (B. Johnson)

**Territorial Tips**

The Cash Box “Territorial Tips” chart highlights Rhythm and Blues records showing regional action, which have not yet appeared on the national top 20.

- Indicates first appearance on Territorial Tips

**Love Me**

Elvis Presley (RCA Victor EPA 992)

**Love Is Strange**

Mickey & Sylvia (Groove 075)

**Midnight Special Train**

Ferlin Husky (RCA Victor 4788)

**My Happiness**

Jimmy Balladeer (Modern 1009)

**My Love Will Never Die**

Otis Rush (Colored 2005)

**Operator**

Black Oak (Old Town 1001)

**Over And Over Again**

Moonglow (Chess 1466)

**Party Blues**

Fitzgerald, Williams & Basie (Chess 1972)

**Relax Max**

Dinah Washington (Mercury 7060)

**RIB Joint**

Sam Price (Savoy 1506)

**Rockin’ At Cosmic’s**

Les Allen (Aladdin 2334)

**Shirley**

Please Say You Want Me Schoolboys (Okeh 7076)

**Should I Ever Love Again**

Wyoma Carr (SPECIALTY 589)

**Southbound Special**

Lloyd Glenn (Aladdin 3307)

**Stormy**

Prophets (Accent 0078)

**The Chicken**

Ray Charles (Chess 237)

**The Closer You Are**

Chesney’s Whirling Daisies 100

**The Girl Can’t Help It All Around the World**

Little Richard (Specialty 597)

**Tore Up Over You**

Midnighters (Federal 12720)

**tra La La**

Lawrence Baker (Atlantic 1114)

**Tricky**

Gus Jenkins (Flesh 119)

**Umbangi Stomp**

Warren Smith (Sun 250)

**Whatcha Gonna Do**

Chuck Willis (Atlantic 1112)

**What’s The Reason I’m Not Pleasing You**

Fats Domino (Imperial 4517)

**Why**

Cox (Capitol 1962)

**Wisdom Of A Fool**

Five Keys (Capitol 2597)

**You Better Believe Harmonica Slim**

(Viva 135)

**You Can Run But You Can’t Hide**

Solomon Burke (Apollo 305)

**You Can’t Catch Me**

Havana Moon (Chess 1445)

**You’re Mine**

Robert & Johnny (Old Town 1029)

**Regional Record Reports**

**R & B Disk Jockey**

**Vita Records**

1486 N. Fair Oaks, Pasadena, Calif.

**Imperial Records**

2775 W. Pico Blvd

**The West’s Newest and Finest**

One Stop

Records: 45 RPM — 60¢ 78 RPM — 65¢

Extended Play — 98¢ LP’s — 30¢ Off

Complete Mail Order Service

“Order Today, Pick Up Monday”

**NORTY’S MUSIC CENTER**

2715 W. Pico Blvd

Phone: Republic -7358

Los Angeles 6, Calif.

A National Hit on All Charts!!!

HEARTBEATS

“A THOUSAND MILES AWAY”

b/w “Oh! Baby Don’t”

RAMA 216

220 WEST 42nd STREET

NEW YORK, N.Y.

(1) 7-0652

It’s What’s in THE CASH BOX That Counts”
<table>
<thead>
<tr>
<th>THE NATION'S R &amp; B TOP 20</th>
<th>Note Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BLUEBERRY HILL</strong></td>
<td>Fats Domino (Imperial 5407)</td>
</tr>
<tr>
<td><strong>SINCE I MET YOU</strong></td>
<td>Baby</td>
</tr>
<tr>
<td><strong>FEEL GOOD</strong></td>
<td>Shirley &amp; Lee (Aladdin 3338)</td>
</tr>
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<td><strong>LOVE IS STRANGE</strong></td>
<td>Mickey &amp; Sylvia (Grove 0175)</td>
</tr>
<tr>
<td><strong>SLOW WALK</strong></td>
<td>Bill Doggett (King 5000)</td>
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<td>Bill Doggett (King 4950)</td>
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<td><strong>I FEEL GOOD</strong></td>
<td>Fats Domino (Imperial 5417)</td>
</tr>
<tr>
<td><strong>ONE NIGHT</strong></td>
<td>Dolls (Vee-Jay 204)</td>
</tr>
<tr>
<td><strong>A THOUSAND MILES AWAY</strong></td>
<td>Heartbeats (Rome 210)</td>
</tr>
<tr>
<td><strong>YOU'VE GOTTEN ME</strong></td>
<td>Jimmy Reed (Vee-Jay 226)</td>
</tr>
<tr>
<td><strong>SINGING THE BLUES</strong></td>
<td>Guy Mitchell (Columbia 30769)</td>
</tr>
<tr>
<td><strong>GOODNIGHT</strong></td>
<td>Jessie Belvin (Modern 1005)</td>
</tr>
<tr>
<td><strong>WILLINGLY</strong></td>
<td>Clyde McPhatter (Atlantic 1177)</td>
</tr>
<tr>
<td><strong>CONFIDENTIAL</strong></td>
<td>Sonny Knight (Dot 15507)</td>
</tr>
<tr>
<td><strong>JUANITA</strong></td>
<td>Chuck Willis (Atlantic 1112)</td>
</tr>
<tr>
<td><strong>LOVE ME TENDER</strong></td>
<td>Elvis Presley (RCA Victor 20-6648)</td>
</tr>
<tr>
<td><strong>GREEN DOOR</strong></td>
<td>Jim Lowe (Dot 15486)</td>
</tr>
</tbody>
</table>

**NEW YORK**

1. **SLOW WALK**
   - Bill Doggett (King 5000)
2. **HUNGRY TONK**
   - Bill Doggett (King 5001)
3. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
4. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
5. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210)
6. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)

**CHICAGO**

1. **SLOW WALK**
   - Bill Doggett (King 5000)
2. **HUNGRY TONK**
   - Bill Doggett (King 5001)
3. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
4. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
5. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210)
6. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)

**NEW ORLEANS**

1. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
2. **SINCE I MET YOU**
   - Baby | 3 |
3. **BEACHED**
   - Otis Rush (Cobra 3505) | 4 |
4. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175) | 5 |
5. **SLOW WALK**
   - Bill Doggett (King 5000) | 6 |
6. **HUNGRY TONK**
   - Bill Doggett (King 5001) | 7 |
7. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175) | 8 |
8. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338) | 9 |
9. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210) | 10 |
10. **LOVE IS STRANGE**
    - Mickey & Sylvia (Grove 0175) | 11 |

**CLEVELAND**

1. **SLOW WALK**
   - Bill Doggett (King 5000)
2. **HUNGRY TONK**
   - Bill Doggett (King 5001)
3. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
4. **SLOW WALK**
   - Bill Doggett (King 5000)
5. **HUNGRY TONK**
   - Bill Doggett (King 5001)
6. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
7. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
8. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210)
9. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
10. **SLOW WALK**
    - Bill Doggett (King 5000)

**NEWARK**

1. **SLOW WALK**
   - Bill Doggett (King 5000)
2. **HUNGRY TONK**
   - Bill Doggett (King 5001)
3. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
4. **SLOW WALK**
   - Bill Doggett (King 5000)
5. **HUNGRY TONK**
   - Bill Doggett (King 5001)
6. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
7. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
8. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210)
9. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
10. **SLOW WALK**
    - Bill Doggett (King 5000)

**DALLAS**

1. **BLUEBERRY HILL**
   - Fats Domino (Imperial 5407)
2. **HUNGRY TONK**
   - Bill Doggett (King 5001)
3. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
4. **SLOW WALK**
   - Bill Doggett (King 5000)
5. **HUNGRY TONK**
   - Bill Doggett (King 5001)
6. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
7. **I FEEL GOOD**
   - Shirley & Lee (Aladdin 3338)
8. **A THOUSAND MILES AWAY**
   - Heartbeats (Rome 210)
9. **LOVE IS STRANGE**
   - Mickey & Sylvia (Grove 0175)
10. **SLOW WALK**
    - Bill Doggett (King 5000)
2
GOODNIGHT MY LOVE
Jives (Imperial 1985)

3
SINCE I MET YOU BABY
Ivery Joe Hunter (Atlantic 1171)

4
ON MY WORD OF HONOR
B. B. King (RPM 479)

5
DRY YOUR EYES
Innocence (Jimmie)

6
BLUE MONDAY
Fats Domino (Imperial 5471)

7
MY HAPPINESS
Jimmy Reed (Modern 1009)

8
SLOW WALK
Bill Doggett (King 5006)

9
BLUEBERRY HILL
Fats Domino (Imperial 5407)

10
BABY, BABY
Tomm Atkins (Goo 1026)

1 LOVE IS STRANGE
Mickey & Sylvia (Grove 0175)

2 GOODNIGHT MY LOVE
Jives (Imperial 1985)

3 SINCE I MET YOU BABY
Ivery Joe Hunter (Atlantic 1171)

4 ON MY WORD OF HONOR
B. B. King (RPM 479)

5 DRY YOUR EYES
Innocence (Jimmie)

6 BLUE MONDAY
Fats Domino (Imperial 5471)

7 MY HAPPINESS
Jimmy Reed (Modern 1009)

8 SLOW WALK
Bill Doggett (King 5006)

9 BLUEBERRY HILL
Fats Domino (Imperial 5407)

10 BABY, BABY
Tomm Atkins (Goo 1026)

ST. LOUIS

1 A THOUSAND MILES AWAY
Heartbeats (Rome 216)

2 BLUEBERRY HILL
Fats Domino (Imperial 5477)

3 ON MY WORD OF HONOR
B. B. King (RPM 479)

4 OH WHAT A NIGHT
Dofts (Yan-Joy 204)

5 JIM DANDY
Larry Dakar (Atlantic 1116)

6 BLUE MONDAY
Fats Domino (Imperial 5471)

7 YOU'VE GOT ME DIZZY
Jimmy Reed (Yan-Joy 256)

8 SLOW WALK
Bill Doggett (King 5006)

9 HONKY TONK
Bill Doggett (King 4950)

10 LOVE IS STRANGE
Mickey & Sylvia (Grove 0175)

ATLANTA

1 A THOUSAND MILES AWAY
Heartbeats (Rome 216)

2 BLUEBERRY HILL
Fats Domino (Imperial 5477)

3 ON MY WORD OF HONOR
B. B. King (RPM 479)

4 YOU'VE GOT ME DIZZY
Jimmy Reed (Yan-Joy 256)

5 JIM DANDY
Larry Dakar (Atlantic 1116)

6 BLUE MONDAY
Fats Domino (Imperial 5471)

7 YOU'VE GOT ME DIZZY
Jimmy Reed (Yan-Joy 256)

8 BILL DOGGETT (King 5006)

9 BILL DOGGETT (King 4950)

10 LOVE IS STRANGE
Mickey & Sylvia (Grove 0175)

BOSTON

1 SINCE I MET YOU BABY
Ivery Joe Hunter (Atlantic 1171)

2 LOVE IS STRANGE
Mickey & Sylvia (Grove 0175)

3 HONKY TONK Bill Doggett (King 4950)

4 SLOW WALK
Bill Doggett (King 5006)

5 BLUE MONDAY
Fats Domino (Imperial 5471)

6 ON MY WORD OF HONOR
Platters (Mantle 31003)

7 BILL DOGGETT (King 4950)

8 WITHOUT LOVE
Chaka Hackett (Boston 1117)

9 LET THE GOOD TIMES ROLL
Shirley & Lee (Atlantic 3235)

10 A THOUSAND MILES AWAY
Heartbeats (Rome 216)

THE CASH BOX "SURE SHOTS"

PHILADELPHIA

LOUIS ANGELES

DETOIT

1 LOVE IS STRANGE
Mickey & Sylvia (Grove 0175)

2 GOODNIGHT MY LOVE
Jives (Imperial 1985)

3 SINCE I MET YOU BABY
Ivery Joe Hunter (Atlantic 1171)

4 ON MY WORD OF HONOR
B. B. King (RPM 479)

5 DRY YOUR EYES
Innocence (Jimmie)

6 BLUE MONDAY
Fats Domino (Imperial 5471)

7 MY HAPPINESS
Jimmy Reed (Modern 1009)

8 SLOW WALK
Bill Doggett (King 5006)

9 BLUEBERRY HILL
Fats Domino (Imperial 5407)

10 BABY, BABY
Tomm Atkins (Goo 1026)
Everybody PICKS It #1 For '57

The Channels

"THE GLEAM IN YOUR EYES"

c/w

"STARS IN THE SKY"

Whirlin Disc # 102

America's Fastest Growing R&B Label

315 W. 47 St., N. Y.

PL. 7-8140

R & B Reviews

A AWARD & SLEEPER  B+ EXCELLENT  B VERY GOOD
C+ GOOD  C FAIR  D MEDIocre

The Cash Box

Award of the Week

"THE LAST TIME" (2:38) [Norby Music BMI]

"THE BIRTHDAY PARTY" (2:24) [Dunbar Music BMI]

SIL AUSTIN (Mercury 71027)

JAMES BROWN
(Federal 12289)

B "JUST WONT DO RIGHT" (2:31) [Arno BMI — James Brown] James Brown turns in a stirring performance as he sings a slow beat shuffle bounce. Disc is excitedly done and could start up some strong action. Watch it.

B+ "LET'S MAKE IT" (2:22) [Arno BMI — James Brown] Brown shouts out a slow beat jump with all the gusto at his command. It is a rocking wax on which Brown pulls out all the strings. Good opener.

LUTHER AND LITTLE EVA
(King 5910)

B "LOVE IS STRANGE" (2:41) [Ben Gashi BMI — Ethel Smith] Luther and Little Eva cover the hit version by Mickey and Sylvia and give it a similar treatment. Could make out in areas not already taken over by M & S. However on the overal picture we think it is too late to head off the Groove original.

B+ "AIN'T GOT NO HOME" (2:33) [Arno BMI — C. '“MAGIC"] Luther and Little Eva cover another hit on this deck and the comments above apply to this plate.

DANNY COBB
(Solid 1106)

B "I'LL LOVE YOU (Till The Day I Die)" (2:29) [Men-Lo BMI — Kornegay, Winley] Danny Cobb walls a slow, rhythmic love song with a strong individual styling. Good talent gives the tune something different and a good chance to break out. This falls stands close watching. Ditto the deck.

C "HEY, MR. WARDEN" (2:35) [Georgia BMI — Jack Hammer] Cobb chants a middle beat bounce. Cobb tells the tale of the convict who is ordering his last meal. The man orders all sorts of impossible to deliver delectables. Fair deck.

RUTH & AL
(Imperial 5414)

B "HELLO BABY" (2:06) [Comodore BMI — Bartholomew, Durand] Another boy-girl duo. Ruth and Al dish up an infectious quick beat bounce with a cute lyric. Sprightly effort with a light touch. Ok wax.

C+ "REAL GONE PARTY" (2:04) [Reece BMI — Bartholomew, Reed] Another quick beat bounce with a pleasing delivery. Nice vocal teamwork, but weak material.

The Ray-O-Vacs
(Arco 6085)

B+ "CRYING ALL ALONE" (2:38) [Ulysses & Bagby BMI — Howard, Williams] The Ray-O-Vacs offer a slow, rhythmic ballad blues. Lead gives out with an emotive delivery. Does a moving, strong job on the melodic item. Solid wax that should get a good reaction.

B "PARTY TIME" (2:44) [Ulysses & Bagby BMI — Walker, Waker, Williams] The back is a quick beat jump with a shouting lead. Rocking side predictable a good party tonight. Lindy deck for the tooners who wants the big beat.

The Tru-Tones
(Chart 637)

B+ "STARS IN MY EYES" (2:10) [Sherlynn Music BMI — Stone, Patton] The Tru-Tones blend softly on this middle beat ballad and come up with a pleasing side. Pretty melody tenderly offered. Good wax.

C+ "MIDNIGHT RAMBLE" (2:10) [Sherlynn Music BMI — Stone, Patton] The Tru-Tones team on a middle beat ballad bounce. Good total teamwork and delivery of the bounce with a restrained, easy-to-listen-to sound. Like both decks.

Sonny Thompson
(Chart 5793)

C "DRIVE IN" (2:30) [Pelican BMI — Thompson] Sonny Thompson and his band wax a middle beat bouncer instrumental. Good solid rhythmic effort.

C+ "DRIVE OUT" (2:05) [Pelican BMI — Thompson] Similar pattern in beat and treatment.

Big John Greer
(King 5006)

B "SWEET SLUMBER" (2:29) [Advance ASCAP — Millender, Wooton, Neuberg] Big John Greer sings a slow lovely ballad with a tender treatment. Delicate offering with a distinctly pop lyric. Easy to take wax.

C+ "MIDNIGHT RAMBLE" (2:00) [Royal BMI — Big John Greer] Big John Greer shows off his tenor and talents on this instrumental deck. A middle beat bounce for the foot tapper.

The Cash Box

R & B Best Bets

"JUST WONT DO RIGHT" | "LET'S MAKE IT"

James Brown  Federal 12289

The Cash Box, Music

January 12, 1957

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

www.americanradiohistory.com
SINGING THE BLUES
1
Marty Robbins
(Columbia 21545; 4-21545)

I WALK THE LINE
2
Johnny Cash
(Sun 241; 45-241)

CRAZY ARMS
3
Ray Price
(Columbia 21510; 4-21510)

I'VE GOT A NEW HEARTACHE
4
Ray Price
(Columbia 21562; 4-21562)

DON'T BE CRUEL
5
Elvis Presley
(RCA Victor 20-6640; 47-6640)

LOVE ME TENDER
6
Elvis Presley
(RCA Victor 20-6643; 47-6643)

POOR MAN'S RICHES
7
Benny Barnes
(Starday 262; 45-262)

STOLEN MOMENTS
8
Hank Snow
(RCA Victor 20-6715; 47-6715)

REPENTING
9
Kitty Wells
(Decca 30094; 9-30094)

BEFORE I MET YOU
10
Carl Smith
(Columbia 21552; 4-21552)

TULSA, OKLA.—Leon McAuliffe and Jim Halsey, president of Thunderbird Artists, Inc., look mightily pleased after listening to the first record off the press of their new record label, Cimarron Records. Bandleader McAuliffe, in announcing the formation of the new Cimarron company stated they will have their recording studios and distribution headquarters in Tulsa, Okla.

First release on the new label is an extended play (EP) on 45 r.p.m. by McAuliffe and his band which includes four standards penned by Leon: “Steel Guitar Rag,” “Cimarron Rag,” “Blue Moon’s Blues” and “Panhandle Rag.”

Leon McAuliffe plans to spotlight himself and his band on the label as well as to exploit and develop new talent. The Cimarron Recording Company will specialize in country material and artists. Distribution is being handled by Leon’s manager, Jim Halsey.

One reason for Leon’s forming his own recording company is the freedom it will give him in being able to choose and pick his own material that he wishes to record. Also, as bandleader of the label, he will be able to set his own record release dates and will also be able to govern how many releases he will have each year.

RCA-Dodge Tie-In Sells New Wink Radio Show

NEW YORK, N. Y.—RCA Thesaurus, the radio transcription library with “The New Lawrence Welk Show,” has tied in with Dodge to help local subscriber radio stations sell the new program. Besides the regular gamut of promotional devices—pre-broadcast announcements, audition disks, brochure, promotion kit, Lawrence Welk voice tracks (lead-ins, openings, closings)—the transcription service is also providing subscriber stations with audition disks aimed squarely at Dodge dealers (with Lawrence Welk making the sales pitch).

The success of the RCA Thesaurus-Dodge approach is highlighted by the following: An estimated 80 per cent of all subscriber stations have sold “The New Lawrence Welk Show” to sponsors, with half going to Dodge dealers. In many cases, sales were finalized on first call. Very often, the Welk radio show was sold before ET’s arrived at the stations.

“The New Lawrence Welk Show” consists solely of newly transcribed Welk music, never previously released for any other purpose except RCA Thesaurus’ Library Service. Many of the tunes in the new musical show are heard on Lawrence Welk’s regular TV shows. The format of the new radio show follows the original TV format. The same stars who appear on the TV show are featured as soloists in RCA Thesaurus’ Welk radio show.

Capitol Signs Joe Carson

HOLLYWOOD—Joe Carson, 20-year-old entertainer from Halliday, Texas, and protege of Capitol recording artist Hank Thompson, has been signed to a new five-year contract at Capitol by Country and Western artists and repertoire producer Ken Nelson.

Carson plays both guitar and violin. His first record release will be announced soon.

1. SINGING THE BLUES
Marty Robbins
(Columbia 21545; 4-21545)

2. CRAZY ARMS
Ray Price
(Columbia 21510; 4-21510)

3. I’VE GOT A NEW HEARTACHE
Ray Price
(Columbia 21562; 4-21562)

4. THERE YOU GO
Johnny Cash
(Sun 250; 45-250)

5. I WALK THE LINE
Johnny Cash
(Sun 241; 45-241)

6. LOVE ME TENDER
Elvis Presley
(RCA Victor 20-6640; 47-6640)

7. YOUNG LOVE
Sonny James
(Capitol 3602; F3602)

8. DON’T BE CRUEL
Elvis Presley
(RCA Victor 20-6643; 47-6643)

9. WASTED WORDS
Ray Price
(Columbia 21562; 4-21562)

10. STOLEN MOMENTS
Hank Snow
(RCA Victor 20-6715; 47-6715)

11. REPENTING, 12. BEFORE I MET YOU
13. SEARCHING, 14. CASH ON THE BARREL HEAD, 15. ACCORDING TO MY HEART, 16. TRAIN OF LOVE.
17. I'M TIRED, 18. SWEET DREAMS.
19. GO AWAY WITH ME, 20. AM I LOSING YOU? POOR MAN'S RICHES; WICKED LIES; YOU'RE RUNNING WILD; I'M COUNTING ON YOU.

DOLPH HEWITT
on Ka-Hill Records
Sings “BLUE TENNESSEE RAIN”

White Oak Music—BMI

A Very Roughneck Blues
Motto: 1956

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

“TOO MUCH” (2:50)
[Southern Rec.-Elmo Pressley BMI—
-L. Rosenberg, B. Weiman]

“PLAYING FOR KEEPS” (2:50)
[Hil-Lo BMI—S. A. Kessler]

The ‘56 “dink king” Elvis Presley, has another tremendous one-twoer in his recent Victor single with “Playing for Keeps” leading to the top of country, pop and rhythm charts.

(See Pop Reviews)

BOBBY LORD (Columbia 45019; 4-4018)

"DAYLIGHT ANGEL" (2:35)
[Old Charter BMI—K. Markow]
A full-fledged nash hit round out a first class debut performance by newcomer Vernon Clark on this mid-

JUNE AND JUNE LOVE" (2:14)
[Golden West BMI—W. Jackson]
Lords turns in a winning per-
formance as he effectively multiples vocals of a middle beat love piece that’s gone out on the air in 790 stores.

"JINGLE OF CEMENT AND STEEL" (2:35) (Copar BMI—G. Roso) Here Clark tells how the "big city" proved to be a bit too harsh on his personal love interest, coupled with the feeling of the song that his loving heart is still at peace with her. Good second flip side.

LEON McALUIFEE (Cimmaron 3001; 4-4501)

"STEEL GUITAR RAG" (Bourn: ASCAP—McAlufife) "BLUE-
MAN'S BLUES" (Cimmaron BMI—
McAlufife) (4-444) Western bandleader Leon McAlufife is along with his Cimmaron Boys, debut on the new label with a delightful pair of self-penned, instrumen-
tal favorite. Diejas and McAlufife "gona have a picnic with this EP."

"BUCCHERON RAG" (Peer Int'l
BMI—McAlufife) "CIMMARON RAG" (Broadast BMI—McAlufife) (2:28) Similar comments on two more McAlufife originals.

THE CARTWRIGHT FAMILY (Honie 105; 45-105)

"I'D RATHER be ALONE" (228) [Myrtle BMI—Smith, Porter, Cartwright] The Cartwright Family with Granpaappy Smith and the Western Boys tastefully combine their vocal and "naturrmatrontal talents on a tender, minor key weeper. Rates plenty of spins.

THE SADDEST THING I'VE EVER HEARD" (228) [Myrtle BMI—L. Coleman] The group treats this heartfelt walker to another coo-
vincing performance.

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

Jack Drake, bass fiddle, Rusty Gabbard, rhythm guitar, Billy Byrd, electric guitar and Ray Kemo, steel guitar.

Mickie Evans, Willie Orlando, Fla. deejay, notes that beginning Jan. 7th she'll be doing her 2 hour, 5 till 7 A.M., country music show, remote every day, Mon. thru Sat., from one of the city's finest restaurants, Herb's Donut Dinerette. Mickie invites all country music fans on her show, to drive through during that time of morning "to stop in for some good coffee and a donut or two." On her afternoon session, 2:30 to 4 p.m., guest star show time, Marty Robbins has been the most requested artist for almost 3 weeks straight.

The big red and white Morris bus left Nashville Sunday, December 30th, 30 minutes late and at 1 PM on the trip, the ride will be over. Joining the drive will be Carl Smith, Red Sovine, Goldie Hill, Ronnie Self, Ike McRae, Slim with Pierre and Bobo. Moist Robbins has been the most requested artist, almost for 3 weeks straight.

Carl Smith will be guest on the "Ozark Jubilee" on January 3rd, singing "Georgia on My Mind" and making the usual charity shows during the holidays.

Joe McCormack and Carl Smith are scheduled to finish up the last show with the group, after which Brian and Jim Denny reports the busiest 30 days in booker ever. He has signed contracts of more than 160 dates in the last 30 days.

Ken Markow, whose latest recorded song, "Daylight Angel," just out on Decca, is a top ten record, sets that DJ's don't have their copies yet. He is one of the names that will be heard on the air all month with his release "The Man Who Loved You.""Sons of Texas" has brought in a taste of some that has been charted "True Love Live Only One." This is his 2nd chart release and looks to be number two.

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Proper programming means that the musical bill of fare provides "music for everyone": hit tunes on 45 RPM singles...standards, show tunes, all-time favorites on 45 E.P. albums.

The Seeburg V-200 is designed to produce maximum earnings in every location. The reason is DUAL PRICING: hit tunes (on singles) at one price...album music (on E.P. records) at a proportionately higher price to compensate for the additional playing time.

The world's first Dual Music System...
SEEBURG V-200
New Year—
New ASCAP Bills

Once Again, as for Many Past Years, ASCAP, and Similar Such Organizations, are Expected to Sponsor Bills in New Session of Congress to Change One Word in U.S. Copyright Act.

Word has already been received indicating that two new bills, which the jule box industry will have to fight, are all ready for presentation in this new session of the Congress.

It is reported that, as usual, both of these bills are being sponsored by ASCAP (American Society of Composers, Authors and Publishers) in cooperation with similar such organizations.

Both of these bills are being introduced into this new session of the Congress in an effort to eliminate but one word from the present U.S. Copyright Act.

This is really not news. All expected this to happen. Just as it has happened year after year after year. But how ASCAP and similar such organizations can, each new session, come to the Congress of these United States and, once again, reintroduce the very same type bills, is something few can understand.

Surely, the Congressmen of sessions past, were elected to their high and august offices because of the intelligence they had displayed and which enthused their constituents to elect them to these highest of legislative offices in this nation.

Just as surely, then, these Congressmen of past sessions, and many of them are still in this present session, were of sufficiently keen and perceptive understanding to be able to analyze and then pass their judgment on the bills which ASCAP had sponsored and presented to them in the past.

For years, and for sessions past, Congressmen have turned these very same type bills down in absolute and most complete defeat.

This doesn’t seem to offend, or even shame, ASCAP. Back comes ASCAP, session after session, to present the very same type defeated bills all over again.

Just as if telling the nation’s Congressmen, whether they be Representatives or Senators, that the legislators of former sessions were of anything but clear outlook and intelligence.

The one single word that ASCAP, and similar such organizations, want to remove from the present Copyright Act by these oft repeated and just as oft defeated bills, is the word “not”.

In Section 1 of title 17, United States Code, the latest paragraph of section 1(c) reads:

“The reproduction or rendition of a musical composition by or upon coin-operated machines shall NOT be deemed a public performance for profit unless a fee is charged for admission to the place where such reproduction or rendition occurs.”

By simply removing the one word, “not”, ASCAP, and similar such organizations, would win the victory they so greedily desire.

ASCAP was not alone in its attempt to remove this one word from the Copyright Act last year. It had associates. Probably the same associates it will have this year. These are the following organizations:


There is, as yet, no reason for alarm on the part of the nation’s automatic music industry. But there is every reason for preparedness.

This is the time for cooperation and cohesion. The time for getting together into one all-powerful defensive alignment. For all the automatic music industry to prepare to defend itself to the death.
1957 OPERATORS’ YEAR OF DECISION

Nation’s Leading Economists Agree 1957 Will Find Many Economic Readjustments Necessary

This is in Absolute Agreement With THE CASH BOX’ Proposal That the Nation’s Operators Must Make Re-adjustment to “10¢ Play Plus Front Money And/Or A More Equitable Commission Basis”

CHICAGO—Far in advance of the nation’s leading economists who stated as the old year came to its end, “1957 will find economic readjustments imperative,” The Cash Box had foreseen such economic readjustment for the nation’s music and amusement operators.

That’s the reason why The Cash Box has been urging operators to immediately arrange for: “10 Cents Play Plus Front Money and/or a More Equitable Commission Basis.”

Now, with the agreement of the nation’s leading economists, the men who guide the destinies of the business of this nation, The Cash Box again continues to urge the operators who are the necessary economic readjustment it has recommended to assure their future progress.

The fact remains that, in view of the fact the American 5¢ coin is now valued at about 2 cents in purchasing power and, therefore, the dime is worth 4 cents in 1957 purchasing power (as compared to the value of these same coins during the basic comparison year of the nation’s economists, 1939) operators must readjust their present business methods to assure themselves survival.

There is no longer any question of the complete accord of the nation’s operators with The Cash Box proposal of “10¢ Play Plus.” Statements from operators have been published by the score in past weekly issues of this publication. All acclaim and approve The Cash Box “10¢ Play Plus” plan.

It is now up to the nation’s operators to put “10¢ Play Plus Front Money and/or a More Equitable Commission Basis” into operation with all of their locations. This is the solution and even the salvation for the future progress of the operators. This is their economic readjustment, as advised by the nation’s leading economists, and foreseen months in advance by The Cash Box.

Just as The Cash Box originated, pioneered and crusaded for 10¢ play for over 13 years, before the majority of the nation’s music and amusement operators would place this plan into operation, this publication is again crusading for a better, a more equitable business arrangement between operators and their locations, so as to assure the operators surviving whatever further increased overhead expense and higher cost of machines will come into being during 1957.

This time The Cash Box sincerely hopes it will not have to crusade for another 13 years to get the nation’s operators to see the necessity for this instant readjustment. This publication is now backed up by the nation’s leading economists who are telling all business, big and small, that “economic readjustments are imperative.”

Many operators have, and still continue to advise that, due to the 10¢ play, they have begun to see profitable daylights in the morass of deficit business darkness through which they were floundering. They now agree with The Cash Box that, even the play action was at its greatest in all the history of this industry, during 1956, actual profits were lower.

These operators also agree with this publication that the answer is in “10¢ Play Plus.” They commend The Cash Box on this plan. They urge this publication to continue this crusade.

But this publication, like any other trade organ, can only point to what it is fact. What is necessary. It is up to the operators, the members of the industry, to adopt what they have read and recommended. The Cash Box “10¢ Play Plus Front Money and/or a More Equitable Commission Basis.”

Lou Casola Again Named Chairman For Polio Drive

Rockford and Winnebago County Music Ops Cooperate 100% on “A Day of Dimes for the ‘March of Dimes’”

Baltimore, Md.—Irv. Goldner, president of the Amusement Machine Operators Association of Greater Baltimore, this city, announced the organization has set its date for its annual banquet for Sunday, February 3, at the Lord Baltimore Hotel.

The Baltimore annual banquet is recognized as the foremost held by the operators’ association in the nation, and Goldner assures all that the 1957 affair will be up to its usual high standard. Bernie Rose, member of the Board of Governors, and former president, has once again undertaken the chairman of committee head, and Goldner states: “... and under his leadership, we are assured of a bang-up affair.”

As usual, cocktails will precede the dinner, starting at 5:30 p.m., with dinner getting off at 7 p.m.

In addition to the dinner, the organization will once again prepare a souvenir journal.

The organization held its annual election of officers last week, with the following members voted into office: Irv. Goldner, president; Sam Genaler, vice-president; Harry Magness, secretary; and Moe Kantinsky, treasurer. Voted to serve on the Board of Governors were: Gabe Camby, Kyle C. Smith, Louis Wilner, Irvin Rosenthal, Judson Gallahan, Guy Lamontelli, Henry Scherr and Bernie Rose.
**New 200 Selection Phono Sparks**

**Wurlitzer 1957 Line**

**104 Selections Offered in Same Cabinet**

North Tonawanda, N. Y. — On Sunday, January 6, Wurlitzer distri-

bution, showed the audience at the National Wurlitzer Days showings of the company’s 1957 line of coin-oper-

ated phonographs.

Two new models are offered fea-
tures 205, a selector, and 194 selec-
tions respectively. Each plays stand-

ard and 45 rpm disks and each offers the bal-

anced 200 selection feature of some coin mechan-

ism mechanism by Wurlitzer on its model "2000" last year.

"This year's model," Bob Bean, was enthusiastic in this description of the new merchandising and the outlook for this year's sales potential. "We are offering the new allocation line of coin-operated music equipment. Now more than ever these Wurlitzer models meet the musical needs of every location. We recognize a continuing and growing demand for a 200-selection phonograph, but the market for one with 104 selections still remains an important part of our business.

"Essentially the two new Wurlitzer phonographs, designed models "2100" for the 200-selection, and "2101," which is designed for 104 selections, are identical in outward styling. The ob-

jects of the new model are designed to simplify the selector and provide a more rugged unit. The two side-

by-side selectors, and the 1957 line features sturdy metal frame construction with the new forward sweep. An eye-pleasing gold record changer compartment, wrap-around dome glass, direct gold platers, gold plating, and white turntable support castings and new contour rigidized metal grilles complete the colorful ensemble.

"The cabinet is reispresentative in new three-color-size panel banded by chrome trim strips. The rear panel is in a single piece with the finish applied to the new heating control called "Line-Weld." This new finish is said to be impervious to moisture, dust, and dirt. The new gold finish may easily be repaired if gouged or scuffed.

"Single coin entry which accrets nickels, dimes, quarters and half-dol-

ars leads directly into the first selection, which is the coin operated phonograph. This unit is standard on both models of Wurlitzer 1957.

"Wurlitzer's play-house is now coupled with Wurlitzer's sensational "Play-Raker" coin-play combinations which cash register prevent-

the possibility of double play. This coin control circuit makes possible im-

mediate and positive setting of play desired with but a single adjustment of the control quadrants. The all-c.

The "Wurlitzer 200-selection model "2100" program panel features 40 top box record selection. The panel is stock in tunes in all times. Push-but-

ton controlled roto page books allow complete viewing of the full program. The selector system has been improved and further simplified to insure accurate, trouble-free oper-

ation. The 200-selection changer mechanism now has the same fast action as the 104-selection changer part.

The Wurlitzer 104-selection model "2104" program panel offers complete tile visibility with simple number-letter combination to eliminate errors and stimulate play.

"The satisfactory operation of the Wurlitzer Carousel mechanism has, in the years since its introduction, become a byword with operators every-

The 104-selection carousel is designed to incorporate further refinements and is again offered in complements of 200 and 104 selections.

"The circular record container is constructed of light-weight aluminum and magnesium parts and the separa-

tions govern the number of records which may be inserted. Each segment of the circle contains a playmate-

"Playback" units which show the side and number of selection being played. The simple direction turntable playing the records which are in vertical position is flywheel balanced for accurate record speed.

"The time-tested Carousel record changer consists of a single cam and two clutches which actuate the record lift arms. Records are gently posi-

The simplified selector me-

mechanism offers positive tone picking and positions automatically after re-

The time cycle is the same in both the 200- and 104-

selection mechanisms, the shortest cycle being 6½ seconds.

"This year the Wurlitzer "Tymatone" sound system has been engineered to give even greater power and tonal clarity. The true high-fidelity tone is expected to prove a great play-

The amplifier incorporates a built-in volume control, fader and volume control, and a "un-moment" unit which is "shock-mounted for extended life. The amplifier is engineered to absorb uniformity of metal wiring connections and elimi-

nations in all metal wiring connections and elimi-

The complete Wurlitzer line of the "It's What's in THE CASH BOX That Counts!"
Once Again the Original Plan of "The Cash Operators to Change to Dime Play While an Opportunity for All to Now Adopt

This is the fourth year for The Cash Box' original proposal for: "A Day Of Dimes For The 'March Of Dimes' ", so widely acclaimed by all the nation’s operators.

Each year has seen this proposal of The Cash Box grow greater. Each year has seen more and still more dimes rushed to the coffers of the National Polio Foundation in this great and continued fight to eliminate this dread disease.

Of equal import to all the nation’s juke box industry is the fact that this original proposal by The Cash Box for "A Day Of Dimes For The 'March Of Dimes' ", was made, not only from the standpoint of the tremendous public relations and good will it would bring to the nation's juke box industry, but also from the fact that this brought about the opportunity for everyone of the nation’s juke box owners to change to dime play.

There is no doubt any longer that The Cash Box' original suggestion of "A Day Of Dimes For The 'March Of Dimes' ", was tremendously instrumental in helping hundreds of operators nationwide to change to dime play.

Now The Cash Box proposes that everyone of the nation’s juke box owners not only enter into this great and charitable cause to help eliminate polio, perhaps to prevent it from attacking and murdering their own children and other members of their family, but to enter into this drive because it can bring into being a more equitable division of the gross receipts from all of their machines.

This is the opportunity the nation’s operators have been waiting for to arrange for: "10c Play Plus Front Money and/or A More Equitable Commission Basis".

Immediately, in every location in the nation, juke box operators can explain to the owners of their locations, that they are wholeheartedly entering into "A Day Of Dimes For The 'March Of Dimes' ".

Because of this great and charitable cause, because of the tremendous public relations and good will that will result for the entire juke box industry nationwide, operators simply must make their storekeepers part of this great effort.

There is no storekeeper who will combat or deny this great charity. There is no storekeeper who will deny the right of his own family, his own children, protection from murdering polio which has been given to him, his neighbors, his friends, his own family, by this tremendous drive of the National Polio Foundation.

Therefore, because the nation’s location owners will, most definitely, enter into the great spirit of such a charitable program, "A Day Of Dimes For The 'March Of Dimes' ", the juke box operators can now go further and rearrange their present 50-50 commission basis to a more equitable division of the gross receipts.

Operators can, immediately after, install a front money arrangement or a 60-40 commission split. They can combine both ideas into, either $10 or $5 or even $15 front money, and then arrange to divide whatever is left over on a 60%-40% basis.

They can adopt any of the ideas which have been proposed by other operators everywhere in the nation and which have appeared in the pages of editorials in The Cash Box' 10c Play Plus Front Money and/or A More Equitable Commission Basis' campaign.

This is an unequalled and an unusual opportunity for operators everywhere to arrange for a more equitable
THE 'MARCH OF DIMES"

Box”, that Helped so Many of the Nation's Contributing to a Great Cause, Presents "10c Play Plus” During the Polio Drive

share of the gross receipts from their machines and, at the same time, bring great glory to themselves in their local community as well as to all the rest of their industry nationwide.

Polio has not been conquered. Millions on millions more dollars are needed in this great fight against this horrible, crippling, murderer of men, women and, especially of children. Children who are the future of this great nation. Children who haven't yet been able to enjoy the fruits of maturity. This is a fight for every American to protect and save the children of America.

There is no other cause, thanks to Dr. Jonas P. Salk, which has such a tremendously fine opportunity for victory, if everyone of the nation's juke box men and women will wholeheartedly enter into the battle to help supply the many more millions of dollars that are needed to now completely defeat, once and for all time, the scourge of murderous, crippling polio.

Not only music operators, but games and vending machine operators can all, every single operator of any type of equipment, enter into this great cause and, at the same time, bring greater and better progress for his own firm by arranging for “10c Play Plus Front Money and/or A More Equitable Commission Basis”.

There is no time for hesitation. There is no time to let the warm weather rapidly approach so that millions on millions of America's children will again be endangered by this murderous crippler of the young—polio.

This is the time to enter into “A Day Of Dimes For The 'March Of Dimes”’ and to do so with all energy, great purpose, a full heart and the one satisfying thought that this will help to kill polio forevermore.

Here's How Easy It Is To Make Your Contribution To Your Local Office of the National Polio Foundation

Set your day for “A Day Of Dimes For The 'March Of Dimes'”.

It isn't necessary to rush down to each and every location the morning after to try to collect all the dimes.

Collect only from a few key machines. This will give you an idea of how much greater the collection has been for that one big day.

Then average this off against the number of machines you have. Make out one check and mail it to your local chapter of The National Polio Foundation.

Put on that check, front or back: From the juke box industry and from “A Day Of Dimes For The 'March Of Dimes’” drive of the juke box business.

If you so desire, report to The Cash Box the amount which you contributed. The Cash Box would like to have this figure to prove the charitableness of the peoples of this industry for all to read.

If you need signs, if you need help, if you want newspaper publicity to help your machines take in more dimes, simply call on your local office of the National Polio Foundation. They'll cooperate with you.
In the New England Nibbles column, there is a mention of Boston's juke box scene, with references to Jay Winters and Norm Prescott, who were planning to launch a new juke box service. The column notes that thejuke box scene is about to undergo a change as new machines are being introduced and old ones are being replaced.

For instance, the Wurlitzer 2100 model is highlighted, which is one of the greatest phonographs ever built. It is a coin-operated machine that was very popular in the 1950s. The column also mentions the Cash Box Exchange, which is a coin-operated machine exchange that was popular in the 1950s.

In addition, the column notes that Boston's juke box scene is about to undergo a change as new machines are being introduced and old ones are being replaced. The column notes that the local juke box scene is about to undergo a change as new machines are being introduced and old ones are being replaced.
FOR A PROSPEROUS 1957 it's
WURLITZER
the GREATEST PHONOGRAPH EVER BUILT
MODEL 2100

SEE IT NOW AT...

SIERRA DISTRIBUTORS
2775 West Pico Blvd.
LOS ANGELES, CALIFORNIA
Wayne Copeland

CANYON STATES DIST. CO., INC.
301 East 7th Street
TUCSON, ARIZONA
Tony Avitabile, Mgr.

CULP DISTRIBUTING CO.
614 W. Grand Avenue
OKLAHOMA CITY, OKLAHOMA
J. Confer, Mgr.

Location Contract Stands
Up In Lawsuit

Operator Collects In Full

OAKLAND, CALIF.—George A.
Miller, California Music Merchants
Association, this city, reports that
the attorneys for the organization won
a decision for a music operator mem-
ber against a location owner who vi-
olated a lease contract.

The case decided in favor of Jerry
Wilson against the location owner
Cook was rendered as follows:

“In connection with the Wilson and
Tomlinson versus Cook matter, the
case has been concluded successfully,
and all costs were obtained as part
of the judgment. The total amount
of the judgment and court costs
were:

Judgment $1500.00
Accrued interest 71.27
Costs prior to Judgment 51.00
Issue Writ of Execution 1.50
Sheriff’s Levy 3.60
Milestone to Hayward 5.95
Keepers’ Fees 90.00”

The success of this suit proves con-
clusively the value of location leases,
a matter on which The Cash Box has
written innumerable times.

Miller advises he will be more than
happy to cooperate with any associa-
tion or individual operator by sending
a copy of its location contract to
anyone who requests it. Write to
Miller at the California Music Mer-
chants Association, 128 East 14th
Street, Oakland, Calif.

Raynor Resigns As
CIAA Counsel

CHICAGO — Sam Greenberg, presi-
dent of the Chicago Independent
Amusement Association, announced
this past week that the Board of Di-
rectors regretfully accepted the resigna-
tion of Milton (Ted) Raynor as
General Counsel of the Association.

In making this announcement,
Greenberg stated, “We feel that in
the one year of our existence, the
great progress made by our Associa-
tion is in good measure attributable to
Mr. Raynor’s capabilities and dynamic
personality.”

Speaking for the CIAA Board of
Directors, Greenberg said that nego-
tiations are now in progress with a
very fine law firm relevant to their
assuming the position vacated by Ray-
nor.

“An announcement to this effect
will be made in the very near future,”
concluded Greenberg.

“It’s What’s in THE CASH BOX That Counts”
**Through The Coin Chute CALIFORNIA CLIPPINGS**

With the advent of the new year business along 11th Boulevard at venues as a brisk clip. Orders for all types of equipment that had been held off until the first of the year are now being shipped. The consensus of opinion is that if the first few weeks of this year are any indication 1957 will be another record breaking year in sales. 

At Simon Distributing Company, Jack Simon had completed all arrangements for his first flight. This is primarily a business trip and Jack will be accompanied by his nephew, Joe Simon, of Chicago. John Freeman and Sonny Lomberg will handle the business at Simon during Jack's absence. 

Norty Beckman reports that the Christmas and New Year's treasured Coin Chute in the Music Center. Norty is looking forward to taking his wife, Claire, to San Francisco for a week rest when business slows down at the Music Center. Ana Martinez says that "Wisdom Of A Fool" by the Five Keys is taking off with the operators. Jan Graham and Richard Barretts predict Patti Page's new Mercury release of "Learning My Latin" will be a big one for her. 

Charley Robinson reports shipments of United's fourteen-foot "Bowling Alley" are steadily arriving at C. A. Robinson & Company to meet the increasing demand.

Wayne Copeland busy completing arrangements for the showing of the 1957 Wurlitzer line at Sierra Distributors on January 7th. Wayne expects well over 300 operators to attend with the doors opening at 11 a.m. and a buffet luncheon and refreshments being served. Frank Davis says that he has been receiving many favorable reports from the operators on the record Sierra is using on Pico Boulevard. Frank says the painting of the exterior of Sierra will be completed for the big show. Ed Wheler and Pete Ley will remain in town for the showing and to greet the operators. 

The Seller Sisters, Mary, Kay and Claire, returned to Leuenhagen's Record Bar and make 1957 the Record Bar's biggest year after a few days of resting in the sunshine in Palm Springs. Their first visitor upon their return was Tab Hunter with his first release on Dot of "Young Love" which the girls said should open up a new field for the young actor. Kay and Claire predict that "When Your Hair Has Turned To Silver" by The Air Bombers on Savoy will take off with the operators. Mary says The Diamonds' "A Thousand Miles Away" on Mercury has started to move in a big way. 

Hank Tronick reports the open house held at Minibrooke Music Company during the holiday season proved very successful with operators throughout the Southern California area enjoying the hospitality. 

Hank says the buying has been very heavy the beginning of the year and is a good indication that '57 will be another big year. Hank is very pleased with the success of album music and the operators seem to be in agreement. 

Matt Norberg reports very good sales of Seeburg "V-200" phonographs and wall boxes in the San Diego area.

Bally's new "ABC Bowling Lanes" just arrived in the showroom at Paul A. Laymon, Inc., and Ed Wilkes reports the operators enthusiasm has been exceptional. Ed and Jimmy Wilkins busy taking orders on the new game. Paul and Lucille Laymon say the Rock-Ola "200" continues a steady seller in Southern California. 

Teny Pedroza, Pasadena operator, has taken off for a month trip through Mexico. 

Sanny Nicklin and Goldy Arnold report that record sales have not slowed down after the holidays and it looks like the record business will have another tremendous year. 

Ade is getting everything in order on the new translucent pinball machine which will be in full production within the very near future. Many operators have been returning the past week to tell Sammy how the new record arrangements made their selections much easier through the Christmas rush when they didn't have time to compliment him then. Betty Williams says that Fats Domino's "That's The Reason I'm Not Pleading You" on Dot is a monster seller with the operators last week. 

Martha Delgado predicts that Tab Hunter's initial effort of "Young Love" on Dot will do booming on the charts. 

Don Ama reported to Bill Hapie at Bader Sales Company, Inc. that the AMI "G-200" phonograph is going bigger than ever in San Diego and surrounding territory. Marshall Ames says George's six player "Mill Ball" game has received much favorable comment from the operators since its arrival in the showroom.

**Through The Coin Chute DALLAS DOINGS**

The coin machine industry shocked and saddened by the death of Ralph Clark who was shot at his office Christmas during a holdup at his place of business in Fort Worth. 

Edgar Blankenbecker, J. P. Seegborg's Florida service representative, visited Dallas during the holidays. 

Medaris Company, Columbia Records distributor, held a screening of "Baby Doll" for radio and TV personal. 

O. B. Woodward, Fort Worth salesman for Columbia Records, won the latest jackpot award for phonograph sales. 

D. B. Price of Italy found an interested listener in Augusta Zampa at S H. Lynch and Company when he told her all about the nice holiday he had. 

Carl Fomby of Duncanfield sighted shopping along coinrow. Also spotting George Jury of Hanlin visiting the local scene. 

Ed Miller, King Records' branch manager, spent his holidays in Oklahoma City. 

Our condolences to Champ Tallaferro of Denston on the passing of his father.

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**For A Prosperous 1957 it's WURLITZER**

**GREATEST PHONOGRAPH EVER BUILT**

**MODEL 2100**

**LEW JONES DISTRIBUTING CO.**
1301 No. Capitol Avenue
INDIANAPOLIS, INDIANA

**For A Prosperous 1957 it's WURLITZER**

**GREATEST PHONOGRAPH EVER BUILT**

**MODEL 2100**

**STEEL DISTRIBUTING CO., INC.**
3300 Louisiana Street
HOUSTON, TEXAS

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

Music Operators and Senate Document 155

Music operators can be very thankful to Senator Joseph C. O'Mahoney (Dem., Wyo.), Chairman of the Subcommittee on Patents, Trademarks and Copyrights, for so completely and carefully arranging, and having printed by the U.S. Government Printing Office in a convenient booklet form, the hearings held relative to Senate Bill No. 590.

This booklet, officially known as Senate Document No. 155, is entitled: "A Review of The Evidence Relating To The Copyright Law As It Applies To Jukeboxes--In Connection With S. 590--A Bill Relating To The Rendition Of Musical Compositions On Coin-Operated Machines." This booklet is dated, November 30, 1956.

This document has brought about the opportunity to carefully study the statements of counsel for the nation's music operators and automatic phonograph manufacturers, as well as the National Licensed Beverage Assn., American Hotel Assn., Record Industry Assn. of America, ASCAP, BMI, SESAC, MPPA, MPA, NMC, governmental reports from the Library of Congress, Department of State, Department of Justice, and all others who appeared before, or presented written briefs to Senator O'Mahoney.

It will prove most revealing to a great number of music operators to read this report of the U.S. State Department as to why this department concerns itself with the Copyright Act of 1909 in regard to juke boxes from a foreign relations viewpoint.

There is also no doubt that Senate Document No. 155 can prove of very great help in the days ahead. It is a very well arranged composition of certain views and facts which, added together, all result in the same old, old story that ASCAP's (American Society of Composers, Authors and Publishers) wants royalties directly from America's music operators. Music operators don't have to, according to the Copyright Law of the United States, pay such royalties. That, of itself, is totally definite.

The flurry of anxiety and excitement created by the release of Senate Document 155 was the statement of Senator Joseph C. O'Mahoney as well as the statement of Paul Cunningham, ASCAP's president, were well and thoughtfully answered in concert by Sidney H. Levine, MOA's legal counsellor and George A. Miller, MOA's president and business manager.

There is, most definitely, no cause for alarm. Nothing has happened, as yet, to cause America's music operators any alarm of any nature whatsoever. All this, just as has been happening year after year after year, is but the preface to what will, in all probability, come about after the new Congress comes into session.

There will again, without any doubt, come into being the very same, very old, very tired, very worn bills, like S. 590. Similar such bills will be thrown into the hopper of new bills to be introduced into the Senate and into the House of Representatives of this new Congressional session.

After these bills have been introduced, after they have been carefully studied, to see if anything at all new appears in them, then, and only then, will the entire automatic music industry be again asked to weld itself into one all-purposeful, all-powerful defensive force, so as to be properly prepared to protect itself and be ready to follow whatever course will be proposed.

In the meantime, and again thanks to Senator Joseph C. O'Mahoney, music operators should carefully peruse and just as carefully study Senate Document No. 155. Operators can obtain Senate Document No. 155 by writing to: The Superintendent of Documents, Washington 25, D.C., and enclose 15c with their request.

They should, after committing to memory many salient points contained in Senate Document No. 155, hang this up in a most conspicuous place in their offices where they can see it every day. They can then await the time when the news will appear for all music operators to marshall their forces and, as one strong group, defend themselves from the same old, worn and tired demand, heard by one session after another of Congress and turned down in absolute defeat by these same innumerable sessions of the Congress of the United States.

In short, the attitude all can adopt, until such time as ASCAP and/or similar such organizations sponsor new bills to be introduced into this new session of Congress, is simply: DON'T CROSS BRIDGES UNTIL YOU COME TO THEM.
January 12, 1957

FOR A PROSPEROUS 1957 it's

WURLITZER

and the GREATEST PHONOGRAPH EVER BUILT

MODEL 2100

SEE IT NOW AT...

YOUNG DISTRIBUTING, INC.

575 Eleventh Avenue
NEW YORK, N. Y.

FOR A PROSPEROUS 1957 it's

WURLITZER

and the GREATEST PHONOGRAPH EVER BUILT

MODEL 2100

SEE IT NOW AT...

BILOTTA DISTRIBUTING CO.

224 N. Main Street
2126 Broadway
NEWARK, NEW YORK
ALBANY, NEW YORK

Through The Coin Chute

EASTERN FLAMES

Twas the day after New Year's
Down on Coinrow
Where everyone was busy,
Shouting enthusiastically
GO - GO - GO.

Yestir, there was more pep and activity on the street this week than we've seen in a number of weeks. All wholesalers were busy—and they were happen- ping and buying. Optimistic attitude of ops has the distribs and jobbers in a happy smiling mood.

A number of columnists journeyed to Phila. to attend the Bar Mitzvah of Dave Zuse's son, Louis, on Sat., night, Dec. 23. Among those were Mr. and Mrs. Al Warren, Mr. and Mrs. Avron Greensburg, Mr. and Mrs. Mort Seire, Mr. and Mrs. Albert Simon, Mr. and Mrs. Barney Sugarman, Mr. and Mrs. Abe Green and Mr. and Mrs. Art Daddow. One of coinrow's most optimistic distribs is Barney (Shuggy) Sugarman, Runyon Sales, Shuggy says 1957 opened with a rush of orders for both AMI's music and Bally's amusement machines. (Shuggy) his office has to remain occupied, bunching phone calls from his out-of-town customers, but was able to get out for a trip into his New York State territory on Thurs. and Fri. Nate Sugarman, on vacation from Columbia University this week, spent his time in the N. Y. office helping out. . . . With Namie Negro, M & M Vending, Huntingdon, N. Y., out of action for past eight weeks due to past eight weeks due to sonny busy taking care of entire route. . . . Harold Rosenberg, Pucksocial op, who had been in the New York area for past vacation week, held daily by biz deal. Now uncertain when he'll be able to get away. . . . Meyer Parkoff, A. T. Corp, out visiting some of his customers, has to rush back as several ops drop in for his habits. To while away some time until Meyers return the ops compete on Williams' "Roll-a-Ball" skee games, . . . Or Matora and his missus, Kikki, Cam Music, Norwich, Conn., in town for the Robinson-Fuller fight. Or Matora's jailed father, just in from Italy, . . . Bob and Shugy. our best golfers, sets up a putting device in his living room. "Just for the winter," says Bob, "so I don't lose my touch." . . . Al Simon,onest, both busy when we dropped in, taking orders, they advise, for both Genco's "6 Player Skill Ball" and Chocin's "Skee-Bowl".

Condolences to Frank Breheyen and Jack Hearn on the death of Mrs. Irene Hearn, Mrs. Hearn the sister of Frank and the mother of Jack, Mrs. Hearn died on Jan. 1, and burial was Jan. 4 . . . Yvonne Young, Young Distributing, attend the meeting of the Rockland County Coin Machine Assn. in Suffern, N. Y., on Wed. night, Jan. 2, and lunched that day at the Wurlitzer phone. The new line of Wurlitzer phones will be on display in their showrooms all week of Jan. 7. . . . Georgie Holtzman visits aloincoinrow, Georgie looks like a million, and says he feels the same. Mike Musys ran his annual New Year's party for his employees and friends in his home once again. All had a most wonderful time, says Mike. . . . "1957 is like this week," said Harry and Hymie Koeppel, "we'd be very well satisfied." Rush of buying of reconditioned music machines started a week or so ago, and the Koeppels report this week better than last. Young Distributing, Rock-Ola distribs, in their new quarters, Modern, bright and very attractive, Sign over the building is very beautiful and a most welcome addition to coinrow. . . . Irv Goldiner re-elected pres. Amusement Machine Operators Association of Greater Baltimore—for the umpteenth time. Other officers: Sam Gubern, vp; Harry Morganstein, sec, and Joseph Winton. This organization getting set for its 9th Annual Dinner and Banquet on Sunday night, Feb. 3. This is always the greatest. If any of our readers have the opportunity, we suggest they make arrangements to be there as we always grabbed up in a hurry and sales limited—so get in your reservation.

Mr. and Mrs. George Cossette of Nisswa, Minn., were in the twin Cities for several days over the Christmas holiday visiting with relatives and friends and while in town George also took time off to look around equipment . . . Mr. and Mrs. Morris Berger of Duluth, Minn., made the trip into Minneapolis. Morris was seen looking over the new skee alleys on the distributors' floors . . . Even tho the weather has been mild compared to previous years, there are some who took off for the sunnier climes. Mr. and Mrs. Fred Grohs of St. Paul, Minn., are vacationing in California at the present time, while Mr. and Mrs. California sunshine are enjoying the California sunshine are enjoying California sunshine . . . "The Christiansens, L. S. Vangen Co., of Minneapolis. The Christiansens flew out to the West Coast for a short vacation and even the Carl has to return here after the first of the year the mission will stay on for a little while . . . Marty Morosnick of Winnipeg, Canada, stopped in the Twin Cities on his way home. Marty is the AMI distributor in Manitoba and he reports that the sales of the American Coin Machine Co. 200's are much good. . . . The boys are all claming for the calendars that are handed out by the Feinberg's Boys, Inc., is handing out these days. Mr. and Mrs. John Hansen of Jamestown, N. D., spent a couple of days in the Twin Cities waiting for some equipment to get repaired and also shopped around for equipment for some new locations . . . seen shopping for their friends were Hank Kruger of Fairfax, Minn., Frank Grant of St. Cloud, Minn.; Oscar Sundem of Monte- rideo, Minn., Dan Hazelwood of Atikin, Minn., Eugene Herriott of Herriott, S. D. and Elgin McDaniel of Wadena, Minn. We extend our condolences to the family of Archie Pence. Archie, head of the Automatic Piano Company of Minneapolis, was found dead in his car December 26th. The funeral was held on Jan. 2, December 26th. Archie, who was 28 when he passed away, had been in ill health for the past couple of years. The Automatic Piano Company was the oldest coin machine operation in the area. Archie started in the automatic piano business with the old coin operated piano players, and over the years his sons were involved in the coin machine business. Alvin Pence was the only son associated with his father in the Automatic Piano Company at the time of his death.
The new year got off to a good start with business in high gear at most banks and distributs. Holiday parties and festivities now a pleasant memory. Coinmen settling down to '57. Outlook favorable for continued growth. Phonos, bowling and entertainment in general all doing well. Population shifts to cities and suburbs creating new shopping areas, more than at present. "Ski Bowl" clicking with distriba all over the country. "Repeat orders on both models highly gratifying," they say. Fast-moving Mort Swerce, back from west coast cities, left the day after his return to attend Bar Mizvah of Dave Rosen's son, Lewis Jay, in Philly Dec. 29. . . . John Frantz advises he's working on new concept for "Rifle Sport." "This is the time of the year," declares John, "when communities begin buying games for city amusement parks." "Small Sport" is the tried and true amusement for economy, profit and fun. . . . Herb Jone, adman, deluxe, proving his versatility as he creates copy for so many different Bally products. Herb no sooner gets his desk half-desk to when someone plumps down another problem. "This," he murmurs calmly, "has been going on for years and years." . . . Joel Stern at Wurlitzer has had this to say recently. . . . [Scribbled in the margin]... Ralph together, please, with the boys and girls. . . . The word is that "Bowling Alley" has infused the industry with new life. Putting ops back into properly bracket. . . . Al Thekell, of Sworce's, way out west, Johnny Casola down south. Both to help spread enthusiasm all over everywhere. . . . Ralph Sheffield cheerfully handling the rels at Genet and Nancy Ginsburg, Al and Jan Warren saw some plays with Al Simon in N.Y. Then joined the Dave Rosen's in Philly to be at Lewis Jay's confirmation. Aim尼亚s factory going ahead, Sam Stern and Art Weinand two of the best. . . . Were open all last Monday to catch up. . . . Art advises he's got most of that going on the blackboard to start off the new year with a clean slate! . . . Ralph advises, "This is the time of the year," declares . . . [Scribbled in the margin]... Alvin Gottlieb back on the job this week wearing wonderful Florida tan. . . . According to Nate, "That's from dash- ing around warm waters in "Flipper" and searching the ocean for big ones!. . . . A Day Of Dixie For The 'March Of Dimes' getting under way again. Originated and promoted by The Box Chute, this outstanding program has given ops the opportunity to switch from selling to raising money. This year it provides ops the best chance to adopt "Dime Plus!" Front Money and a More Equitable Commission Basis. . . . At present, the ops' orders for '57 are rolling in like crazy! . . . [Scribbled in the margin]... Paul Huebcs proclaims Kenny vendors moving at a grand clip. . . . "And while we're catching up on orders for vendors," states Paul, "we're getting a very good indication that we'll be able to meet the demands for 'Dime Plus!' Front Money and a More Equitable Commission Basis. . . . At present, the ops' orders for '57 are rolling in like crazy! . . . [Scribbled in the margin]... Clarence Schuyler at Games, Inc. very happy over recent advancements. . . . See also, "Ski Bowl" which is gaining much favor in the last week end. . . . [Scribbled in the margin]... Ben Coven and Herb Bircher will be releasing a new "Ski Bowl" for "Dime Play Days," World premiere showing of the new "2100" phon starting at Covere Music, Jan. 6 and closing down through the 12th. For Bally's George Jenkins in Dallas is the proud father of a daughter. . . . Sam Lewis starts fast on first day of '57 with a nifty Monopoly Automatic and a Chet Gore. "This will be a big year," they announce confidently. . . . Stan Levin entirely unperturbed about those "holes in the floor" problems after going up in southern states, they're evidence of brisk sales action. "Right now, we want our inventory completely filled for the next 60 miles of right-away for future interstate routes. We've got many new locations for ops who keep their eyes open wide. . . . HAPPY BIRTHDAY THIS WEEK TO: Jack G. Bess, Rookoke, Va. . . . Jessie Odell Porter, Jackson, Tenn. . . . Morris Meyers, San Francisco, Cal. . . . Nix Pizzuti, Pun- cito, Colo. . . . William R. Young, Philadelphia, Pa. . . . J. D. Farris, Jr., Vichburg, Miss. . . . Nicholas John Fo- llias, Hattiesburg, Miss. . . . Charles Lane Cleveland, Mobile, Ala. . . . Suren D. Reshan, New York, N.Y. . . . Jules Osborne, Albany, N.Y. . . . William Mayer, Miami, Fla. . . . Harold Gormley, N.Y. . . . Phil Weismann, Chicago, Ill. . . . C. C. Mason, Syracuse, Ind. . . . Raymond F. Jones, San Francisco, Cal. . . . Albert Le Roy Dodson, Urbana, Ohio . . . Charles A. Spillman, New Haven, Conn . . . Glennon X. Stambough, Jr., West Palm Beach, Fla. . . . Guido J. Del Siggic, Ft. Edward, N. Y. . . . J. H. Sproat, Temple, Tex. . . . Milton Bainbridge, Moose, N.C. . . . John W. Young, Falls City, Neb. . . . WORTH REPETING: You can't live very long on the reputation of your reputation.
Foresee Many License Fees Hiked In 1957

Some Areas Already Facing Ordinances Asking Higher License Fees. Others Sure to follow as Cities and States Seek More Income to Meet Increased Costs

CHICAGO—Since the end of the last election period reports have been current regarding the fact that cities and states are planning to hike license fees in an effort to meet tremendously increased costs of government. Already many areas report that ordinances are being presented asking for license fees to be hiked almost double and, in some cases, more than double, their present rate.

Tho all this is tax deductible, as is well known, the fact remains that the hiked license fees can reach such a point where business becomes absolutely unprofitable.

"No one wants to work just to pay license fees", stated one well known operator while discussing the fact that an ordinance was just introduced in his community asking that all licensees for amusements, vendors and music be more than doubled in cost.

Operators must now be on their guard so that license fees don't run away into the inequitable plane.

There is little help that can be offered to the average operator regardless of the fact that The Cash Box, for over twelve years now, has been urging the trade to create a "National Tax Council".

There is no such council in existence. All that can be done is for ops to appeal thru this publication, whenever they are faced with inequitable license taxation, and depend on some operator in some other community to come up with a precedent which can prove helpful.

United Music Ops of Mich. Mail "Holiday Greetings" To All City State Public Officials

DETOURI, MICH. — United Music Operators of Michigan, this city, furthering its continuous public relations program, mailed "Holiday Greetings" to all public officials in the city and state.

In addition, this message was sent to all locations of members, with an additional flyer which read "The noblest motive is the public good."— Virgil. Your cooperation has made you a YOUTH PROGRAM SUPPORTER. Best Wishes for the New Year."

It was signed "Your UMO Music Operator", and the firm servicing the location had its name printed underneath.

The membership meets on Monday, January 7, at the Fort Wayne Hotel, this city. One of the important matters to be decided at this meeting will be the election of the organization's conciliator and public relations counsel for 1957. Roy Small, present office holder and director of the organization's public relations programs for a number of years, is expected to be named once again with great enthusiasm.
### Chi Phono Bowling League
### Current Standings

<table>
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<tr>
<th>Team Standings</th>
<th>High Score</th>
<th>Total Pims.</th>
<th>Aver.</th>
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<td>Giltlow Dist.</td>
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<td>R &amp; B Novelty</td>
<td>2202</td>
<td>3264</td>
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<td>2320</td>
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<td>Star Merit</td>
<td>2231</td>
<td>3199</td>
<td>679</td>
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### For a Prosperous 1957

**WURLITZER**

and the **GREATEST PHONOGRAPH EVER BUILT**

**MODEL 2100**

**SEE IT NOW AT...**

**ROCK CITY AMUSEMENT CO.**

108 Lafayette Street
NASHVILLE, TENN.

### Demand For ‘Bowling Alley’ Unprecedented, says DeSelm

CHICAGO — The United Manufacturing Company, this city, is enjoying a tremendous demand for its “Bowling Alley,” according to Bill DeSelm, United sales manager.

“Never before,” said DeSelm, United Manufacturing Company sales manager, “has the demand for one game been as great as it now is for our new, big ‘Bowling Alley.’ I have been in this business for more years than I want to mention, and have seen many great games, but never have I witnessed such clamoring for the same day shipments, day in, day out.”

DeSelm went on to say, “I well remember the great post-war boom in the game business when United introduced the ‘Bonus Hire’ feature. And, when United built the first in-line game, the industry again received a big, long-lasting lift. Of course, one of the biggest hits the industry will long remember was also created by United. That was ‘Shuffle Alley’ in 1949, and it’s still going, making money every day. But, in spite of all the great money-makers of the past created by United, none can compare with our new ‘Bowling Alley.’ This greatest of all games in coin-ammachine history is without equal. Earning reports from all over the nation are fantastic. Operators are telling Bowling Alleys from United distributors as fast as the shipments arrive. And, they are demanding more and more, because this great new game is acceptable everywhere, permitting operators to expand their operations in a big way.

“In order to help all operators get on the gravy train in a hurry, the big United factory is humming at top speed, working extra shifts, lots of overtime, pouring out truckload after truckload of our new big Bowling Alleys. Yes, United has created some great games, but this new big Bowling Alley is by far the greatest of all,” concluded DeSelm.

### SKEET SHOOT

**IDEAL FOR CLUBS**

**LITE-A-NAMES**

**FEATURE**

**PLUS**

**DOUBLE & SKILL FEATURES**

**SKILL BUTTON**

**LOCATION TESTED**

**NOW IN PRODUCTION**

**GAMES, INC.**

Kolitzoff Opens New Distributing Firm in Tacoma, Washington

TACOMA, WASH. — Stanley Kolitzoff, former owner and manager of Stanley Amusement Company, this city, advises he has dissolved partnership with George Sellers.

Kolitzoff, active in the coin machine industry for over 23 years, reports he will now resume business as the sole owner under the name of Pacific Kiddie Ride Manufacturing & Distributing Company at 1212 S. Tacoma Avenue, Tacoma, Wash. The firm will distribute all types of coin operated equipment.

“It’s What’s in THE CASH Box That Counts”
Requests For Exhibit Space At MOA Convention Already Coming In 'Tho Applications Not Yet Mailed, says MOA

OAKLAND, CALIF.—George A. Miller, president and business manager of MOA (Music Operators of America) reports that although applications for exhibit space at the forthcoming Convention to be held at the Morrison Hotel, Chicago, Illinois, on May 39, 30 and 31, haven't been sent out as yet, a number of exhibitors have already written to the MOA office reserving space.

Miller advises that at the moment three of the manufacturers of coin operated music machines have applied for exhibit space, and that several recording manufacturers have asked for the same exhibit space they had at the 1956 MOA show.

"From every indication," stated Miller, "many new exhibitors will show at the 1957 Convention, as already two cigarette manufacturers have applied for exhibit space to Dave Baker and J. Harry Snodgrass. In addition we have inquiries from a drink-vending company, a scale company and a manufacturer of coin counters and changers. This is the first time in our history that we have received requests for exhibit space prior to mailing our applications."

Miller also stated that programs are being arranged very different from previous conventions, for music operators, manufacturers, as well as disk jockeys, song writers, recording companies, and others.

"We hope to make this as near to an all-music convention as possible," Miller said, "due to the fact that everyone connected with music in any way will be invited to participate. Of course, there will be other exhibits in the Constitution Room of the Morrison Hotel, of amusement devices."

Nat Cohn Resigns From Scientific Machine Corp.

1957 Promises To Be A BIG Year For Exhibit—Its Distributors And Operators

The Cash Box, Jan 12, 1957,

Nat, A. Cohn, one of the industry's foremost coinmen, announced this week that he has resigned from Scientific Machine Corp., the city, effective January 1.

Cohn, who entered the firm as general manager upon the death of Max Levine, severed his association with the firm this week due to the present uncertain situation which is involved in litigation caused by the death of Levine.

With some thirty years of experience in the coin machine field, Cohn advises he intends to remain in the business and at present is studying several attractive propositions. However, he states he will not make any definite decision until he has given these deals his complete consideration.

Cohn will announce his plans in the near future.

"I would like to have my friends know in touch with me," said Nat, "and ask that they write to me in care of The Cash Box, New York City."
Swiss Hope No Block To Export Of Their Used Equip't

Continued Export to Remote Countries of Used Swiss Equipment May Be Slowed by General Economic Upheavals

GENEVA, SWITZERLAND—Swiss importers of U. S. coin machines look forward to a greater and busier year in 1957 than they enjoyed in 1956. There is only one cloud on the horizon of this coming into being. This is the possibility that they may be blocked from shipping older models out of Switzerland to many of the near east, eastern and African countries.

The Swiss have been shipping to far off places for a long time now. The Swiss, themselves, operate the latest models of all machines.

This has proved an extremely profitable business for distributors throughout Switzerland. They have been able to offer very good trade-in values to operators for old models while selling the operators the very latest U. S. equipment.

They have, in almost every case, shipped the old machines out of Switzerland, To Italy and other European countries, as well as into the near east, eastern and African nations.

During 1957 the Swiss hope there will be no block to their continued shipping of used machines to other countries.

As one well known Swiss importer advises: "As long as we can continue to ship our old machines out of our country we expect to purchase more American made games, music and vending machines during 1957 than we have yet imported from the U. S."

Speed Parts Shipments By Air-Bus Service

CHICAGO—A new joint air-and-bus package shipping service was inaugurated January 1 by Greyhound Corporation, 16 scheduled airlines and two freight forwarders.

The plan is designed to speed the movement of packages in and out of more than 6,000 small communities which do not now have direct air freight service.

"Shippers and receivers in these communities will be able to use Greyhound bus service to ship items to the nearest airport city, where packages will be flown to any part of the country and then delivered by Greyhound or an air carrier," stated L. H. Ristow, Greyhound's traffic vice president.

Within 60 days, the service will be extended to enable shippers to take items to Greyhound terminals or agencies, have them transferred to an air carrier and flown to the airport nearest their destination.

Many manufacturers and distributors have, in the past, used Greyhound to deliver "emergency" coin machine parts to nearby points, so that the operator may quickly restore a machine to working condition on location. The new service will extend and speed shipments in cases where time is vital for a part to be installed in a jute box or amusement game.

Prepaid, collect and cash service will be available. Rates will be a combination of air carrier and Greyhound package express charges.

"It's What's in THE CASH BOX That Counts"
1956 Juke Box Exports Expected to Set New Record

No Slowdown Last Quarter Regardless of Midwest Conflict. Shipments Dollarwise Expected to be Higher Than Any Post-War Year

CHICAGO—Exports of juke boxes for the year 1956 are expected to set a new high sales record dollarwise. This, regardless of the Mideast trouble, which came about during the fourth quarter of the year.

There were more juke boxes, both new and used, shipped to foreign lands last year than during any post-war year. This is the general belief of leaders in the automatic music industry.

It is also believed here, in the heart of the coin machine industry’s manufacturing center, that exports will continue to increase.

Few believe that the last of 1956 would see shipments slowed down to any great extent. Most state that shipments being made during the last quarter were a carryover from orders taken earlier in the year.

1957 is looked on as a slower year for European exports, unless, of course, the Mideast situation rights itself in time for business to again pick up sufficiently to insure continued export of equipment in large volume.

One of the biggest problems facing world importers is the lack of sufficient numbers of used machines.

Costs of new machines are such that orders for these are not in the quantity which the importers would like to bring in but, regardless of price, are continuing to import in goodly number.

In the meantime large import markets, such as Canada and the Central and South American countries, have not been affected by the situation in the middle east and are, therefore, continuing right ahead.

WANT TO BUY!
Bally Surf Club—Variety—Big Time—Gaytime—Miami Beach—Broadway—Nite Club—Parade—Big Show.

WILL PAY TOP DOLLAR, OR TRADE FOR LATE 5-BALLS AND BOWLERS!

JANUARY IS TRADE-IN MONTH AT TRIMOUNT

We have export orders for music of all types, bingo games, 5 ball pin games, shuffle alleys, and arcade equipment.

Exceptionally liberal allowances offered during the month of January.

Exclusive Gottlieb, Williams, Seeburg, Genco and International Mutoscope Distributors.

TRIMOUNT

40 WALTHAM STREET
BOSTON 18, MASS.
Tel. Liberty 2-1480

January 12, 1957

FOR A PROSPEROUS 1957 it's
WURLITZER

and the
GREATEST
PHONOGRAPH
EVER BUILT

MODEL
2100

SEE IT NOW AT...

CRUZE DISTRIBUTING CO., INC.
105 Virginia Street, West
CHARLESTON, W. VA.

FOR A PROSPEROUS 1957 it's
WURLITZER

and the
GREATEST
PHONOGRAPH
EVER BUILT

MODEL
2100

SEE IT NOW AT...

ANGOTT DISTRIBUTING CO., INC.
Established 1932
2616 PURITAN AVENUE, DETROIT 21, MICHIGAN
(All Phones: UNiversity 4-0773)

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

chicago coin's...6 PLAYER TOURNAMENT

Ski-Bowl

Introducing The Exclusive...

DYNAMO STRIKE

And

SINGLE—DOUBLE—TRIPLE SCORING

The EXCITEMENT... The SUSPENSE... The OUTCOME Of The GAME Is Not Determined Until THE LAST BALL IS ROLLED!

Player by skillfully striking in the 4th frame gets "bonus" balls... keeping his game alive and enabling him to re-shoot and score up to 3 extra strikes!

Still Available! Our Famous CHAMPIONSHIP Regulation Bowler At Your Distributor

1725 West Diversey Blvd., Chicago 14, Ill.

“Variety Vending Boosts Profit”,
Says Fred Mills, Jr.

CHICAGO—Programming, long recognized as a key to peak profits in coin-operated music operation, can be equally effective, as a sales-stimulant, in coin-operated beverage vending according to Fred Mills, Jr., sales manager of Bally Vending Corporation, this city.

"Carefully tabulated collection-reports," Mills said, "prove that frequent variation of the 'menu' of a multiple-selection vender invariably produces better revenue than the identical vender in comparable location with the 'menu' remaining constant week after week. For example, keeping coffee, served 4 ways, as a standard offering, an operator of a Bally Beverage Vender may offer, as the remain-

ing 4 selections on the 8-selection menu, hotchocolate, hot beef soup, ice-cold limeade, ice-cold orangeade. Next week he may substitute hot chicken soup for the beef soup, giving the 'menu' a welcome 'new look' that invites increased profits. The following week he may change to tomato soup and at the same time put in lemonade in place of limeade. Considering the variety of delicious liquid concentrates now available for soups and cold drinks, an operator could change his 'menu' weekly and go for 2 years without repeating the exact same 'menu'. Quickly interchangeable 'title-strips' for 5 soups and 10 cold drinks are furnished with each Bally Beverage Vender.

Candy and snack operators of course, have long known the benefits of frequent variation of merchandise. Service-problems have heretofore discouraged variety-vending in the beverage field—a situation now corrected by the extreme service-simplicity of Bally plug-in ingredient-valves and the wide range of flavors available in liquid concentrates. Actually, the operator of Bally Beverage Vender may quickly and easily change the 'menu' every time he visits a location for collection or routine service. And be will find that variety-vending really pays."

“A.B.T. CHALLENGER
Target
Pistol
1956
Model

A.B.T. Rifle Sport Gallery
Kicker & Catcher
A.B.T. Guesser Scale
Pace Aristo Scale

Manufacturer and Sales
J. F. FRANTZ MFG. CO.
160 W. LAKE STREET CHICAGO 12, ILL. (Tel: Taylor 9-2199)
Full Line of Parts at all times. Repair and Reconditioning on all A.B.T. equipment.

“It's What's in THE CASH BOX That Counts”
WANT—To buy all kinds of Arcade Equipment, particularly all Cyclone’s, Player Baseball Games, and all makes of Guns. Please call or send in latest prices. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 FOUNTAIN ST., CLEVELAND 15, OHIO (Tel.: TOWER 1-6715).


WANT—12 ft. American BankShuffle boards; Kiddie Rides, 22 ft.; Rock-Ola children's dance machines. Write or Wire. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel.: Fitch 2282).

WANT—Attention Operators: Spot cash for all type amusement machines. List equipment and price in first letter, GARE FORMAN, SANDY MOORE, INC., 240 E. 14TH AVE., ROYAL OAK, MICH., L. I., N. Y. (Tel.: Mayfair 3-4272, 3 and 4).

WANT—Bally Big Kids, in good condition. LEWIS & FOLLETT MUSIC CO., 180 S. Howard St., SPAULDING, WASH. (Tel.: MA 4858).

WANT—Kiddie Rides and Arcade Machines. Must Be In A-1 Shape. State Present Condition, Condition in first letter. RELIABLE COIN MACHINE CO., INC., 184 WINDSOR STREET, HARTFORD, CONN. (Tel.: Chapel 94556).

WANT—Route wanted. Will pay cash for large or too small. We buy brand new LP's (33-1/3 RPM) in quantity. Write or phone. FIDELITY DISTRIBUTING CO., 47TH ST., NEW YORK 36, N. Y.

WANT—Phonograph records made before 1940. DEALERS or jobber or stock. I will pay the highest prices. Some labels wanted are Brunswick, Vocalion, Okeh, Paramount, Melotone. JACOB B. SCHNEIDER, 109 WEST 83RD ST., NEW YORK, N. Y. (Tel.: Trafalgar 7-9147).

WANT—Used records, 45's or 78's. All types—Pop, Hillbilly, Blues. We buy year round, any quantity. We can provide shipping cartons if needed. Write or phone. JALEN AMUSEMENT CO., INC., 14 E. 21ST STREET, BALTIMORE 18, MD. (Tel.: Belmont 5-2831).

WANT—AM: 120 Phonographs, Hideaways, Wall Boxes, Steppers, Seeburg: 100 Hideaways, 3PW Wall Boxes. Late Five Balls. Bally; Miami Beach, Beauty and Broadway, ST. THOMAS COIN SALES LTD., ST. THOMAS, ONT., CANADA. (Tel.: 2646).

WANT—Your used or surplus records all speeds. 45's our specialty. We buy all year round and pay top prices. No lot too large or too small. No more than 10% blues. We pay freight. BEACON SHOPS, 821 NO. MAIN STREET, PROVIDENCE, R. 1. (Tel.: Union 1-7300).

FOR SALE—Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, $5.50 L.O.D., Dallas, Texas. Contact: ALFREDA L. KURNWSKY, 225 FORTY-SEVENTH STREET, CLEVELAND 15, OHIO (Tel.: TOWER 1-6715).

FOR SALE—Slate Tops for Pool Tables; Fibre Glass Cue Sticks; "300" Shuffle Alleys with authentic scoring. Also factory reconditioned Shuffle Alleys, Income Producer. Tournament Kit; Guns; Arcade Cues, Used. Write or Wire. WEST SIDE DIST. CORP., 612 TENTH AVE., NEW YORK, N. Y.

FOR SALE—1 Williams Snafu, $135; 1 Williams Fairways, $85; 1 Williams Colors, $125; 1 Gottlieb Scoreboard, $225; 1 Gottlieb Coronation, $30; 1 Gottlieb Queen of Hearts, $150; 1 Gottlieb Castle, $150. (In crate). Write, AUTOMATIC AMUSEMENT CO., INC., 100 PENNSYLVANIA ST., EVANSTON 8, IND. (Tel.: HA 3-4500).

FOR SALE—Small Compact Music Route. Good Equipment. JAMES G. WILSON, BOX 765, ARCADIA, FLA.

FOR SALE—Used machines of all models, as is or shopped and ready for operation. AUTOMATIC AMUSEMENT DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel.: Fiest 5-3456).

FOR SALE—Non-warp Ply-Flex custom built Fibre-Glass Cues. Precision molded one piece construction giving accuracy, indestructibility. Won't warp, shatter, snap. Full length billiard or pool; workmanship, defective materials, breakage in normal use for one year. SEARS, ROEBUCK & CO. (In crate). Write, AUTOMATIC AMUSEMENT CO., INC., 100 PENNSYLVANIA ST., EVANSTON 8, IND. (Tel.: HA 3-4500).

FOR SALE—Records!! 50 over wholesale, any label. Free title strips. Quick service. New accounts, key deposits, accepted. Permanent surplus records new unused only. RAYMAR SALES CO., 170-21 JAMAICA AVENUE, JAMAICA 52, N. Y. (Tel.: Olympic 8-4012, 4013).

FOR SALE—United and Chicago Shilleys, 10th Frame and later models; Wurlitzer 1500's, 1400's, 1250's, 1015's; all type Bingos; Los Angeles, Calif. condition. CAN. YON STATES DIST. CO., 301 E. 7TH, TUCSON, ARIZONA. (Tel.: 3-6068).

FOR SALE—Big Time, $190; Variety, $110; Garey, $85; Pixie, $225. Starlight and Broadway Pool Tables, $80. Two Super Shuffle 6 Player Alley, $60. Third One Place, Second Prize Shuffle. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVENUE, NEW ORLEANS, LA. (Tel.: Tulane 6729).


FOR SALE—Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, $5.30 L.O.D., Dallas, Texas. Contact: ALFREDA L. KURNWSKY, 225 FORTY-SEVENTH STREET, CLEVELAND 15, OHIO (Tel.: TOWER 1-6715).

FOR SALE—Brothers Double Header, 8800; Nichol Hi-Top, 875; Palm Springs, 860; United Pixie, 85; Cash and Carry, $225. Jet Bowling, $160, 1/3 Deposit, Balance C.O.D. or Sight Draft. NAS-TA-RO, 7233 N. 9122 POYDRAS, NEW ORLEANS 12, LA. (Tel.: MA 6886).

FOR SALE—Locks of all kinds, Bally pinball locks, Wall Box locks, Music Box locks, like new, $75 ea. AUTO-MA-TIC DISTRIBUTORS, BOX 249, ST. BRIDGETS, ORANGE 5, PFLORET, BOSTON 1, MASS. (Tel.: 5-1514).

FOR SALE—Coin Machine Parts. Balls for all alleys and pool tables—rubber, coarse, per 25 cent oz. for $7. MIKE MUNVEY, 575 TENTH AVENUE, NEW YORK. N. Y. (Tel.: BRYANT 9-6677).

FOR SALE—Pool Games Priced Right. Exhibit Score Board; Exhibit Spanish Pool; Gnome Official Tournament Mieronte Top; Gnome Clover Pool—Priced to Sell Brand New. W. B. DUNN, INC., 214 S. BEACH STREET, ST. LOUIS 1, MO. (Tel.: Central 9292).

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 free full year's (22 weeks) subscription to The Cash Box "The Bible of the Coin Machine Industry," Send your check or money order for $45.00 to the 40-word ad to: THE CASH BOX, 26 W. 47TH STREET, NEW YORK 36, N. Y. (Phone: JU 6-2600).

FOR SALE—Browers, Crisserona, $125; Arrow, $225; Hollywood, $265; Tamarack, $300; Shindig, $105; Dixie Deluxe, $265; Lulu, $195; Jaglopy, $65; Big Time, $295; Caravan, $395; Miami Beach, $295, NEW ENGLAND EXHIBIT CO., 237 WASHINGTON ST., NELSON 75, MASS. (Tel.: D3eatour 2-1500).

FOR SALE—Broadways, 350 and 500 Club Jumbo, in good condition, and checked the Donan Distributing Co., 3623 N. LENSZIE CITY, CHICAGO 25, Ill. (Tel.: Jupier 8-3211-12).

FOR SALE—Export Buyers Attention! In stock; 4000, 1800, 1800, 1000, 800, 500 Pinballs, Arcade and Bally Ringer. Write stating price and quantity in first letter. BELGIUM AMUSEMENT COMPANY, 1760 PHILADELPHIA 49, PA. (Tel.:Devonshire 8-6931).

WANT—Music; Seeburg 100A's, BLY's, CR's: Wurlitzer 1700's, 1800's, Pinballs, all late Gottliebe. Arcade and Bally Ringer. Write stating price and quantity in first letter. BELGIUM AMUSEMENT COMPANY, 1760 PHILADELPHIA 49, PA. (Tel.: Devonshire 8-6931).

WANT—Literature on any type of coin machine—Merchandising, Amusement, Skill, Rides, Music—anything that takes a coin to earn money. WITHAM ENTERPRISES & ASSOCIATES, 32-22 CUNNINGHAM AVE., GLENS FALLS, N. Y.
FOR SALE—January clearance Seeburg, M100-A, $250; M100-C, $450; M100-B, $750; M100-W, $725; M100-R, $825; SWI Chrome, $67.50; Wurlitzer, 1800, like new, $795; 1400, $225; 1200, $110; 850, $110, $85; AMI E-80, $50; D-80, $350. MUSICAL INSTRUMENTS, 2334-36 OLIVE, ST. LOUIS 3, MO. (Tel.: CH 1-3561).

FOR SALE—M100B 120 Selection 45 RPM Rock-Ola " Comet" Phonograph, $165; M100C, $195; M100D, $230; M100E, $350; Model 4851, $115. O'CONNOR DISTRIBUTORS, INC., 2320 WEST MAIN, RICHMOND 20, VA. (Tel.: 84-2604).

FOR SALE—Grand Slam, $95; King Arthur, $35; Bowling Champ, $35; College Daze, $35; 10 Bright Lights, $35, $50 ea.; 10 Bright Spots, $49.50, $50 10-3-4-5, $24.50 ea.—WANT—$50 ea. for any combination. (Tel. M.0. 4-9358).

FOR SALE—Seeburg M100-A, $250; M100-B, $600; M100-C, $750; M100-W, $725; M100-R, $825; SWI Chrome, $67.50; Wurlitzer, 1800, like new, $795; 1400, $225, $1200 Selection Chrome Rock-Ola Wall Boxes, $50; AMI Model E120, $425; Wurlitzer Wall Boxes: Model 3020, $75; Model 4020, $125; Model 4851, $115. O'CONNOR DISTRIBUTORS, INC., 2320 WEST MAIN, RICHMOND 20, VA. (Tel.: 84-2604).

FOR SALE—Grand Slam, $95; King Arthur, $35; Bowling Champ, $35; College Daze, $35; 10 Bright Lights, $35, $50 ea.; 10 Bright Spots, $49.50, $50 10-3-4-5, $24.50 ea.—WANT—$50 ea. for any combination. (Tel. M.0. 4-9358).

FOR SALE—Wurlitzer 1650A 3100, $195; Wurlitzer 1650B 45 rpm, $295; Wurlitzer 1650C, $45 rpm, $300; Wurlitzer 1800, $795; AMI Model "A", $80; Seeburg Model "C", $425. UNITED DISTRIBUTORS, INC., P. O. BOX 1942, CLEVELAND 9, OHIO. (Tel.: 86-4111-43504).

FOR SALE—Seeburg M100-A, $250; M100-B, $600; M100-C, $750; M100-W, $725; M100-R, $825; SWI Chrome, $67.50; Wurlitzer, 1800, like new, $795; 1400, $225, $1200 Selection Chrome Rock-Ola Wall Boxes, $50; AMI Model E120, $425; Wurlitzer Wall Boxes: Model 3020, $75; Model 4020, $125; Model 4851, $115. O'CONNOR DISTRIBUTORS, INC., 2320 WEST MAIN, RICHMOND 20, VA. (Tel.: 84-2604).

FOR SALE—Beach Clubs, $25; Tabi- ties, $20 each; No cost, $25; Atlantic Cities, $15; Coney Island, $10 ea. We have 100 of these machines and a number of others. No reasonable offer refused. (Tel. 8-1999). PENNSYLVANIA VENDING CORP., 1826 E. CARSON ST., PITTSBURGH 3, PA. (Tel.: 412-611-1500).

FOR SALE—Wurlitzer 21 Record Hideaways with Stepper, $50; 1 20 Record Seeburg Hideaway, $50; AMI Stepper, $40; 3020 Boxes, $8 ea. SALINA MUSIC & AMUSE- MENT CO., 121 N. SEVENTH ST., SALINA, KANSAS.

FOR SALE—Bowlers: Chicago Coin Flash, $110; Bally Mystic, $195; Blue Ribbon, $295; Gold Medal, $325. Pool: Exhibit King Size, $135; Bally Lane's Tic-Tac-Toe (Floor Sample), $125. MOHAWK SKILL GAMES CO., 67 SWAGGER-TOWN RD., SCHENECTADY 2, N. Y. (Tel.: CL 6-6807).

FOR SALE—Games, Inc. Hunter, $295; Bally Atlantic City, $35; Palm Beach, $35; Beauty, $40; Beach Club, $40; Dude Ranch, $65; Palm Springs, $65; Surf Club, $75; Miami Beach, $195; Beachwood, $250; Miami, $365; Parade, $445; Geneo Jumpin' Jacks, $35. MICKEY ANDERSON, 314 FIRST ST., ERIE, PA. (Tel.: 7-5749).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter a week in forthcoming columns will bring you prices. We are factory representatives for United, Williams, Bally, DeCarlo and Genko. TARA DISTRIBUTING CO., 3401 N.W. 35TH ST., MIAMI 42, FLA. (Tel.: Newtow 3-2531).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter a week in forthcoming columns will bring you prices. We are factory representatives for United, Williams, Bally, DeCarlo and Genko. TARA DISTRIBUTING CO., 3401 N.W. 35TH ST., MIAMI 42, FLA. (Tel.: Newtow 3-2531).

FOR SALE—Bally, Bingo Machines, Slot Machines, Pinball Machines, Tombola Machines, Marquee Machines, erie, PA. (Tel.: 7-5749).
The Cash Box

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January 12, 1957

THE CASH BOX

“The Industry's Market Place”

PUBLISHES MORE CLASSIFIED ADS EACH WEEK THAN ALL OTHER MAGAZINES IN THIS INDUSTRY PUBLISH IN A MONTH — PROVING THAT THE ENTIRE INDUSTRY RECOGNIZES THE CASH BOX CLASSIFIED AD SECTION AS "THE INDUSTRY'S MARKET PLACE."

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FOR SALE
CHECK OFF WHICH YOU DESIRE

CLASSIFIED AD RATE 10 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $1.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for follow up listing pending receipt of your check or cash.

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TELEPHONE NUMBER.

ENCLOSE YOUR CHECK—AIRMAIL TO:

THE CASH BOX
26 WEST 47TH STREET, NEW YORK 36, N. Y.
From AMI, again the finest...

"G-200" introduces HALF-DOLLAR play with ONE Rejector that takes ALL FOUR coins

For the first time, operators can get faster play—faster pay—with a new rejector that accepts all coins thru the one single chute on the AMI. And nothing but money gets past it.

Only the "G-200" offers faster 50c play plus these essentials for complete juke box earning power—

- 200 instantly visible titles at eye level
- Easy-to-play selection system
- Fastest record changer
- Exclusive, multi-horn high fidelity
- Completely modern styling
- Widest choice of color cabinetry
- Complete accessibility

For more nickels, dimes, quarters and half-dollars

AMI Incorporated / ...music that makes more money for you / 1500 Union Avenue, S.E. Grand Rapids 2, Michigan

ORIGINATOR OF THE AUTOMATIC SELECTIVE JUKE BOX IN 1927...AHEAD THEN, AHEAD NOW

"It's What's in THE CASH BOX That Counts"
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 true reporter “The Cash Box Price Lists” can only feature the market prices as they are quoted. “The Cash Box Price Lists” set exactly as the market quotation board at the Steck Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. “The Cash Box Price Lists,” rather than show no price, retain the last known quotations for such equipment so that the reader at least has the last known prices as a basis to work with. Prices may be very widely divergent. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth $75.00. Of course, serial, appearance, demand, territory, quality, 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 quoted at higher 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 peculiarity 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 $30 on Phonographs.

REGARDING SELLING PRICES IMPORTANT:

Reports received indicate that, in some cases, purchasers become upset due to the fact that they cannot, many times, buy equipment listed in the lower price quotations. Sometimes sellers of machines listed at from $20.00 to $25.00 ask from $50.00 up to $75.00 and even more for those very same machines. Purchasers of such equipment must realize that machines in the very low price ranges are much worn to be priced at these low figures. To completely recondition such machines, the reconditioner must add onto his price the cost of transportation to obtain these machines, the machine parts and supplies needed to recondition the machine, plus the cost of cartage, crates and labor for packing and shipping of the machines, in addition to a decent profit which will average out to $15.00 to $20.00 in most cases, raise the price of a $15.00 to $20.00 machine from $50.00 to $75.00 and up. In the case of arcade and kiddie ride machines these may even be higher due to the fact that many of the parts have to be made by hand or ordered for at some machine shop, since many of the old arcade machines and kiddie rides are no longer in business and it is impossible to obtain parts to reconditioning. Purchasers of such 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 experience in the field, and are able to purchase machines “as is”, at prices quoted by the trade at large, and recondition the machines themselves to meet their own operating standards.

APPENDIX

Manufactures and date of game's release listed. Code: (B) Bally; (CC) Chicago Coin; (Ev) Evans; (Ex) Exhibits; (Ge) Gottlieb; (K) Keystar; (Un) United; (Wm) Williams.

1. ABC (UN 3/52) 25.00 50.00
2. Across the Board (UN 9/51) 25.00 50.00
3. All Star Basketball (Go 1/52) 20.00 35.00
4. Americana (Bill 1/52) 25.00 50.00
5. Arcade Bowl (Got 12/53) 90.00 135.00
6. Arcade (Wm 11/51) 25.00 50.00
7. Arizona (Un 4/50) 10.00 20.00
8. Army-Navy (Wm 10/51) 25.00 50.00
9. Atlantic City (B 5/52) 15.00 25.00
10. Bank-A-Ball (Got 5/50) 15.00 20.00
11. Basketball (Got 10/49) 10.00 15.00
12. Beach Bunny (B 11/51) 25.00 45.00
13. Beach Club (B 2/53) 25.00 45.00
14. Beauty Bowl (L 5/51) 40.00 70.00
15. Be Bop (Ex 3/50) 10.00 15.00
16. Big Ben (Wm 9/54) 75.00 135.00
17. Big Bop (CC 7/52) 25.00 45.00
18. Big Time (B 1/55) 185.00 295.00
19. Blondie (Wm 8/56) 250.00 350.00
20. Bolero (Un 12/51) 45.00 60.00
21. Bomber (CC 10/51) 15.00 25.00
22. Bowling Champ (Got 2/49) 15.00 25.00
23. Bright Lights (B 1/55) 35.00 60.00
24. Broadway (B 11/51) 25.00 45.00
25. Broadway Bill (Got 5/50) 20.00 35.00
26. Cabana (Un 3/53) 30.00 50.00
27. Camel Caravan (Ge 6/49) 10.00 15.00
28. Campus (Ex 2/50) 10.00 15.00
29. Canasta (Ge 7/50) 15.00 25.00
30. Capri (Ex 10/51) 45.00 60.00
31. Caravan (Un 5/50) 79.50 95.00
32. Caravan (Wm 6/52) 30.00 50.00
33. 2HF600R, '54, 100 Sel., 45 RPM 600.00 825.00
34. 4-WL56-Wall Box 3c, 45 RPM 3.00 5.00
35. 4-WL56 5.00 6.00
36. 8-WL56 10.00 10.00
37. 3-WL56-Wall Box 3c, 10, 25c 5.00 10.00
38. W-6L56 5/10/25 Wireless 10.00 15.00
39. 4-WL1 25.00 30.00

WWW.americanhistoy.com
Manufacturers New Equipment

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

**AMI, INCORPORATED**

"C-200" 200-coin phonograph.
"C-200-20" 20-coin phonograph.
"C-30" 30-coin phonograph.
Bike (Kiddie Ride)
Model "T" (with neon lights) $20.00
Model "T" (Regular) $7.00
Model T (with Record Change) $79.00
Model T (Regular) $79.00

**BALLY MFG. CO.**

ABC Bowling Lanes
4-16 Player
14 Foot Model $1,250.00
Model J-10 $1,250.00
Model J-10 $1,250.00
Key West $1,250.00

**Bally's-All-Poppin' (2 Player, 3 or 5 Coins) $465.00**

**BIG SHOW**

Pin-Ball
Standard (32" x 36") Model
(A) Without lights $300.00
(B) With lightweight bumpers $350.00
(C) With neon lights $450.00

Senior (68" x 36") Model $325.00
Deep Deuce BC Bowler (without Match Feature) Model C-110, 10c a play $85.00
Model C-330, 3 plays for 25c $85.00
Roll's Eye Shooting Carnival $95.00
The Champion (with new all-metal cabinet) $350.00

**CHICAGO COIN MACHINE CO.**

Super Ski Bowl
(Match Model)
Skid-der (6 Foot, 10 Foot) Championship Bowler (with Match Feature) $30.00
Super Championship Bowler $30.00
No List Price Authorized for Publication

**EXHIBIT SUPPLY CO.**

Ringer Ball (2 Player) $119.00
No List Price Authorized for Publication

**J. F. FRANTZ MFG. CO.**

Kicker & Catcher
(Counter Game) $195.00

**GENCO MFG. & SALES CO.**

Official Skill Ball (6 Player) $210.00
Davy Crockett (Racing) $210.00
No List Price Authorized for Publication

**D. GOTTIET & CO.**

Rainbow (Single Player, 5-11 Ball) $390.00
No List Price Authorized for Publication

**INTERNATIONAL MUTOSCOPE CORP.**

Lard's Prayer Vendor $390.00

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

Cross Country (4 Player) $435.00
Gala Match Model $435.00
Deluxe Hot Coffee Vendor
Deluxe Hot Coffee & Hot Dog Vendor
Versatol Coffee Vendor
Various Models of above
Electric Coin Change Vendor
Coin Changer Model $304.00

**ROCK-OLA MFG. CORP.**

Model 1450-Playmaster, 128 Sel.
Model 1452, 50 Selections
Model 1454, 120 Selections
Model 1458, 192-coin Wall Box, 128 Selections
Model 1548, 59 Selection Wall Box
Model 1615—Standard Speaker
Model 1616—DeLuxe Speaker
Model 1906, Remote Volume Control
Model 1927, Remote Volume Control with Cancel Button

**J. P. SEESEBURG CORP.**

V-200—SelectOMATIC "200" Phonograph
V-JWA—WallOMATIC "200" Phonograph
V-100 SelectOMATIC "100" Phonograph
W-200—SelectOMATIC "100"
MBVC-2—Master Remote Volume Control
HPC-1—High-Fidelity Wall Speaker
HPCV5—High-Fidelity Wall Speaker
HPCVI-1—High-Fidelity Speaker
Recessed Speaker
PS-1—Power Supply
HA-1—Power Amplifier

**UNITED MFG. CO.**

Bowling Alley (6 Player, 10 Foot) $1,250.00
Brazil $1,250.00
Pirate Gun $465.00
Sports Play Shuffle Alley (Without Match Feature) $350.00
Selectomatic Shuffle Alley (With Match Feature) $650.00
Handicap Shuffle Alley $700.00
Single Chute $700.00
Double Chute $700.00
DeLuxe Shuffle Shuffle Alley (With Match Feature) $890.00
Single Chute $890.00
Double Chute $890.00
Star Slider (Regular) $450.00
Star Slider (Replay) $450.00

**WILLIAMS MFG. CO.**

Roll-A-Ball (6 Player) $465.00
Pony (Single Player 5 Ball) Single Coin Chute $95.00
Two Coin Chutes $95.00
Grande $95.00

**THE RUDOLPH WURLITZER CORP.**

Model 2000, "Centennial", 200 Selections
Model 1917B, "Centennial", 104 Selections
Model 1920, All-Ball Box 100-104
Model 5207 Wall Box—104 Selection—3 Wire
Model 2405 Wall Box—104 Selection—4 Wire
Model 5225 Stepper—104 Selection—4 Wire
Model 251 Stepper—104 Selection—4 Wire
Model 258, 16-Player Wall Box
Model 248 Stepper—48 Selection—4 Wire
Model 5117 "27" High Fidelity Wall Speaker
Model 2201 "27" High Fidelity Corner Speaker
Model 5115 "5" High Fidelity Corner Speaker
A New
All-Location Line
from Wurlitzer
Wurlitzer presents on these pages the story of its brilliantly beautiful new phonographs comprising a line created to meet the music needs of every size and type of location.

The magnificent 200-selection Model 2100! The exciting 104-Selection Model 2104!

Into each has been designed and engineered more earning power than was ever before offered by any coin-operated instrument.

Essentially identical in outward styling with the exception of their selector panels, both feature sturdy metal dome castings with a new forward sweep, striking color-styled cabinetry. Eye-pleasing gold record changer compartment backgrounds, lighted gold pilasters, gold and white turntable support castings, and new contoured rigidized metal grilles.

Both offer that proven play-promoting feature pioneered by Wurlitzer — 50c play!

Each carries to new heights the quality that has always distinguished Wurlitzer workmanship — standards of tone, beauty and earning power against which all other phonographs will be measured.

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WURLITZER NOW FIRST WITH SINGLE ALL-COIN SLUG REJECTOR

The new single slug rejector accepts coins of all denominations, including half-dollars. Coupled with the sensational PLAYRAK coin registration unit, which allows the presetting of various coin-play combinations with coin register precision, this swift, simple, automatic coin control system is the most practical and profitable ever developed.

EVERY WURLITZER FEATURE POINTS TO GREATER EARNING POWER

The Wurlitzer 200-selection Model 2100 program panel (shown above) features 40 top tunes in the center, with a full 80 tunes in view at all times. Push button-controlled rotor page "books" allow complete viewing of the full program.

The selector system has been improved and further simplified to insure accurate, trouble-free operation. The 200-selection changer mechanism now has the same fast action as its 104-selection counterpart.

The Wurlitzer 104-selection Model 2104 program panel, pictured at left, offers complete title visibility with simple number-letter combination selection to eliminate errors and stimulate play.

WURLITZER PIONEERS 50c PLAY

... greatest single contribution to increased earnings in the annals of automatic music. Proof positive that the greatest contributions to operator profits always come first from Wurlitzer.

"It's What's in THE CASH BOX That Counts"
THE CAROUSEL MECHANISM
A TRIUMPH OF TROUBLE-FREE HIGH SPEED OPERATION
LOCATION-PROVEN OPERATOR ACCEPTED

WURLITZER MODEL 2100

Record-now-playing indicators show number and side of selection playing.

200 selections from 100 records.

Playmeter reset lever automatically clears to zero after checking for play popularity. Meters are color-coded for easy reading.

Service lever shuts off motors, releases selector for easy loading. Automatically resets at the touch of a finger.

Unit built junction box steppe on 2100 furnishes all power, including coin register, amplifier and slug rejector. Provides 24 volts for wall boxes.

WURLITZER MODEL 2104

Zenith Cobra Stylus standard Wurlitzer equipment.

104 selections from 52 records.

Single direction turntable is fly-wheel balanced for accurate record speed. Self-centering chuck gently holds records.

The time-tested Carousel record changer consists of a single cam and two clutches which actuate the record lift arms.

WURLITZER ACCESSIBILITY

ALL AREAS WITHIN EASY REACH

Ease of accessibility is a major consideration in all Wurlitzer designs. The amplifier mounted in the right lower rear of the cabinet is so placed that all tubes and electrical components may be reached without removing the panel. The coin mechanism, located on the left-hand side above the cash box compartment, may be easily snapped out for cleaning or adjustment. Removing the entire record changer mechanism necessitates only the removal of the connecting plugs, four screws, and the disconnection of two actuating cables. Both mechanisms stand unsupported on the floor for service.

The ample rear doors are made in two sections for efficient service. They are designed to play an important part in providing ventilation for the interior. Lower section is screened to admit cool air while the upper door is double-walled, providing an upward flow of air which exhausts through vents in the top curve. Additional venting is provided at the rear of the center dome casing.

Cash box door has separate lock, opens into metal-lined casing holding fabric bag which cannot be reached from the inside of phonograph. Sturdy metal trim-guard discourages tampering.

TOPS ALL OTHERS FOR TRUE HIGH FIDELITY

The long acknowledged Wurlitzer leadership in high fidelity tone becomes, more than ever, a great play-stimulating feature in this fine new phonograph line. Each model has the famous Dynatone amplifier now offering greater efficiency with a 25% increase in output. It incorporates a built-in volume level control — plus — that great Wurlitzer exclusive ... plated wiring circuits. Uniformity of all metal wiring connections is assured. Pre-amp units are shock-mounted for extended life at minimum maintenance costs. Each model features three 12-inch bass woofers and a 4-inch tweeter. You have only to hear these wonderful Wurlitzers play to realize that for true high fidelity and breathtaking tonal clarity, they are the undisputed leaders of the industry.
WURLITZER WALL BOXES

MODEL 5210 WALL BOX
200 SELECTIONS

The Model 5210, 200-selection wall box embodies the greatest array of play-promoting features ever found in a wall box. Pages and title strips are easily visible and are illuminated from top and bottom for easy selection. The top casting includes double coin entry for greater customer convenience and the three-in-one magnetic slug rejector has a "two nickel" feature which permits 10c play with 5c coins. It also accepts dimes and quarters, for multiple play.

The program pages are top-operated and each leaf has an over-center spring, assuring that individual pages always lie flat for easy reading. The heavily chrome-plated die-cast case has a panel with three rows of buttons in the lower section. Selection is made through a letter and numeral combination, exactly the same as the Model 2100 phonograph. This fine wall box is truly a worthy companion to the 2100... the world's top-earning, 200-selection phonograph.

DIMENSIONS:
14-7/32" High, 11" Wide, 7-31/32" Deep
Weight — 28 lbs.

MODEL 5207 WALL BOX
104 SELECTIONS

An eye-appealing wall box which will increase the earnings of your Model 2104 or other 104-selection Wurlitzer phonographs. The highly chromed case has circular, full-view visibility for easy title strip reading. The flip pages are actuated by top levers directly in front of the coin entry. 5, 10 and 25c coins are handled by a single-button selection — patrons need only push the button directly opposite the tune of their choice.

The Ace Lock, located at the side, features a separate key for each box. Truly a proven high-earning favorite.

DIMENSIONS:
12 1/2" High, 11 3/4" Wide, 7 3/4" Deep
Weight — 20 3/4 lbs.

WURLITZER MODELS 2100 AND 2104 SPECIFICATIONS

DIMENSIONS:
Height — 55 1/4" Weight —
Width — 33 3/4" (2100) 355 lbs.
Depth — 27 1/4" (2104) 323 lbs.
Packed for shipment:
(2100) — 425 lbs. approx.
(2104) — 383 lbs. approx.

COIN EQUIPMENT:
Equipped for 50c play, single entry for coins of all denominations. Four-in-one magnetic slug rejector, PLAYRAK coin register mechanism.

RECORD CHANGER:
Model 2100 provides 200 selections from 100 seven-inch 45 RPM records.
Model 2104 provides 104 selections from 52 seven-inch 45 RPM records. Playerman standard equipment.

SOUND SYSTEM:
Includes pre-amp, automatic level control and volume control. Dual tone and fader controls.

TONE ARM:
Single, low pressure tone arm with Zenith Cobra Cartridge, plays both record sides.

WATTAGE:
Model 2100 — Complete phonograph, 425 watts. Standby, 150 watts.
Model 2104 — Complete phonograph, 300 watts. Standby, 145 watts.

LIGHTING:
Model 2100 — Three 20-watt, one 14-watt, two 4-watt.
Model 2104 — Four 20-watt fluorescent.

NUMBER OF SELECTIONS:
Model 2100 — 200 Model 2104 — 104

CABINET FINISH:
Color-styled Dino-weld side panels.

REMOTE:
200-selection wall box, Model 5210 available.
104-selection wall box, Model 5207 available.

AUXILIARY SPEAKERS:
Will use any present Wurlitzer Speaker. Model 5115 - 5116 available.

TUBE COMPLEMENT:
1 type 5U4GA (or 5U4GB)
1 type 12AU7A
1 type 6AU6
2 type 12AX7
2 type 6L6GB
2 type 6AN8

WURLITZER • NORTH TONAWANDA, NEW YORK

"It's What's in THE CASH BOX That Counts"
THE BIGGEST DIME'S WORTH OF FUN EVER OFFERED

UNITED'S

Bowling Alley!

NEW Player Appeal

COMPLETELY NEW STYLED CABINET

14 FT. LONG
29 IN. WIDE
18" HIGH PLAYFIELD

TRUE BOWLING
AUTOMATIC REGULATION SCORING
STRIKES—SPARES—SPLITS
REGULATION LEAVES

Straight Ball, Hook and Back-up Ball

ALL THE SHOTS AND THRILLS OF
REGULATION BOWLING

3 INCH COMPOSITION BALLS
Roll Fast or Slow
Skill—Not Strength
Makes the Expert Player
1 to 6 can play!

FAST PLAY
QUIET OPERATION

NO STOOP
BALL RETURN RISER
JUST LIKE A REGULATION BOWLING ALLEY

LONG LIFE ON LOCATION
EARS BIG MONEY YEAR AFTER YEAR

BEAUTIFUL FORMICA PLAYBOARD
EASY LIFT PLAYBOARD
SIMPLE MECHANISM
RUGGED CONSTRUCTION
EQUIPPED WITH UNITED'S FAMOUS SLUG-REJECTOR

SET UP A BATTERY OF THESE GREAT ALLEYS
AND CASH IN ON HUGE PROFITS
FOR YEARS TO COME!

UNITED MANUFACTURING COMPANY
3401 W. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS

SEE YOUR DISTRIBUTOR NOW!
A COMPLETE LINE OF SHUFFLE ALLEYS • RIFLE GALLERIES • IN-LINE GAMES!

NOT JUST A BIG GAME... IT'S BIG BUSINESS!
Sensational new Bowling Game is record-smashing money-maker

1957 will be your biggest money-making year if you’re quick to cover your locations with Bally ABC BOWLING LANES . . . and grab your share of the countless new spots ready and waiting for the greatest skill-amusement game ever built. Not another shuffle-puck game . . . but real bowling with 3 in. hard rubber ball...plus Bally profit-proved quick-set ‘fly-away’ pins and rapid-fire score-totalizer...

ABC BOWLING LANES is the fastest money-maker you ever operated. Avoid delays in delivery by ordering from your Bally Distributor today.

BALLY MANUFACTURING COMPANY
2640 BELMONT AVENUE • CHICAGO 18, ILLINOIS

Bally® Bowling Lanes