

The Billboard

JANUARY 26, 1946

25 Cents

THE WORLD'S FOREMOST AMUSEMENT WEEKLY

TELEVISION

VIDEO PINCH-PENNY SCRIPTING

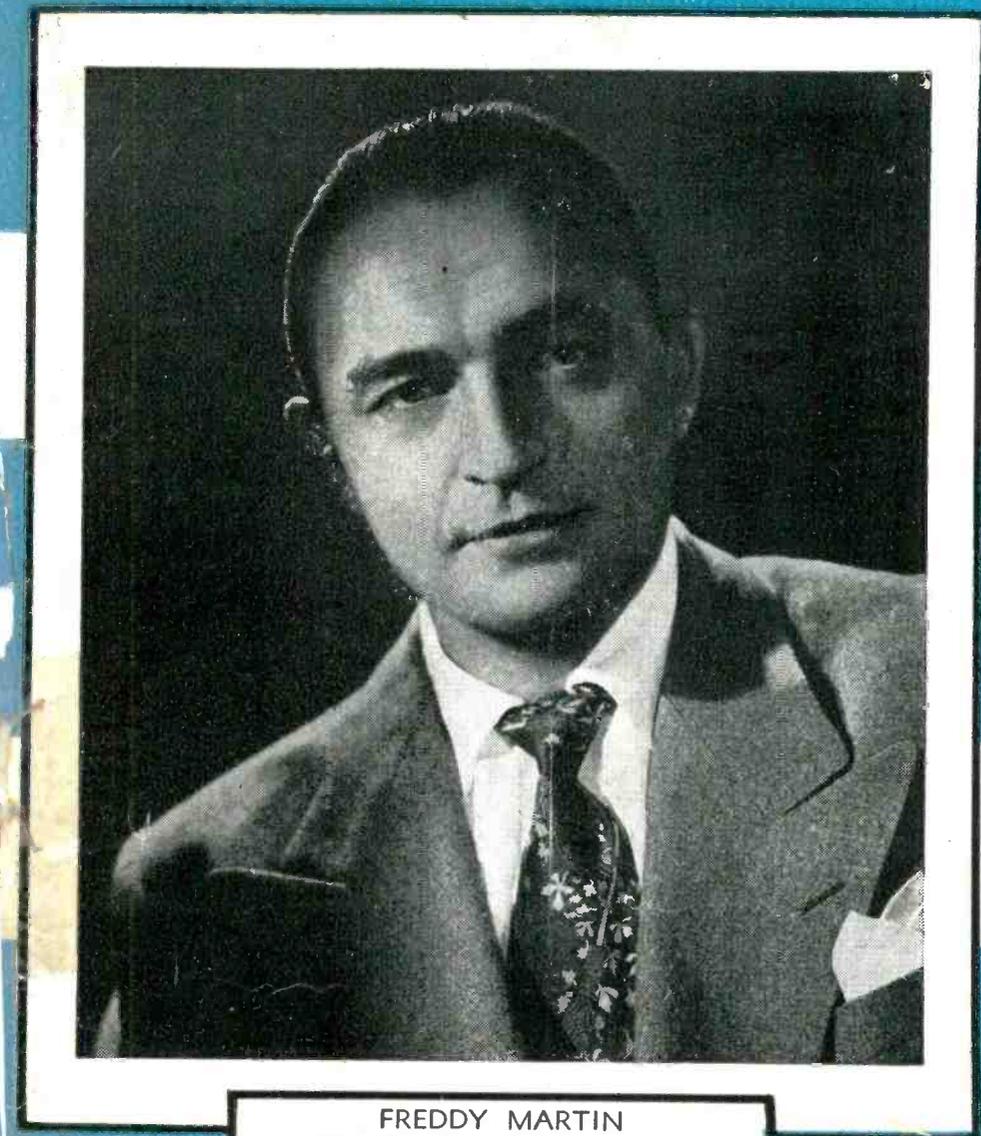
MUSIC

Tune Pubs Getting Set
For British & Latin Biz

GENERAL NEWS

Advertising Stature Shrinks
As Media Battle for \$\$

PARKS



FREDDY MARTIN
"Symphony" in Disks and Covers
(SEE MUSIC SECTION)

THERE'S PICKINGS IN PICNICS



★ **GINNY SIMMS**

A STAR OF FILMS

★ One of the loveliest movie-land personalities ever to grace the silver screen.

★ **GINNY SIMMS**

A STAR OF RADIO

★ A "dial-lightful" sweetheart of the airways who sings her way into the hearts of millions.

★ **GINNY SIMMS**

A STAR OF

ARA

RECORDS

Singing

"WAIT AND SEE"

from MGM Picture "Harvey Girls"
and

"ONE MORE DREAM"

ARA RECORD 130

WATCH ARA'S EVERGROWING LIST OF STAR NAMES!

The Truth About Ad Salesmanship

Radio Web To Promote Nitery Talent

Acts To Get Big Chance

CHICAGO, Jan. 19.—A new radio show, which should give a tremendous boost to showbiz as a whole, is being cooked up in one of the juicier webs here. The whole thing is hush-hush at the moment, but from reliable sources *The Billboard* learned this week that the show is skedded to hit the air waves some time next month.

Idea behind the show is to present entertainers in various night spots with a chance to air their talents before a nationwide radio audience. Present format of show calls for talent-seekers to penetrate the niteries—no matter how small—and find an entertainer "with a story" and, if interesting enough, to sign him up for a personal appearance on the air.

This way, it can be seen that many entertainers, both vaude and night club—now buried in the morass of small time, will be given a chance to show what they can do and probably many of them, if successful in putting over their personalities and stories, will be given their chance to make the big time. Show is to be titled *Talk of the Town*.

Chance for Many Acts

Comics, dancers, entertainers of all (See *Radio Web Gives Nitery on page 39*)

Knutson Moves To Cut Taxes But Delay Seen

WASHINGTON, Jan. 21.—Another effort to wipe out the war-born high excises on entertainment biz is now in the making, with introduction of a bill Friday (18) by Representative Harold Knutson (R., Minn.) to curtail war excises June 30. However, the Knutson-inspired move appears headed for the same fate met by previous drives. Knutson bill probably won't get out of committee, altho Knutson is promising a contest.

Stacked against the Knutson move is the precedent set by the joint congressional conference committee last year in rejecting a House proposal to restore the excises to pre-war levels. Adding to the barrier against the Knutson bill is President Truman's latest recommendation for extension of the Second War Powers Act for six months beyond June 30. Act, under which peak-level entertainment levies have been imposed, has already been extended to June 30. Truman made his request for additional extension in his State of the Union message today in which he transmitted his 1947 budget recommendations. Truman said continuation of the act is necessary to guarantee orderly reconversion.

Whether or not Congress approves Truman's latest request, congressional fiscal committees won't be able to bring about war excise reduction until 1947 unless, of course, the Knutson bill becomes law. For the 1947 tax program won't be formulated until after the congressional elections this year, and any action will come too late to bring benefits this year. Entertainment levies were among a select number which escaped modification when Congress acted on the fiscal program last winter. As a result, taxes on theater admissions, cabarets, etc., remain at an all-time high.

Attention, All Show Business!

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THE BILLBOARD PUBLISHING COMPANY.

Maddy, Ousted From AFM, May Foster Anti-Petrillo Bill

CHICAGO, Jan. 19.—Long standing fight between the American Federation of Musicians and Dr. Joseph Maddy, director of Camp Interlochen, Michigan, came to a head this week when the AFM executive board, meeting here, expelled Maddy from the union.

The fight between Maddy and Petrillo, AFM prexy, has been one of long tenure in the union history, and has been the focal point of the most bitter controversy between the AFM, Congress, the press and many segments of the American populace. Subject of the Maddy-Petrillo fight has been one of the most important segment foundation stones in Congress's attempt to formulate bills controlling the Petrillo influence in U. S. showbiz, especially radio.

The story of the fight between Maddy and Petrillo is typical of actions of the union, according to Maddy, when he was interviewed here this week by *The Billboard*.

Fighting Dictatorship

Maddy claimed that his fight against the AFM was the fight against dictatorship in a free system of American enterprise. He said that ever since 1929, when he was directing a radio orchestra here, Petrillo has been gunning for him. At that time, according to Maddy, Petrillo started his campaign against him and has been keeping it up since.

Maddy says that when the AFM made its ruling, the Interlochen was on the union's unfair list (which is all history by now) there was no good reason for the ruling except the fact that Petrillo was out for his personal scalp. This ruling by Petrillo, which stated that broadcasts from the camp could not be aired on radio, has since become the subject matter of many bills aimed at the Petrillo hold (Lea and Vanderburg Bills, for example).

Most recent stand of the union was, that since Maddy continued to have something to do with Interlochen (in his case, teaching at the camp) he, too, was unfair

to the union and should be expelled from its charmed circles.

At the meeting here before the AFM board, Maddy spent four hours trying to get the board to tell him in what way he had been unfair. All the union execs would tell him and his lawyers was that the union was in a position to rule on what constituted unfair action against the AFM. When Maddy's lawyers tried (See *Interlochen's Maddy on page 44*)

Norfolk Has Long Memory on Iturbi

NORFOLK, Jan. 19.—Jose Iturbi pianist, was given the cold shoulder this week when Leon E. Leighton, director of the USO Auditorium-Arena, refused to rent the facility to a local promoter for an Iturbi recital. He further indicated that Iturbi could play in the Arena on only two conditions—that he perform for free and that the gate receipts go to a local Living War Memorial Fund.

Leighton's objection is based on Iturbi's cancellation of a recital scheduled for last February 3 at the Arena on about an hour's notice. Iturbi claimed he had suffered swollen hands playing several recitals for service audiences the day before, and that he was acting under doctor's orders. Leighton said the explanation was not satisfactory to either the promoter of the February show, Michaux Moody, of Richmond, or himself, and he was unwilling to risk another disappointment for the public.

Iturbi's manager, Martin M. Wagner, of Hollywood, appealed by letter to city council to overrule Leighton, who operates the Arena for a USO operating committee which holds a lease from the city, but council referred the matter to the city manager and city attorney, indicating it had no authority.

Moody brought an attachment suit for \$3,000 against Iturbi following the February cancellation, but the case was settled out of court.

The Billboard Sizes Up Media Battle for \$

By The Billboard
Media Research Bureau

NEW YORK, Jan. 19.—With NAB for the first time stepping out with a presentation selling broadcasting competitively and with the Crosley Corporation (AVCO) touring the nation

with an easel that "shows" how much cheaper it is to attain sales with WLW than it is with either newspapers or magazines, the media battle is complete—everyone is selling his own medium by tearing down

the other guy's. Radio has been the last to do it, not because it didn't think competitively but because the National Association of Broadcasting has up to this year dodged the job of fighting the attacks of other media on radio. NAB presentation is good, the job having been done for NAB by Lou Housman, of CBS, and Jim Nelson, of NBC. It dodges the basis of actual sales and places its emphasis on delivered audience. Pitch is that advertising and commercials (and programs) sell. The medium simply delivers the people who are open to being sold. WLW bases its presentation on actual sales, and while it has a top story, the multiple factors that go into making a sale preclude a general story for any medium being predicated on actual sales results, traceable to one medium and one form of promotion alone.

But all media are going overboard in an effort to sell themselves at the expense of all other advertising vehicles.

Ad Forms Develop Researchery

Every form of advertising is developing research methods or so-called indices of advertising effectiveness. For many of these the research is profitable to only the researchery. Take newspapers for instance—since no continuing study can be made of any paper's readership without the cost becoming, according to the publishers themselves, way out of line, only spot checks are made, and since these spot checks are just what the words indicate, spotty, they mean nothing or nearly nothing to a continuing operation.

Mags have been making the same kind of checks for years on an aided recall method—a method which can give figures as big or as small as the interviewer desires them to be. This last, competitive salesmen always point out when selling, is not a tear-down routine nor an attempt to ruin Roper, Gallup, Ross-Federal or any other research operation. It's just, say the men selling against the figures, a fact that you can't believe readership figures of any specific ad. What can be believed, they stress, are circulation figures of any magazine, newspaper, car card, outdoor advertising, etc.

ABC and Major Media

The Audit Bureau of Circulation covers circulation for the first two and readership studies can give further information on the type of readership. Travel figures can give the circulation of a car card and clocking can put it on the line for an outdoor location. However, none of these mediums is willing to let it stay at that. Each desires to go and prove sales effectiveness and each sells against how much the other (See *THE TRUTH ABOUT* on page 8)



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FCC Clear Channel Hearing Brings Little Results as Groups Wrangle Over Facts

Porter and Broadcasters Counsel Play Lead Roles

WASHINGTON, Jan. 21. — Federal Communications Commission members, still in the dark on clear channel fate after last week's four-day hearing, are now readying to toss the whole problem back into the laps of their engineers who will take top responsibility at next hearing set for April 15. Meanwhile, the clear channel issue is developing into explosive proportions because clear channel station operation is determining the final outcome of FM and standard broadcast radio five years hence.

One top-flight broadcast executive explained it to *The Billboard* in this way: "If clear channel stations are encouraged by FCC to expand in numbers and operation, standard broadcast radio is here to stay for a long, long time, and clear channel stations will be the most powerful buffer against FM, since the clear channels will provide the most effective way to reach the rural areas even in competition with FM."

Because the clear channel problem is badly complicated by this economic aspect, FCC commissioners in a conscientious search for the best solution are hopelessly mired right now even though the commissioners are pointing out with some courage that they have gained a wee bit of enlightenment from last week's hearing. Just how much light the hearing shed is a matter of dispute, with several of the outstanding witnesses insisting that the problem now is further from solution than ever.

Despite the gloomy outlook, FCC members are pleased, at least, with the fact that the proceedings are now under way after repeated postponements, and a few of the commissioners even voiced belief that last week's sessions provided them with a fairly reliable introduction to the clear channel situation. The surface of facts and statistics has been barely scratched. The spring hearing will be concerned largely with the report of the Bureau of Census, which contains more than 200 tables relating to radio ownership, listening habits, reception quality, etc. Some of the findings have already leaked out to clear channel representatives who, it is believed, will raise some of the same objections they have registered against the rural listener survey made by the Bureau of Agricultural Economics. The BAE report has been criticized as inconclusive and subject to diverse interpretations which make the contents almost meaningless.

In the face of the criticism to which the report has been subjected, Chairman Paul A. Porter and his aides believe that the survey is worth taking into consideration in determining the clear channel outcome. Porter, in fact, found it necessary to heckle the heckler at last week's hearing, and on several occasions there was fiery by-play between Porter and Louis G. Caldwell, counsel for the Clear Channel Broadcasting Service, which wants the FCC to give the CCBS a clean bill of health. Porter said repeatedly: "The report speaks for itself."

FemFlacksHypo Chi Air Talent

CHICAGO, Jan. 19.—New office, which might have a degree of importance in Chi's plans for a hypo of radio, has been formed here to promote and exploit radio talent. It is the first of its kind since Tom Fizdale had a publicity office here.

The office has been founded by Maralita Dutton and Jane Lippold, experienced throwers of the good word for a certain price. During the past week the fems have signed up some of the best radio names in town. They have inked Harry Elders, Rita Ascot, Olan Soule, Wilms Herbert and Ted Robertson.

Some of the other radio stars that this new office has inked, include Marilou Neumayer, Nanette Sargent, Johnny Coons, Don Herbert and Richard Paige—all top members of the radio talent colony here.

Later Caldwell made a veiled charge that the BAE findings had been delayed because FCC had ordered a revision of the report due to dissatisfaction with its original compilations. Porter indicated sharp resentment against the charge, which he denied. Porter asked: "What is your purpose in trying to find out about delay? Is it a question of the bureaucratic process?" After a pause, Porter added, "There's no use going thru the agony of the frustration we have all experienced." Porter's reference was to the repeated postponements of the hearings.

The by-play between Porter and Caldwell provided the sharpest highlight of last week's hearings. Caldwell testified that he was devoting much of his discussion to the BAE report because it had "many erroneous conclusions." Porter interrupted to ask what specific errors were made. Caldwell replied: "In the press," Porter leaned back, smiling broadly, and said, "Oh, you're perfectly free to point out to the press their erroneous conclusions—but not here." At another juncture, Caldwell and Paul Spearman, counsel for the regional broadcasters who are interested in reducing the operations of the clear channel stations, got into a verbal wrangle which Porter interrupted by asserting that the commission "is not interested in the differences between the two attorneys, regardless of how interesting they are."

Well, Strike Me Pink!

Briefs From the Broadway Beat

ARCH GUNNISON has shelved his radioracing and is winging his way on a lecture trek. . . . International Business Machines took Random House publishers by surprise, bought the building in which Cerf-Dom is located and ordered R. H. out by May 1. Be funny if Lefties seized upon the event for a May Day "incident" against Watson's bigwig IBM. . . . Bravo to the peripatetic gent who singles with Young-Rubicam ad agency, doubles with M. Fenton and triples with Treasury Department on package shows. . . . Is there a tangle a-comin' on Fred Coots's *New World A-Comin'*? . . . Woody Herman came down with flu (as who hasn't?) and muffed his January 16 airer. . . . Broadway dope has slow-burner Edgar Kennedy set for a roadshow revival of *Charley's Aunt*—with mother and daughter in cast. . . . Val Parnell, of General Theaters Corporation, London, was due in town Sunday (20). . . . Simon & Schuster readying *I Pan Everything But Gold*, authored by Barry Gray, hyper-critical disk jock. The platterogue laid a horrible egg at a live performance, but rushed back to his radio program to state so and thus disarm the critics. "I am still a disk jockey," said he.

Still Figure-Minded

NEW YORK, Jan. 21.—It happened a little over a week ago, but it seems like a year to the program and sales service boys at the Mutual web. Edgar Kobak one day decided that the CAB and Hooper program-rating services were too much for MBS and canceled both of them.

That was okay with the services, but what they did to the contact and research men at the network is a well-remembered nightmare. Not only weren't the ratings sent over, but the chain was warned not to use any figures, just in case it came back to CAB or Hooper that the ratings were being used but not paid for.

Exact length of time during which the operation ran without a figure in a carload is not available, but no doubt it could be checked by the number of extra grey hairs in Dick Puff's head.

Akron N.S.H. On Topnotch Negro Concert Features

AKRON, Jan. 19.—Cancellation of Bill Robinson's concert show at the Armory here, reportedly due to light advance sale, added to claims of observers that Negro concert attractions are not box-office in Akron.

Last attempt was the Hazel Scott concert, which failed to draw. City has large colored population, however, that supports Negro dance bands both at Downtown Palace and also at Armory dances.

Palace Theater's pic, *Cornered*, may have meant a lot more to the curbstoners than paid audiences. . . . If Lew Dufour's name is Lew Dufour, why do the gazettes tab him "Lou DuFour," or could it be that L. D. has gone Continental now that he's co-producer (with Morrie Green) of forthcoming *Questionable Ladies*, legit? . . . Robert Ringling's local visit (he was at the New Yorker) was principally for the purpose of ogling and buying costumes at Brooks. The former opera barytone, chief of the Ringling circus, then took off for Sarasota (Fla.) headquarters. . . . Another skyscraper watcher, showman Roland W. Richards, manager of Hollywood (Fla.) Chamber of Commerce. . . . Fred Allen is strictly in the tentacles of his ad agency. . . . Tom Killilea goes to bat for the umpteenth consecutive time as press agent for the Westminster K. C. pooch show at the Garden. . . . And talking about the Garden, Lil Jenkins, acting publicity chiefette, conditioned reviewers in advance of preem of Sonja Henie, icer, by stating flatly that she caught the show in Detroit and that it tops anything she's seen in frigid frivolities.

D. C. Showbiz Hopper

WASHINGTON, Jan. 19.—Here are new congressional bills of interest to the entertainment industry:

HR-5174, BY REPRESENTATIVE KNUTSON (R., Minn.).—Would repeal wartime excise tax levies effective July 1, returning excise tax rates to 1942 levels. Thus the special cabaret, entertainment taxes and increase in liquor excises would be repealed. Bill is in Ways and Means Committee which is scheduled to take up a tax reduction bill some time in March or April. Administration is opposed to reducing excise taxes before January, 1947, but lots of pressure is expected to be exerted by minority member for HR-5174.

HR-4892, BY REPRESENTATIVE BLOOM (D., N. Y.).—Provides legal

basis for reorganization of government wartime information services under the State Department which was authorized by President Truman in an executive order. Bill is in House Rules Committee, where opposition to State Department's World-Wide Information Service Office of International Information and Cultural Affairs is blocking floor action.

HR-5117, BY REPRESENTATIVE LEA (D., Calif.).—This is the latest version of anti-Petrillo legislation, and according to Lea, who is chairman of the House Interstate Commerce Committee, repudiates the December edict of Petrillo banning reception of foreign musical broadcasts unless U. S. musicians are compensated. Bill is expected to get committee approval.

Chi Radio Plans Hypo For Talent

Plan Chi Radio Comeback

CHICAGO, Jan. 19.—The old problem of why a decline of radio in Chi, or why network shows are leaving here, came up again Wednesday (16) before a meeting of the Chicago Radio Management Club. Main difference about this discussion and similar ones on the same subject in the past was that some of the radio execs really made sense, and as a result of this meeting it looks as tho the radio bigwigs here will attack this problem from a sensible angle. First, they are going to find all the facts about the situation, the reasons for the shows leaving here, and then when they have a plentiful store of knowledge with which to work, they will try to give Chi radio a hypo where it needs it most.

The plan of the RMC now is to have various fact-finding meetings at which various segments of the trade here will be represented. After each of these segments have had their say, the composite store of facts uncovered will be combined and presented for discussion at a large, open meeting here at which all segments will be represented. At this meeting of the component forces, it is hoped that some concrete plan can be worked out that would help bring back network originations, and, in general, give the entire radio field here a shot in the arm.

At Wednesday's meeting, Jack Scott, of Schwimmer & Scott Agency; Hal Holcomb, radio director of the Grant Agency, and Otto Stadelman, vice-president of Needham, Louis & Brorby Agency, were the guest experts.

These experts were not able to come up with any patent solutions at once. But that was to be expected. However, even the spade-work-type of discussion and planning at the meeting showed the boys were really serious this time and gave a portent of better things to come in the future.

Why Talent Leaving Chi?

The principal topic discussed at the meeting was, "Why is radio talent leaving Chi, and what can be done to get and develop the necessary new talent to replace it?" In a realistic manner, the execs agreed that there was little they could do to stop the flow of talent from here to the East and West coasts. Attraction of legit theater on Broadway and the come-on of lush earnings in the movies in Hollywood was something, it was realized, that Chi could never buck.

The approach taken, therefore, was that something should be done to bring new talent here, so that if the nets can be convinced to originate some more shows here a talent supply would at least be on hand. And this talent is also needed by stations and transcription companies here.

Scott and the other agency people at the meeting painted the picture this way: At present only a few top local actors and announcers are getting all the work. The top ones are the good ones; agencies don't want to use the lesser lights because they find it too difficult to work with them. That causes the lesser-knowns to drift away. It also prevents talent coming in from smaller cities, because it doesn't want to migrate to a city where just a few get most of the work.

Talent Plan Suggested

The suggestion was then made that the stations and agencies get together to form an outfit similar to set-up of Hollywood talent scouts, with stations and agencies sharing costs. Holman Faust, of the Mitchell, Faust Agency made this suggestion, and it met with approval. It was suggested that the stations and agencies take turns uncovering and auditioning talent. However, specific details will be worked out later if the plan gets a city-wide approval.

To get AFRA's side of the talent picture here, Ray Jones, secretary, and Virginia Payne, local president, will be invited to next week's meeting. Additional agency execs will be invited to a following one, station and network bigwigs to still another. What comes out of these meetings will then be thrown up for gabs at the general meeting at which the concrete plan to give Chi radio a hypo is expected to get under way.

GRINDING IT OUT ON ORGANS

CBS Set for Sunday Punch: Quality Tabs

Ready-Made Audiences

NEW YORK, Jan. 21.—The Columbia Broadcasting System, having established the formula (the ballot form of coverage reports), which, if the Broadcast Measurement Bureau does the type of job anticipated, is expected to become standard for the industry, is now readying its Sunday punch. This is not the special index with which CBS was tinkering, based upon Nielsen ratings (reported exclusively in *The Billboard*), but a new type of qualitative rating as against most reports current which are quantitative.

What these figures are expected to show is that an advertiser interested in reaching an audience for his product, can find that audience at this hour on this day over CBS, i.e., Mondays at 8 might be rated AAAA as a spot for a fem product (the example is dream stuff as no one has seen the Elmo Wilson—head of CBS research—studies, not even most of the execs at Columbia).

Dr. Frank Stanton, new prexy of the web, has long realized that at least for a while, quantity night audiences is what NBC can talk about most and he has been looking for a formula to sell that audience a different shuffle. Johnny Churchill (now research head of BMB and former audience figure man at CBS) is said not to have gone along 100 per cent with his big boss on this subject. This is understood to be the reason why Churchill was not too grieved to go to the Measurement Bureau at \$25,000 (nearly double his CBS take).

The broadcasting industry, everyone admits, is ready for a new type of ratings—and the Stanton-Wilson combo figures to be prepared to give it to them.

Erie's Out of Red; May Have Percolators

ERIE, Pa., Jan. 19.—Prestige radio has lined here as an ad medium, soared to new heights this week when it was uncovered that everybody wanted to get into the act. If all applications for stations are approved, Erie and near-by Meadville, Pa., would sport nine stations, including three FM and one television. In addition, Station WLEU, local Mutual and ABC outlet, is applying for a power increase from 250 to 5,000 watts on 1290 kc.

WERC, the NBC voice in Erie, has already received approval for a 3,000-watt FM transmitter. WLEU and a corporation reportedly backed by *The Erie Dispatch-Herald* newspaper have FM applications pending. The paper is also involved in an application for a television station. *The Erie Daily Times*, another daily paper, has an application in for a regular station. Meanwhile, two groups in near-by Meadville, Pa., have applied for regular AM assignments.

First Four Stations Flopped

City historians recall that up to a relatively few years ago, radio stations in this city amounted to little more than a novelty. The first four stations erected failed to collect enough commercial biz to get past the trial and error stage.

The heavy advertising schedule carried by radio in the past war years is pointed to as the prize melon that everyone hopes to cut. Meanwhile, the only web voice not prominent in Erie circles is Columbia. That network covers this city from WJR but increased interest in local airings keep out-of-town stations pretty well out of the Buffalo dialing pic. This is especially true now (See *ERIE'S OUT OF RED* on page 14)

Double-Band FM Seems Certainty As Commissioners Show Interest

WASHINGTON, Jan. 21.—Lively interest of Federal Communications Commissioners in testimony at the double-band frequency modulation hearings concluded here Saturday (19) is regarded by industry observers as an encouraging sign that FM transmission will be authorized in both the 42 to 50 mc., and 88 to 108 mc., bands.

Industry men assert that the commission showed greater interest in double-band transmission than at any other proceeding on the issue heretofore.

Testimony by Zenith Radio Corporation that lower band equipment can be installed in sets at a cost of approximately 50 cents for each radio receiver is expected to carry considerable weight when the FCC sits down to prepare its decision. Radio sets retailing from \$40 to \$50 will have FM receivers, it was stated.

Confinement of FM to the upper band, as ordered by the FCC, J. E. Brown, assistant vice-president and chief engineer of Zenith, asserted, discriminates

against the rural listener. It will be impossible for a large part of the rural areas to receive satisfactory FM service, he contended, presenting Zenith and FCC analyses of program reception made since the commission held hearings last summer. Zenith's major argument for FCC authorization of operation on the lower frequencies was based on engineering tests taken at Deerfield, Ill., which Brown asserted, showed that rural FM receivers "from a practical standpoint" would not receive signals on the higher frequency over sufficient periods to warrant listening. Brown agreed that in many cases there would be some static and interference with programs beamed on the low frequency, but he asserted that in comparison with the fade-out of signals in the high frequency, the static is "far less important and occurs less frequently." Brown also requested the commission to require all FM stations to operate at the maximum power of 500 kw, as Zenith tests showed that (See *TWO-BAND CERTAIN* on page 42)

Miller-Petrillo Make Palsy-Walsy But Meeting Nets Newsmen Nix

CHICAGO, Jan. 19.—The vaunted meeting between NAB prexy Justin Miller and musician chief James C. Petrillo here (18) was shrouded in deepest secrecy as everyone predicted it would be and not even the cleverest of the press boys could scrounge an inkling of what the two talked about. However, one thing was apparent—Petrillo and the judge were in the best of spirits when they emerged from their Blackstone Hotel meeting.

Petrillo beamed at the press boys and said, "Peace, peace, that's what we want—we don't want strikes!" One reporter asked the judge what he thought of Petrillo, and Miller replied, "I think he's a very fair-minded man!"

Petrillo quipped: "That's the first time anybody ever said that about me—you can't print that, boys!"

Ed Kireby, flack chief for the NAB, said Joe Padway, former associate of Judge Miller and now attorney for the AFM, had so convinced Petrillo of Miller's

desire for equity in everything that Petrillo entered negotiation without bias.

Miller Issues Statement

One remark known to have been said in the meeting was that Petrillo evinced desire that the judge should be as qualified to deal in behalf of the radio industry as he (Petrillo) was in speaking on behalf of the musicians. Miller admitted he had no power to negotiate for the radio industry as a whole.

Miller's statement, issued after the conference, follows: "My visit with Mr. Petrillo was exploratory. It was not a meeting for negotiation.

"I wanted to meet Mr. Petrillo and his executive committee and sit down at a table with them to seek common ground. I want to learn first-hand their problems and their viewpoints. And I want them to learn first hand, the problems and the viewpoints of the various segments of American broadcasting: non- (See *Miller-Petrillo Meet* on page 11)

House Outlets An MBS 'Big'

With U. S. bureaus out of pic Mutual's Central Division goes to town

CHICAGO, Jan. 19.—A long-neglected yet still hot outlet for flackery, particularly the radio brand, has been uncovered by George Herro, Midwest publicity head for Mutual's Central Division.

It's in house organs, and that shouldn't give anybody a laugh because the organs are widely read, have an immense circulation and just now are desperately in need of ready-made feature stuff. With war's end, the stream of governmental propaganda—morale building, bond promoting, etc.—has practically ceased, consequently poor eds have little to fill their columns and are accepting practically anything fed to them.

Herro is conducting a study, made exclusive to *The Billboard* this week, which proves that house organ eds are very receptive to radio flack and that any web or station which doesn't capitalize on this certainly will miss the boat by a long shot.

During the war the house organ editors had well-written material laid at their doors, for nix. The OWI, OPA and other government agencies saw to it that editors were deluged with mimeographed stories, mat pictures and articles, glossies and cartoons. Eds used them freely, and as a result, their magazines became important morale builders for 40,000,000 people who read house organs. Recognizing house organs' pull, the government didn't curtail house organ paper supplies, instead Mr. Whiskers allowed these editors their normal amount of paper, supplied them with plenty of material, and then awarded prizes in numerous war effort contests for the best use of OWI material. Many a house organ ed's wall is hung with awards, certificates and plaques, gifts from Uncle.

Star Feeder Out

The wartime job was well done, but now it is kaput, and the government, the house organ editor's star reporter, is ceasing to supply the news. The editors realize this and they want to do something about it, according to Mutual's survey. Last summer, in their convention (See *With U. S. Bureaus* on page 12)

1946 As CAB's Last Stand?

Offsides, Upped Tap Irk Crowd

See showdown on duplicate ratings and ax by end of year—new budget's needle

NEW YORK, Jan. 19.—The days of the Co-Operative Analysis of Broadcasting, as now constituted, are numbered, according to important factors in all phases of radio—net, agency and sponsor. This does not mean that CAB will fold pronto but rather that this seems destined to be the last year for which rating figures will be issued by the co-op. When the ax falls, the org brass will be given the job of creating a new place for CAB in the broadcasting field, or else.

Reasons given by top agency and sponsor men, is that consistent attacks on the Crossley rating service during the past

Gladys Hall Back

WASHINGTON, Jan. 19.—Gladys Hall is back on duty in nation's capitol—this time as secretary to A. D. (Jess) Willard, executive vice-president of National Association of Broadcasters. Miss Hall was secretary to Earl Gammons, head man at Columbia Broadcasting System's WTOP here, for 13 years until she left last fall for New York to be secretary to Harry Butcher while latter was writing his *Saturday Evening Post* series (soon to be published in book form) on Eisenhower.

six months, attacks which have come out in the open lately, have made them see exactly how far off the service had gone in the past few years. They admit that no "new" negatives had been brought to their attention but just that the negatives had been driven home lately. What few (See *Offsides, Upped Tap* on page 14)

Gaines New Boss of Key NBC - WEAF

Other Shifts on Way

NEW YORK, Jan. 21.—Post of manager of NBC's WEAF, slot that hasn't been filled in the memory of web staffers, is set to go this week (22) to James Gaines, who only recently was upped to manager of the "planning division." Station has always been a key in chain's operation but recent developments have made it advisable that it have a local personality (like CBS has in Arthur Hull Hayes for WABC) and brass has been looking around for a logical man with a well-rounded background to handle the spot. (See *Gaines WEAF Boss* on page 12)

Honors pursue CBS **LEADERSHIP!**

When six hundred radio editors of newspapers throughout the United States and Canada speak forth, radio pays attention to what they have to say.

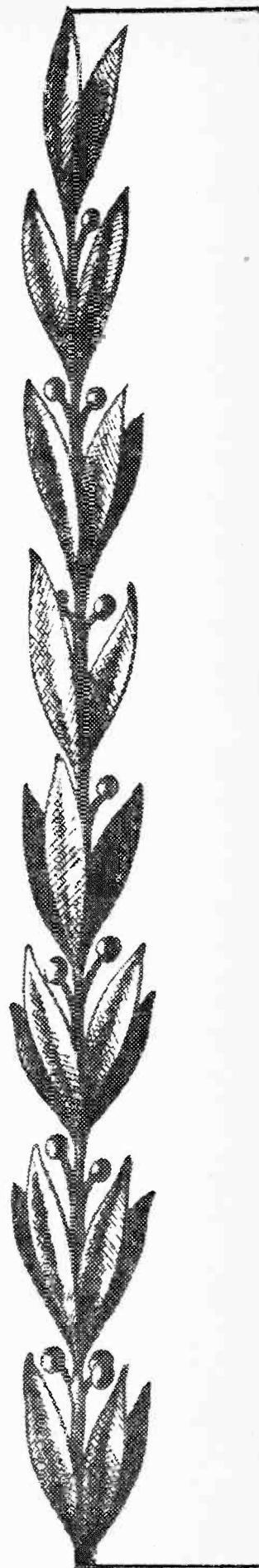
They spoke forth once more the other day in *Motion Picture Daily's* annual poll of radio programs and personalities.

In 22 of the 25 categories, they selected CBS programs. That not only leads all other networks—it certifies varied quality *in mass*.

For the second consecutive year, the 600 newspaper critics declared that CBS did *The Best News Job in 1945*. They pointed a specific finger at CBS' superlative handling of the news of President Roosevelt's death, of V-E Day, of the climactic days of Japanese surrender.

For the 10th consecutive year they declared Lux Radio Theatre the best of all dramatic programs on the air.

And they heaped the following additional honors on programs and people on the Columbia air:



This is CBS

CBS WINNERS IN MOTION PICTURE DAILY'S 1945 POLL

	1st	2nd	3rd
BEST DRAMATIC PROGRAM	<i>Lux Radio Theatre</i>		<i>Textron Theatre</i>
BEST CHILDREN'S PROGRAM	<i>Let's Pretend</i>		<i>American School of the Air</i>
BEST COMEDIENNE	<i>Joan Davis</i>	<i>Fanny Brice</i>	
MOST PROMISING STAR OF TOMORROW	<i>Jack Smith</i>	<i>Jo Stafford</i>	<i>Danny O'Neil</i>
BEST FILM PLAYER ON THE AIR	<i>Lionel Barrymore</i>		
BEST ANNOUNCER	<i>Harry Von Zell</i>		
BEST SYMPHONIC ORCHESTRA	<i>N. Y. Philharmonic-Symphony</i>		
BEST MUSICAL PROGRAM	<i>Music of Andre Kostelanetz</i>		<i>The Family Hour</i>
BEST "NEW PROGRAM IDEA"	<i>Request Performance</i>		
BEST NEWS JOB IN RADIO	<i>CBS News Department</i> (sole citation)		
CHAMPION OF CHAMPIONS			<i>Lux Radio Theatre</i>
BEST COMEDY TEAM		<i>Jimmy Durante & Garry Moore</i>	
BEST MALE VOCALIST (popular)		<i>Dick Haymes</i>	
BEST MALE VOCALIST (classical)		<i>Nelson Eddy</i>	<i>James Melton</i>
BEST FEMALE VOCALIST (popular)		<i>Jo Stafford</i>	
BEST FEMALE VOCALIST (classical)		<i>Patrice Munsel</i>	
BEST SPORTSCASTER		<i>Ted Husing</i>	
BEST SYMPHONIC CONDUCTOR		<i>Andre Kostelanetz</i>	
BEST DANCE BAND			<i>Harry James</i>
BEST DAYTIME PROGRAM			<i>House Party</i>
BEST QUIZ SHOW		<i>Take It Or Leave It</i>	
BEST MASTER OF CEREMONIES		<i>Harry Von Zell</i>	

The support of this vast jury is a mighty welcome recognition of programs past, an inspiration to programs new. And it demonstrates once more that . . .

CBS LEADERSHIP IS NOT AN ACCIDENT!

...the Columbia Broadcasting System



The Truth About Ad Salesmanship

The Billboard Sizes Up Media Battle for \$

(Continued from page 3)
guy costs above his own medium's price tag.

It sounds swell, admit agency men, but it's undermining all advertising. A typical case in point was spotlighted right after the first of the year, when a million-dollar budget of a war baby manufacturer was about to be pieced out to reach the greatest possible number of potential customers. The space-buyer sat in with the national advertising manager of the client. Reps from every national medium came in and told their stories. Since this firm wasn't in business pre-war, nobody had an inside track and everyone went to work.

Result?
The budget is still not allocated and the client is almost ready to forget advertising altogether. He told the agency men that every rep he spoke to was made a liar by another rep, and so if the field is so unsure of itself that it can only sell by inflating itself, he'll find some other way of spending his company's dough.

Blue Sky Salesmanship

Blue sky may have been good selling during the war when Mr. Whiskers got what the advertising mediums didn't—so what the hell, is the way one national packer explained his wartime advertising. Now advertising is going to have to be reduced, he explained, to so much per dollar of sales—and figures are all he wants.

Advertising is consistently under attack, from not only the well meaning who think of it as something akin to the devil, instead of a method of reducing the cost of distribution, but from those who make their living from anti-advertising operations. When it doesn't operate in a manner which builds acceptance for the field, it cuts the earth from under it—and advertising which has increased its share of the dollar begins to slip.

Big Swing to Radio

Figures like these from the NAB pitch are nice for radio, but they must be explained or else. Here's the way the movement of national advertising spending from 1935 to 1944 looks in the report:

	1935	1944
Radio	\$17	\$33
Magazines	.31	.34
Newspapers	.35	.26
All others	.09	.07

That looks bad for newspapers, but it doesn't tell the entire story, just as the newspaper presentations don't tell the entire story. Radio has been an expanding field. Magazines have added a number of big circulation operations during the period covered and magazine circulations have gone up tremendously. Newspapers, on the other hand, have not had the tremendous expansion of the other two fields and the total take for the newspaper market in actual dollars was more in 1944 than it was in 1935. But figures like these don't show the truth and they're not meant to show the truth. They're meant to answer the other medium avoidance of unbiased facts. Also newspapers' ratio of local advertising is forgotten in the pitch—network advertising is national—mags are national so only national ads are talked of anti-newspapers.

And advertising has another black mark against it. Research is important. It's vital in broadcasting, but circulation figures can never be 100 per cent backed unless there is a continuing coincidental telephone survey to prove that people are listening. Advertisers want facts quicker than sales figures can give them, and so circulation figures must be on tap.

What Manufacturers Want

Manufacturers also want case history studies, and so these studies must be available. They must now, however, be

3-in-1's a Crowd

NEW YORK, Jan. 19.—Two-for-one gimmick has been standard practice for getting an audience to a legit show that hasn't made the hit line, but it's something new to broadcasting. Mutual has not only decided to two-for-one it to get an audience for its *Twenty Questions*, new multiple answer-man type of seg (replacing *The Whisper Man*, February 2), but is throwing in an olio as well.

Deal is set so that audience comes for *Questions* and stays for *Can You Top This?* Rub is that the two programs, both aired from the Longacre Theater, are a half-hour apart—so MBS is producing a special non-broadcast presentation to bridge the two airings.

Strictly a three-for-one deal.

used competitively. It's illogical to compare a figure that indicates a certain percentage of newspaper readers "noted" an ad with the P.C. of people who listen to a radio program. That's the apples and oranges technique that gives ulcers to ad men who try to cross them and produce oracles, i. e., something that doesn't exist.

Anti-radio pitches have come forth in the past few years from *The Woman's Home Companion*, the American Association of Newspaper Representatives and the Hearst organization. None of these can stand the full sunlight at noonday. The AANR stance takes the 16 low-cost newspaper advertisements and comes up with an average of \$2.65 per thousand readers. It then takes 16 low-cost half-hour grocery programs and comes up with a cost per thousand listeners of \$3.88. Why it takes half-hour programs to match against ads that run as low as 130 lines no one explains adequately. When NAB answers this it takes 16 low-cost programs, nine CBS and seven NBC, nine day and seven evening programs and comes up with a cost of \$1.06.

Can You Justify?—Come Forth

Who is there in the advertising field who could justify all half-hour programs as competitive with low newspaper advertisements? And who is there in the newspaper business who could take long enough to explain why all the 16 "low-cost" half hours were at night when the average network rate is double that of the daytime ratings?

This type of battling goes on all the time. Space buyers at agencies want answers—only because media salesmen get to advertisers on a negative basis and knife the competitive mediums.

A couple of parade leaders point out that the ANA (Association of National Advertisers) and the AAAA (American

Public Service Pitch To Build Downey-Coca-Cola Daytimer

NEW YORK, Jan. 22.—Morton Downey is going to get the promotional works in an effort to hike his rating. Bank-roll wants to be at least in the same class as the soaper against him, *Big Sister*. Downey has a Hooper of 2.4, which even with repeat performances doesn't rise much higher (2.9) and nothing that the Hannegan flackery or MBS publicity and program promotional departments have been able to do, thus far, has meant much to the seg.

New deal is to pay tribute to "big, little Americans," with broadcast once a week set to salute men and women who have done a little extra towards making their fellowmen's lives okay. If the once-a-weeker does something to Downey's Hooper, it will be spread across the board.

Deal will receive advance build-up with local papers in the area in which the saluted personality lives. Pitch will be recorded in advance and a dinking will be sent to the Mutual station in

Truman Silent on State Dept.'s Foreign Deal; Budget Later

WASHINGTON, Jan. 21.—President Truman, in his 1947 budget report which accompanied his State of the Union message to Congress today, deliberately omitted a fiscal guess on 1947 needs for the State Department's foreign information set-up and, at the same time, confirmed a report which appeared exclusively in these columns that he will submit a special budget message on the info set-up later in the year. In following this course, Truman has left Assistant Secretary of

State William F. Benton still out on a limb as sole protagonist for an information scheme which Secretary of State Byrnes, as well as the President, have avoided touching—pending reaction of Congress to the whole idea. Congress's reaction isn't favorable, and apparently there is little chance for an immediate change in its attitude.

Truman eventually will get behind some sort of a State Department info program, obviously waiting first to see just how badly the Benton suggestions fare in Congress. In explaining omission of his 1947 budget, Truman stated, that "time has not permitted the preparation of 1947 estimates for the performance of these functions." He pointed out that "numerous international activities of the Office of War Information, Office of Inter-American Affairs, Foreign Economic Administration, Office of Strategic Services and the army-navy liquidation commissioner were transferred by executive order to the (State) department following cessation of hostilities, and will be modified and programed on a peacetime level." He added that "estimates for certain regular activities of the department, which are closely allied with the transferred functions, have been deferred."

Benton Harassed

Meanwhile, Benton is facing continual harassment, complicated by his row with Associated Press and United Press over their withdrawal of news service to the State Department for foreign broadcasts. AP board's action was made public Monday (14) with the statement that the board believed "government cannot engage in newscasting without creating the fear of propaganda which necessarily would reflect upon the objectivity of the news services from which such news casts are prepared." UP on Thursday (17) made known its decision to discontinue sometime in the future the availability of its news reports for government overseas broadcasts. Benton, who is taking the brunt of the blows on the whole information set-up, last Thursday (17) called the AP decision "arbitrary" and asked that a board of directors be named to investigate the government's foreign information program.

Congressman Critical

Congressmen are watching the development with interest, and several of its leaders are critical of the State Department, and even Truman, for the manner in which the foreign information program idea has been dumped on Congress. Benton has avoided committing himself to specific recommendations on an info set-up beyond June 30, having tossed to Congress the various suggestions of the McMahon report for what they are worth. Byrnes has talked ambiguously about a 1947 info program without giving any specific ideas of just what he would like Congress to accept. As a result, the Bloom Bill which contains the State Department ideas, is facing a stormy future. It was placed before Congress in a way described by some critics as "surreptitious" and was discharged from the House Foreign Affairs Committee before most members were aware that the measure was laden with a plan requiring upwards of \$12,000,000 for a year's operation. Now it is stymied in the Rules Committee, where it is under the watchful eye of vigorous opponents.

Info Program Mike

Some observers believe that Truman was hesitant about proposing 1947 estimates for the information set-up at present because the fiscal request would have expanded his State Department budget recommendations lopsidedly. As matters stand, his State Department request already is \$1,565,786 higher than the current year's, calling for an outlay of \$91,705,100. Guesses as to the amount which the information program will require range from \$10,000,000 to \$23,000,000. Information program outlay thus would raise the proposed State Department appropriation to well over \$100,000,000.

Listeners for Well-Framed Dance Remote

WGN Gets the Dope

CHICAGO, Jan. 19.—In line with the recent talk that has been going around the radio and music industries that dance remote programs are not programed or produced properly (*The Billboard*, December 29, and previous issues), WGN, local Mutual outlet, in the near future will do plenty to shake up its dance remote airings.

After the talk had started about poor remote programing, WGN execs decided to take a survey to see if the trade opinion was backed by the listeners. They took a survey of a cross-section of their audience—in this case about 5,000 listeners. Altho they are not releasing details of the survey until Frank Schreiber, station manager, gets back from Washington next week and has a (See *DANCE REMOTE* on page 44)

Association of Advertising Agencies) could correct the battle of the surveys, as suggested recently in *The Billboard*, by not permitting any figures to be quoted without a seal of AAAA-ANA approval. Continued sanction of newspaper, magazine and broadcast presentations that are prejudiced pleaders will only louse up a great business, space buyers continue to point out—but up to date they're just Moses crying in the wilderness.

the area of the saluted public-minded citizen. Idea here is that the station will give a pre-view of the salute to important residents in its service area. Deal has sponsor Coca-Cola and its bottlers working with promotion department of agency, net and stations.

First bow (February 6) goes to 88-year-old John Pfeifer of Columbus, O., ex-orphan who pulled an Horatio Alger and became a leading citizen of the Ohio State capital. Pfeifer is said to have continued thinking in terms of what he was and not what he has become and thus never forgets to help an orphan.

Trade is watching to see what will happen to this pitch, pointing out that *Spotlight Bands* with its current Hooper of 2.8 hasn't profited too much from its top promotion. They admit, also, that what may not sell a band seg which hasn't continuity, may push up a "harp" who has a sentimental twang in his tonsils.

MBS To Dine E. Carrington; Soaper Hinted

NEW YORK, Jan. 22.—Invitations are going out today for a Mutual shindig set for January 30 at the Sherry-Netherland. Name of Elaine Carrington is tied to the invites which has the pro cliff-hanger gang in radio expecting that MBS will be won over to the NBC-CBS afternoon camp competing for the same audience that cries with *Life Can Be Beautiful* and worries with *Portia Faces Life*. However, insiders know that altho

Classen Zenith-REL Switch

CHICAGO, Jan. 19.—Ed Classen, for seven years associated with television and FM activities at Zenith Radio Corporation here and for a long time program manager of the company's television station, is leaving Zenith to become Midwest sales engineer for REL Equipment Sales, Inc., transmitter manufacturers. New program manager at Zenith's video station, W9XZV, will be George Johnson, veteran Zenith engineer, who has also done plenty of production work at the television station.

E.C. is in on the deal it has nix to do with soapers and is strictly promotion.

Blow-off has been set by Phil Carlin for MBS and John Gibbs for Carrington.

Helbros Expands Quick as a Flash To Carter Slot

NEW YORK, Jan. 21.—Helbros watches will shortly (April 7) expand *Quick As a Flash* to the full MBS web, some 250 stations. Seg was moved into the slot formerly held down by *Nick Carter*, i.e., Sunday 5:30 to 6 p.m., yesterday.

Carter program had gathered some fairly solid ratings before it was axed by its sponsor, and Helbros and Mutual think that the *Flash* pitch may do even better.

Too Low Crossley

PITTSBURGH, Jan. 19.—During a recent visit here, according to a local wag, NBC Prexy Niles Trammell gave local research boys a good laugh. A sponsor exec was talking about ratings when N. T. pulled out a Hooper pocketpiece for the figures. The exec, who had been using the NBC four-network sheet for figures most of the time, ribbed him about carrying the Hooper sheet, but the answer topped the ribber. Said Trammell: "I don't like our own sheet. It uses Crossley ratings—and they're too low."

"SHELL DIGEST"

with NELSON CHURCHILL

MONDAY

★

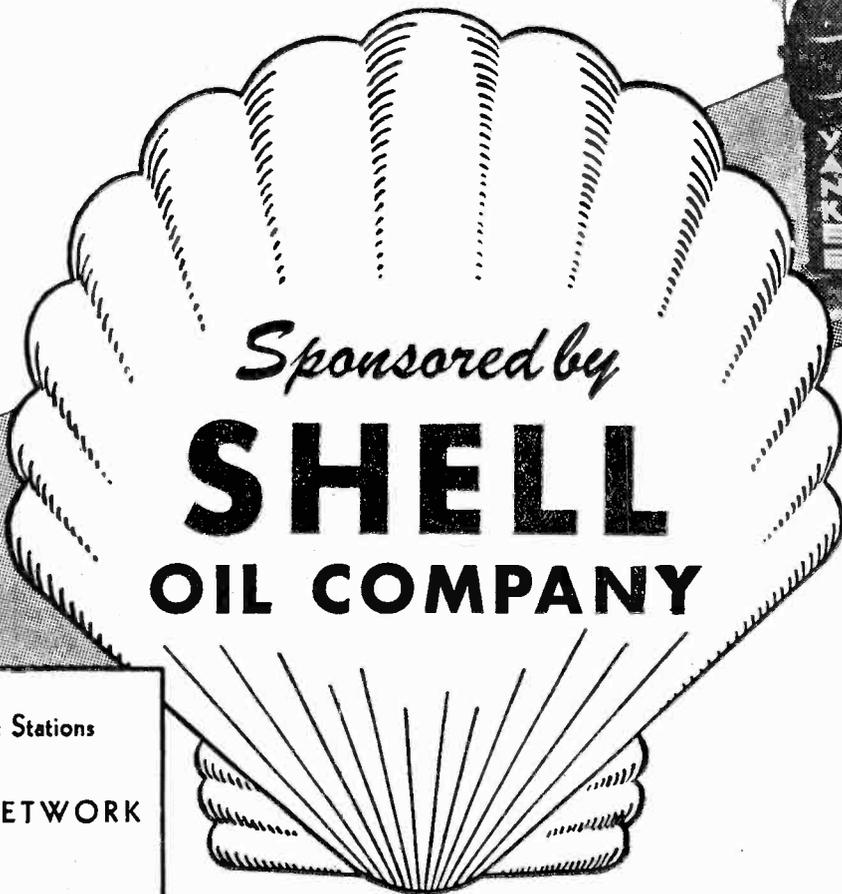
WEDNESDAY

★

FRIDAY

★

6:15 to 6:25 P.M.



Heard Over These Stations of THE YANKEE NETWORK

- WNAC - Boston, Mass.
- WAAB - Worcester, Mass.
- WLLH - Lowell-Lawrence, Mass.
- WCSH - Portland, Maine
- WLBZ - Bangor, Maine
- WEAN - Providence, R. I.
- WICC - Bridgeport-New Haven, Conn.
- WLNH - Laconia, N. H.

★ TOM POWERS Announcing

★

IT'S a Nelson Churchill digest of headline news and sports highlights—plus the popular new feature, "Shell Touring Service." This service to Yankee listeners gives the latest weather forecasts for motorists, driving conditions, storm warnings and skiing information.

Acceptance is THE YANKEE NETWORK'S Foundation

THE YANKEE NETWORK, INC.

Member of the Mutual Broadcasting System

Kobak Getting That Wide Open Spaces Look Again at MBS

NEW YORK, Jan. 21.—The only spots still fully enclosed on the exec floor of Mutual are the hang-outs of Edgar Kobak and Bob Swezey, proxy and v.-p. respectively. The rest of the floor is in shambles, cut down, the pixies say, by that Australian bull whip that E. K. uses when he gets going.

MBS's top brass has always felt the need of wide open spaces and he's going to get 'em even if he has to cut the supports down himself.

WBZ-FM Starts Airing On Two Frequencies

BOSTON, Jan. 19.—WBZ-FM plans for expansion got under way with a bang recently when the Westinghouse FM station in Boston teed off on its new frequency assignment of 100.7 megacycles with a daily broadcasting schedule. For the present and until further notice from the FCC, station will operate simultaneously, on 100.7 and 46.7 megacycles, the latter frequency being the original channel on which the station has been operating for the past five years.

Both frequency modulated transmissions will carry the same program on the present 3 p.m. to 9 p.m. weekday and 1:30 p.m. to 9 p.m. Sunday schedules. A new multi-element antenna array and transmitter equipment are planned as soon as the materials become available.



**K
W
F
T**

WICHITA FALLS, TEX.



**Nat'l Representatives
PAUL H. RAYMER CO.**

CHICAGO — NEW YORK — DETROIT
SAN FRANCISCO — LOS ANGELES

MOSS CLIX WITH SHOW BIZ

You name 'em, brother. I do their photo reproductions. Frank Sinatra, Andrews Sisters, Dick Haymes, Tommy Dorsey, many others. They like my act. Catch me sometime.

Reproductions Produced on Same High Quality Paper As Your Original Photograph.

8x10's..... 50 for \$4.13
100 for \$6.60
Mounted Blow-Ups—
20x30, \$2; 30x40, \$3.85
Postcards 2c in quantity

Write For Price List B



MOSS PHOTO SERVICE
155 W. 46th St., N.Y. 19
BRyant 9-8482



The Billboard TALENT COST INDEX

Based on "FIRST FIFTEEN" HOOPERATINGS for evening programs and the "FIRST THREE" Sunday afternoon segs.

In the absence of continuous data on non-telephone home listenership, The Billboard takes the liberty of projecting telephone home-based radio audience measurements to total families.

Vol. III No. 1 (Report January 15, 1946)

Program Sponsor, Agency, Net & Stat.	Hooper-Rating	Weeks to Date	Opposition	Talent Cost	Cost Per Point	Talent Cost Per 1,000 Urban Listeners
BOB HOPE Lever—Pepsodent F., C. & B. NBC 128	31.2	1/2 hr. 281	Bob Crosby—CBS Concert Time—ABC Am. Forum of Air—MBS	\$15,000	\$480.77	\$.50
FIBBER MCGEE AND MOLLY S. C. Johnson Floor Wax N., L. & B. NBC 142	30.9	1/2 hr. 406	This Is My Best—CBS Hank D'Amico—ABC Doctors' Talk—ABC Am. Forum of Air—MBS	\$10,500	\$339.81	\$.37
RADIO THEATER Lever Bros.—Lux J. W. T. NBC 149	27.4	1 hr. 511	Telephone Hr.—NBC Information Please—NBC Golden Gate—ABC Rex Maupin—ABC Various—MBS	\$16,000	\$583.94	\$.63
EDGAR BERGEN Standard Brands Chase & Sanborn J. W. T. NBC 144	26.8	1/2 hr. 367	Beulah Show—CBS Sun. Eve. Hr.—ABC Alex. Med. Board—MBS	\$14,500	\$541.04	\$.52
FRED ALLEN Standard Brands Tender Leaf Tea Blue Bonnet Mar'ine J. W. T. NBC 141	25.0	1/2 hr. 471	Crime Dr.—CBS Sun. Eve. Hr.—ABC Don't Be a Sucker— MBS G. Heatter—MBS	\$12,000	\$479.60	\$.44
JACK BENNY** Amer. Tob. Co. Lucky Strike R. & R. NBC 145	24.9	1/2 hr. 533	Thin Man—CBS Drew Pearson—ABC Don Gardner—ABC Operatic Revue—MBS	\$22,500	\$903.61	\$.82
RED SKELTON (CH) Raleighs R. M. S. NBC 145	24.8	1/2 hr. 172	Chez Paree—ABC Congress Speaks—CBS Behind CBS—CBS Better Half—MBS	\$ 9,500	\$383.06	*
MR. D. A. Bristol-Myers Ipana and Vitalls D. C. & S. NBC 131	21.6	1/2 hr. 338	Malsie—CBS Pages in Melody—ABC Spotlight Bands—MBS	\$ 4,500	\$208.33	\$.22
EDDIE CANTOR Bristol-Myers Trushay-Sal Hepatica V. & R. NBC 131	20.9	1/2 hr. 469	Frank Sinatra—CBS Dinner at Dinty's—ABC G. Heatter—MBS Real Stories—MBS	\$13,500	\$645.93	\$.62
SCREEN GUILD Lady Esther Powder Blow CBS 141	20.5	1/2 hr. 281	Contented Hour—NBC Cliff Edwards—ABC Auction Gallery—MBS	\$10,000	\$487.80	\$.54
JACK HALEY (LN) Sealtest McK. & A. NBC 69	20.2	1/2 hr. 28	Hobby Lobby—CBS Detect & Collect—ABC Treasure Hour—MBS	\$ 8,500	\$420.79	***
TAKE IT OR LEAVE IT Eversharp Blow CBS 147	19.2	1/2 hr. 288	Hour of Charm—NBC Theater Guild—ABC Freedom of Opportunity —MBS	\$ 4,500	\$234.38	\$.24
MUSIC HALL Kraft Velveeta J. W. T. NBC 137	18.6	1/2 hr. 649	Kostelanetz—CBS Town Meeting—ABC G. Heatter—MBS Real Stories—MBS	\$ 8,500	\$456.99	\$.51
FITCH BANDWAGON Ramsay NBC 145	18.3	1/2 hr. 67	Blondie—CBS Quiz Kids—ABC Calif. Melodies—MBS	\$6,500	\$355.19	\$.33
WINCHELL** Jergens L. & M. ABC 183	17.8	1/2 hr. 637	M.-Go-Round—NBC Request Performance— CBS Exploring Unknown— MBS	\$ 6,000	\$337.08	\$.35
THE SHADOW (LN-MA) (Del., Lack. & Western) R. & R. MBS 35	11.7	1/2 hr. 260	Gen. Motors Symp.— NBC Family Hour—CBS Jones and I—ABC	\$ 2,500	\$213.68	***
ONE MAN'S FAMILY Standard Brands J. W. T. NBC 142	10.8	1/2 hr. 650	N. Y. Symphony—CBS Thompson & Woods— ABC Land of the Lost—MBS	\$ 4,500	\$416.67	\$.42
CARMEN CAVALLARO Shaeffer Pen R. M. S. NBC 142	10.5	1/2 hr. 5	Elmer Davis—ABC Philharmonic—CBS Songs Along Trail—MBS	\$ 6,200	\$ 590.48	*

*Insufficient data. **Includes second broadcast on Pacific Coast. ***The network in this case is not extensive enough to permit of the projection of Hooperatings and listeners-per-listening-sets upon the urban city population on the same basis as networks of over 100 stations. The "talent cost per urban thousand listeners" is therefore not reported.

LN—Limited Network. MA—Moving Average. CH—Computed Hooperating.

L. & M.—Lennen & Mitchell. D. C. & S.—Doherty, Clifford & Shenfield. F., C. & B.—Foots, Cone & Belding. Y. & R.—Young & Rubicam. J. W. T.—J. Walter Thompson. R., W. & C.—Roche, Williams & Cleary. R. M. S.—Russell M. Seeds. N., L. & B.—Needham, Louis & Brorby. McK. & A.—McKee & Albright. McC.-E.—McCann-Erickson. B., B., D. & O.—Batten, Barton, Durstine & Osborn. H., H. & M.—Henri, Hurst & McDonald. L. W. R.—L. W. Ramsey. R & R.—Ruthrauff & Ryan.

The average evening audience is 10.3 as against 10.2 last report, 10.3 a year ago. Average sets-in-use of 32.8 as against 31.0 last report, 32.9 a year ago. Average available audience of 81.3 as against 81.3 last report, 80.0 a year ago. Sponsored network hours reported on were 77 1/4 as against 79 1/2 last report, 81.0 a year ago.

The "Talent Cost Index" is protected by the copyright of The Billboard and infringements will be prosecuted.

Hercule Poirot Costs Huber & Eastman 16G

NEW YORK, Jan. 19.—A verdict for \$14,000 and costs was brought in by a Supreme Court jury Thursday (17) in favor of Martin Stern, writer, the plaintiff, against Harold Huber, actor, and Carl Eastman, radio director, the defendants.

Background testimony leading to the award showed that Stern entered into an agreement with the defendants in April, 1944, to prepare and write an audition script to sell Agatha Christie's *Hercule Poirot*, detective yarns, for broadcast. Upon sale, Stern was to receive \$350 weekly for the minimum 13 weeks plus 10 per cent commission.

Pact breach occurred, charged Stern, when Huber sold the scripts to Mutual net independently and the web aired the series starting February 22 and for a period bridging 40 weeks, which at \$350 per would match the jury's award.

Stern had asked for \$30,000-plus, including 25G for appropriation of his work. Interest and costs will bring his total award to about \$16,000.

Mrs. Judy Bublick, radio writer and script surgeon, who said she and her husband David rewrote the original Stern job for defendant Huber, was a witness for the plaintiff, along with Anthony Leader, v.-p. of Radio Directors' Guild, while Phil Carlin, v.-p. of Mutual, and Adrian Samish, radio production exec, spoke for the defendant. Stern was represented by Chester A. Lessler, and the defendants by firm of Sapinsley and Lucas. Judge Henry Clay Greenberg sat on the case that took five days to hear and decide.

CEH Comparability Upped Again in '46; Price To Stay Put

NEW YORK, Jan. 21.—Art of making changes, a Hooperating facility, while apparently at the same time keeping comparability, was presented further to the trade at a luncheon (at Pete's) today (21). Biggest change was an added daytime listening report and the shifting of the basic daytime report from the second week of each month to the first, the same seven days on which the first evening Hooperating coincidental calls are made.

There will also be a second daytime rating, part of which will be predicated on actual coincidental calls made during the third week of each month. It will, in part, however, be computed upon the basic figures compiled during the first week of the month. Big point here, Hooper stressed, is that weather and like factors cause more change in ratings than nearly anything else and so ratings made daytime and evening during the same day will be far more comparable than ratings made the second week of each month.

Next announced change is the dropping of computed ratings for the East between 10:30 and 11 p.m. Original reason for computing ratings in this area is that people might be irritated at late phone calls. However, checking revealed that the annoyance factor wasn't as great as expected and that coincidentals could be made at this hour and CEH will, after February 1, disappear from Hooper reports.

Further amplified services include a better way of being certain that the audience composition reports (number of men, women and children listeners) are correct; a more accurate manner of checking the sponsor identification figures and a two-color pocket piece, green for nighttime and brown for daytime ratings, in the same binder.

And no extra charge to clients, says Hoop.



Bubelles
ESTABLISHED 1938
PRESS CLIPPING BUREAU, Inc.
165 Church St., New York 7, N.Y.
BArolay 7-5871

Miller & Petrillo Meet Hush-Hush

(Continued from page 5)

network stations, network affiliated stations and networks.

"There is no reason to think that fair-minded men, ready and willing to find an equitable basis for mutually satisfactory relations cannot ultimately resolve the problem on the dotted line rather than on the picket line. I feel certain that the millions of American radio listeners will join us in this common purpose to settle our problems around the conference table.

Progress Made

"I believe progress has been made. Over the week-end I will digest and evaluate the results forthcoming from today's meeting and will make a report to the special industry committee which meets in Washington next week. And, thruout the series of scheduled NAB district meetings, I shall continue to ascertain the needs and desires of the broadcasters as I have in the three district meetings just concluded on the Pacific Coast."

WASHINGTON, Jan. 21.—Prospect of another meeting by President Justin Miller, of the National Association of Broadcasters, with James C. Petrillo, head of the American Federation of Musicians, was broadly suggested by industry spokesmen here today as Miller began a series of conferences on the Petrillo issue with industry advisory groups. Chief topic was Miller's meeting with Petrillo in Chicago Friday (18) which Miller described as having established "progress." According to industry folk, the next meeting with Petrillo will include other broadcast representatives besides Miller.

Miller was scheduled to sit down today with a special industry committee and tomorrow he will confer with an advisory executive group made up largely of broadcast executives from Capital and near-by areas.

WCKY Eat Quiz On 5-a-Week Basis

CINCINNATI, Jan. 21.—A new week-day participant giveaway audience show, *Birthday Club*, to be aired daily, Monday thru Friday, 2 to 2:30 p.m., from Mrs. Pressler's Cafeteria, a downtown eatery, via WCKY, bowed today, sponsored by Lowenthal's, Inc., local furriers, and the local Pepsi-Cola Company. Format is similar to breakfast club broadcasts. Nelson King emcees the show.

Among the other sponsors in on the giveaway plan are Wadsworth Watch Case Company, Wexler Hats, Ardens of Cincinnati; A. Sure Blankenship, cosmetician, and Mrs. Pressler.

Mayor James Garfield Stewart opened the new series as first-day guest.

WDSM Sale Up To FCC

DULUTH, Minn., Jan. 19.—Ridson, Inc., a Minnesota corporation embracing members of the Ridder family, Minnesota and New York publishers, has asked the FCC to approve its purchase of WDSM here.

TWO-BAND CERTAIN

(Continued from page 5)

rural reception showed greater improvement with the use of high power. Brown advised the commission that an additional assignment to FM in the 42 to 50 mc. band would be practical since, although the FCC has assigned the frequencies to community television, no applications have been received and the likelihood is that none will be. High investment required for community television, he asserted, would prevent use of the frequencies for the assigned purpose.

National Association of Broadcasters filed a brief urging the commission to increase the number of frequencies available for FM transmission. NAB based its argument for additional frequencies on the theory that they were needed to assure adequate expansion and development of FM broadcasting.

Kelly Airings A la Little Flower

CHICAGO, Jan. 19.—In a move which parallels to some degree La Guardia of the Main Stem, Mayor Ed Kelly, not so flowery nor certainly not so dramatic, will take to the air waves over WMAQ (NBC) to bring to Chi citizens a series of weekly last-minute airings on civic issues.

Programs, entitled *Mayor Kelly Reports* will be broadcast each Friday, starting January 25 (9:45 p.m. CST).

Mayor's first talk will be on housing situation—a subject which certainly needs not only talking about but a little action as well.

He will follow this up with discussions of the city budget, crime, public health and city administration. Trade is saying if Kelly is forthright about such matters, he either stands to win or lose a lot of votes—depending on what he says. For instance, the Windy City is particularly upset about the post-war crime wave which Chi police seem unable to cope with (so the dailies editorialize).

Will Mayor Kelly discuss questions such as these in his radio series? If he will, talk runs he may build himself into an even more popular figure than the Little Flower, especially since he has a much more powerful machine to start with.

WFIL-FM Tests In Deal With RCA

PHILADELPHIA, Jan. 21.—WFIL-FM has returned to full-time operation in a co-operative deal made with RCA, whereby the station and the manufacturer jointly carry on tests.

The new RCA FM transmitter, BTF2-B, has been installed at WFIL-FM and is being used on 99.9 megacycles. The transmitter, an engineering model, is not yet on the market and is being proved at the station.

Special times will be set aside for tests by RCA in addition to station ventures. Felix Meyer, recently released from the navy, is again program director of WFIL-FM.



The other day, while running through the old Chinawood file box our Uncle Flavin originally brought from Roanoke, we were reminded here at WOR to dust our shelves of memory and sedately rearray these delightful facts on them for *your* inspection . . .

- a. 288,450 stores sell things for people to pay green salad for in the WOR area. Retail stores, we mean.
- b. \$7,442,095,000 is spent by people every year these stores. Which, we are quite thrilled to say, is 17.7% of all the retail sales made annually in the U. S.

Well . . . don't stand there gawking; come in and get your share of it!

WOR —that power-full station
at 1440 Broadway, in New York

MUTUAL

KSD Legman Gets The Meat Story

ST. LOUIS, Jan. 19.—Advantage of a radio station's having a news staff, including reporters and legmen, was indicated this week when KSD scored a clean beat on the other radio stations and newspapers in covering the country-wide packing house strike. KSD was the only local radio station to assign a man to work exclusively on the local strike story. Shortly before the 10:30 p.m. newscast Tuesday (15), with the deadline for the country-wide strike less than two hours off, KSD reporter Ed

Woods, obtained an exclusive statement from Henry Freise, president of the local A. F. L. Packing House Workers' Union, that the union had reached temporary agreements with virtually all St. Louis packing houses and would not join the national walkout. The agreements covered plants which normally process more than 80 per cent of St. Louis meat, so the news was good for all St. Louisans who had expected bare dinner tables within the next few days.

The radio newscasts were of added importance because they informed farmers in the St. Louis area that they could bring their livestock to an active market. Livestock receipts at the local stockyards had been falling off 10 per cent for several days because of the threatened strike. The newscast also helped stem a run on butcher shops by the public.

With U. S. Bureaus Out of Pic, Mutual's Cent. Div. Breezes

(Continued from page 5)

tion-by-mail, the American Association of Industrial Editors published an article by Joseph Ignat, former editor of *The U. S. Automatic Chips* (U. S. Automatic Corporation, Amherst, O.), stressing this problem of feature sources after the war. Ignat's article warned member editors that the day of Uncle stewing out material was bound to end soon and asked that they take stock of new sources before the famine took them by surprise.

Today over 5,234 house organ editors are searching for new sources of interesting feature stuff. Banded together in local associations thruout the country and in the fast-growing, powerful National Council of Industrial Editors, headed by Willard Swain (California & Hawaiian Sugar Refining Corporation, Ltd.), company editors are anxious to solve their new problem.

Will h. o. editors use radio material if it is sent to them? That's the hot question for radio flack boys. Herro's canvass practically proves they will. One ed, Austin Young, of *Pop Valve* (Commercial Solvents Corporation, Peoria, Ill.), told Herro in a letter . . . "I think you have something in your idea of radio material for house organs. How about sending me some kiddies' stories? I could use something like that for a children's page. I wouldn't have thought about it, unless you mentioned it first."

The idea of using kiddies' stories in an industrial publication isn't far off beam even if it sounds that way. Reason is that the h. o. is read with much the same interest as the country newspaper. When an employee receives his copy, he scans it carefully to see if his John Henry is mentioned and to find out what the magazine has to say about his co-workers. Then he takes it home to show to the family, where unlike a daily newspaper, it is kept around the home for several weeks instead of being thrown away. Most of the time it's seldom thrown away at all.

The No Time-Money Angle

Blue pencilers are anxious to use outside feature material for two very good reasons: Lack of time and lack of money. Many of these company pubs are aided by part-time editors who have duties in other departments in addition to editing. The part-time ed gets the bulk of his material from plant reporters who turn in the news of the various departments at more or less regular intervals. The copy is liable to run too long, but more often, too short. Sometimes it doesn't appear at all if the reporter happens to be sick or too busy. Without outside help, the editor has to take the time to write stories, dream up features and snap pix. If he hasn't the time, his mag suffers, and so does his job. Just as the OWI material did during the war, radio features and pix could do a lot toward easing biggest of the h. o. editor's headaches.

The budget, always a thorn in the side of the company editor, can be augmented by free radio features to help make a more attractive and generally interesting magazine on the same amount of money, Herro argues. If the pub uses pictures, the editor can add to his layout of the usual birthday party shots, workers' anniversary pictures and plant events' photos, pix of radio performers supplied by the webs without altering his budget.

Whether his publication is produced by offset, letter-press or mimeographed, the editor can make it more interesting by using the outside feature material made available by web flackery. With a little ingenuity, smart eds can tailor hand-outs and pix to fit his magazine's particular needs.

For instance, in the stuff Mutual sends out to its list of daily newspapers and affiliated stations, Herro claims that there are plenty of general interest items house organ editors could use. Mutual's weekly clip sheet, a free mat and printed service, contains cartoons in two sizes, pictures in 1 column, 2 column and one-half column sizes, three kinds of quizzes, a radio-stage-screen gossip column and other short special features, plus fashion pictures, hobby stories and homemaking articles. Also, web sends out glossy photos with mats and proofs and mimeographed releases of personality stories on well-known radio performers.

Herro's Mutual Chi flack department

NBC Feature - Exploitation Posts Taken by Sam Kaufman

NEW YORK, Jan. 19.—Job of NBC feature editor and exploitation director, more or less vacant since Ed Greif exited to start with Jack Banner, the flack office of Banner & Greif, was assigned this week by Sid Eiges, manager of the press department. Sam Kaufman, who has been handling the music berth in the department, has been upped to the feature and exploitation niche. Kaufman will continue to edit *The Transmitter*, mag devoted to web's station activities.

Music slot will be filled by Leonard Meyers, who has been with NBC press since 1942 except for a tour of duty with the navy in 1945. He was formerly with Constance Hope publicity office and the Metropolitan Opera Association. Among the musical segs to be handled by Meyers will be the General Motors Symphony.

Three to MBS Flackery

NEW YORK, Jan. 19.—MBS (Mutual) flackery has filled in the empty slots during the past week. Mike Jablon will handle general assignments and Helen Steadman, mags. Win Goulden, returned vet, will also fill in on general. This gives Jim O'Bryon a full staff.

GAINES WEAF BOSS

(Continued from page 5)

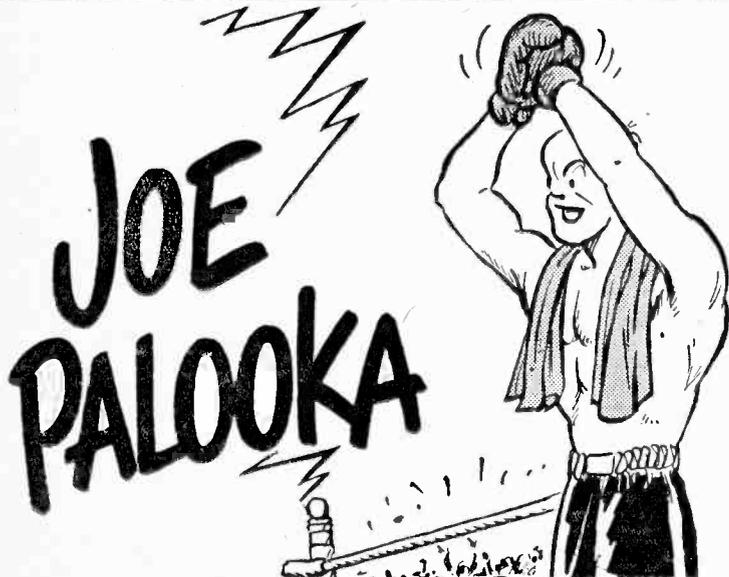
Gaines for years was with Major Bowes, traveling around the circuit to "humanize" the showman. This slot was followed by station relations at NBC and then, for a very successful period, as back-stopper for Charles Hammond, ad and promotion head of the web.

Move to newly formed planning division as manager for V.-P. Bill Hedges was announced with a fanfare but the trade understands that the V.-Day and Roosevelt death period rebates hit that thing called the bank roll and the new department's budget turned out to be a token. Insiders say it won't be long before slots are found for Phil Merryman and other plan departmental appointments. Gaines is the first to be moved, but it is believed other shifts are on foot.

has been working on the h. o. angle for several months and has found h. o. editors welcoming releases with outstretched hands. An example of Herro's experimenting with h. o.'s occurred when Mutual's *Queen for a Day* originated two broadcasts from Chi (Dec. 27 and 28). Queens selected on both days had spouses working for companies maintaining h. o.'s. Immediately after the broadcasts, flack chief called the house organ eds to give them the news. The December 27 *Queen* was married to a Bauer & Black employee, so the story was phoned to Margaret Stenseng, departmental editor. Ed Stenseng requested a story and pic be sent to her immediately. December 28 *Queen's* hubby was employed at the General Motors Acceptance Corporation. R. W. Moore, regional public relations chief for the corporation, used the story and asked for a release and pic for its news and views magazine. A few days later he called Mutual for an extra pic for use in another of the company's many h. o.'s. Later, in a talk with Herro on the use of radio material in h. o.'s, Moore reiterated radio features and stories would be very welcome to company eds.

Thus, it's shown that the h. o. field is an outlet which should never again be neglected by radio flackery. It gives away its product, ignores ads and pays a bill about 50 million every year. Radio will have no trouble cashing in if it plays the right kind of a game.

TO GREATER SALES IN YOUR MARKET



NOW A RADIO SERIAL, WILL DELIVER A SALES PUNCH TO WAITING MILLIONS

With over 50,000,000 loyal comic strip readers, JOE PALOOKA comes to Radio. Offering local advertisers and stations network quality "kid show" at a price local advertisers can afford.

Why not capitalize on the "Kids"

THEY ARE CONSUMERS
THEY INFLUENCE PURCHASES
THEY ARE TOMORROW'S BUYERS

Use Joe Palooka to "Punch-up" Sales!

NOW AVAILABLE FOR LOCAL OR REGIONAL SPONSORSHIP

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NORTH CENTRAL BROADCASTING SYSTEM, INC.

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CHICAGO 1, ILLINOIS

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PHOTOS 8x10 5¹/₂ EA.
Genuine Glossy Photographs
Unsurpassed in Quality at Any Price
NO NEGATIVE CHARGE—NO EXTRA
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WE DELIVER WHAT WE ADVERTISE

Video Pinch-Penny Scripting

No Top Dough To Teliteratis

Legit script doctors fare better—even RW Guild has little hope for rise now

NEW YORK, Jan. 19.—Air-pic scripting is back in the crystal set days of broadcasting, according to the pen and pencil boys who would like to take a stab at scribbling for the medium. Only



real dough that's being paid for material is for one-performance rights for legit shows with adapters handling the cutting and re-writing as part of their production chores (as at NBC). This double duty is what, according to crix, has frequently taken a \$4,000

budgeted scanning and thrown it right in the soup with the directors doing a better than top job as director and shot caller, but missing the boat on cutting and re-write. Too many video airings have been camera reporting jobs rather than television productions, as has been pointed out.

A first-rank radio writer interviewed, either in person or by mail, every air-pic outlet in the U. S. on the possibility of doing adapting or original writing for the medium and came up with a near blank. At WRGB (GE outlet in Schenectady) he was offered \$1 a minute for original stuff. That's about \$12 for a (See Pinch-Penny Scripting on page 14)

The Old Stand-By

NEW YORK, Jan. 19.—All other unions in the broadcast field are eying a little clause in the IA-video contract with CBS, and wonder whether it will set a precedent for the field. Clause states that if a motion picture is made during a scanning, the stage crew is to be paid double time.

Could be that eventually it will mean that if there is a live audience for an airing the cast will be paid double—and so on. Only equivalent clause in air contracts covers the making of a transcription during a live broadcast and that's for talent only. Performers argue that an e. t. will be used to replace a live show and so they should be paid extra for the transcription... and it's in the "papers" now.

IA Eyes NBC Floormen as CBS Re-Signs

NEW YORK, Jan. 21.—IATSE, while other unions were talking about jurisdiction in the air-pic field, has moved in solidly at CBS with a two-crew contract and expects to bring NBC into line also. There's no attempt at IA at this moment to worry about cameramen. What they are looking for is to insure the fact that stagehands in the video (See IA EYES FLOORMEN on page 14)

Dave Crandell, Video Vet, Joins WBKB as Producer

CHICAGO, Jan. 19.—Dave Crandell, former producer of video shows telecast by the Don Lee and Paramount stations on the West Coast and an experienced stock and Broadway legiter, has joined the staff of WBKB, local tele station, as

a producer.

Crandell joined WBKB after serving during the war as a navy radar officer. Before the war he did video production work while a member of the staff of the Pasadena Playhouse. His Broadway experience included work with John Druten, writer of *The Voice of the Turtle*, and tenures as technical director of legit productions.

TELEVISION REVIEWS

Don Lee

Reviewed Monday (7), 8:30 to 10 p.m. Style—Comedy skit, interview, films. Sustaining on W6XAO, Hollywood.

Picture quality on W6XAO, which in recent months has been on the upgrade, took an unfortunate nosedive with this show. Altho old equipment is to be blamed, better lighting and make-up would help matters. All lighting now is on an overhead angle, which causes bad shadows. Make-up should have more light kickback and build for even textures.

On production end, show fared better. Use of film inserts in a live skit was tried out with favorable results. Twenty-minute comedy playlet, *Mother Be Good*, used three 30-second 16mm. film strips. If tonight's show is any indication, film inserts can really boost a live show. It offers greater freedom in plot development by allowing a variety of scenes.

Skit was written and enacted by students in video production at University of California. Story was old and simple, but pulled a couple of laughs. It deals with a book-workish little gal, who is afraid that her butterfly-brained mother will chill her chances of landing a husband, especially since guy she's after is a firm believer in heredity. It turns out that the lad thinks the mother is okay, and everybody is happy.

Inserts were used for street scenes and were worked in with a relative degree of smoothness. To be effective, technique should be developed to a point where there is no noticeable break in continuity.

Remaining time on the 30-minute live portion of the show was devoted to an informal baseball discussion between Joe Cronin, manager of the Boston Red Sox; (See DON LEE on page 14)

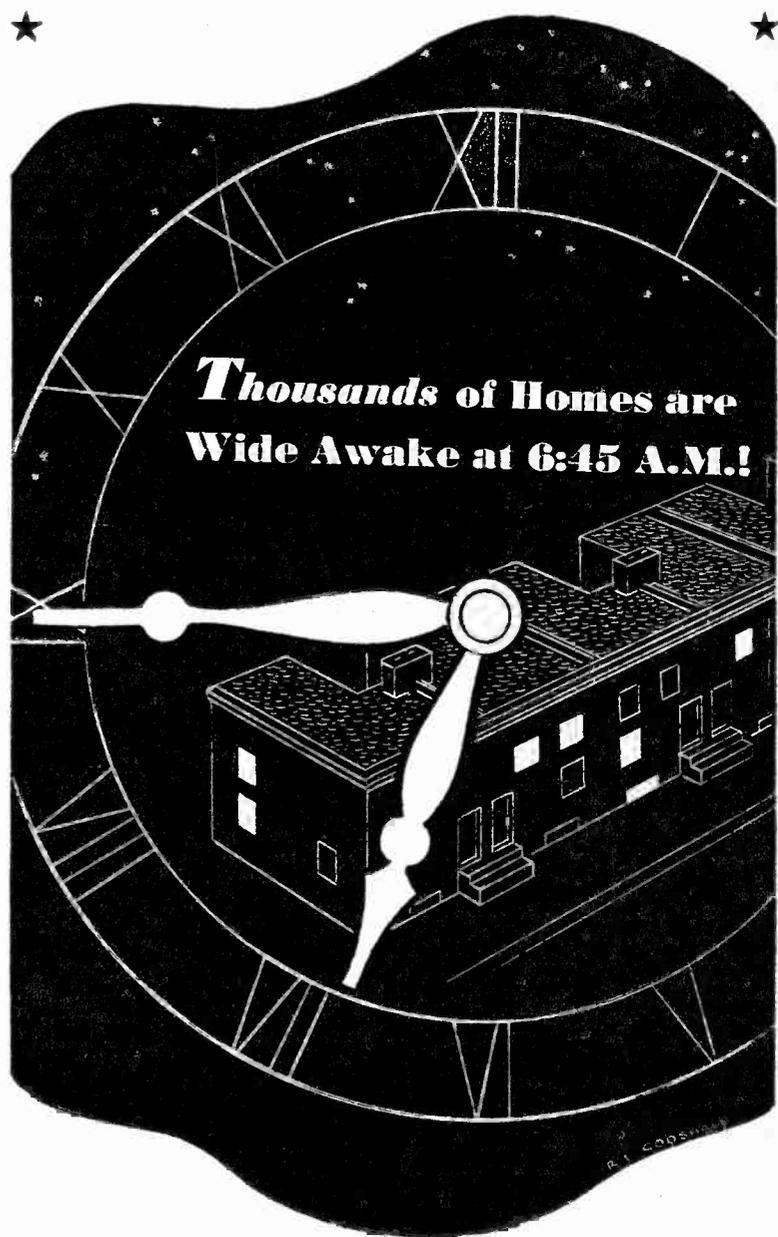
Balaban & Katz

Reviewed Tuesday (15), 7:30 to 8:30 p.m. Style—News, magic, variety. Sustaining and commercial on WBKB, Chicago.

Just fair is the rating WBKB gets for its complete show tonight. Some parts deserved a better rating than that; others were not even fair. But the over-all average was just about fair—with plenty room for improvement noticeable often.

It was during the new WBKB sponsored program, Lee Phillips's *Magic From Aladdin's Lamp*, that the most need for improvement was seen. This first stanza of the new Phillips series proved that there is a place in video for magic, but not the way it was presented tonight. Greatest mistake of all was having program open with a shot of Phillips's sponsor, owner of the Schwartz Radio & Television Company, telling the video audience about the new series, how happy he was to bank-roll it and even getting in a not-too-subtle plug for his company. After the sponsor had his say, Phillips appeared and went thru a routine of "summoning" his jinni, his femme assistant. For the "summoning" the station production staff figured out a video gimmick that was one of the best bits in the magic show. They took a shot of a lamp, similar to the one Aladdin is purported to have had a lot of fun with, put a piece of asbestos behind it, poured some rubber cement on the asbestos and lit the cement. This gave the impression the flames were coming out of the lamp. By a double dissolve they then superimposed a shot of the gal over the lamp, and it looked as tho she were coming out of the lamp. We believe, however, that it might have been better if Phillips himself would have appeared in this manner for the first shot of the act, instead of walking on cold after an introduction by the sponsor. Latter method would have more showmanship in it.

After the video special effects, Phillips went thru a routine of tricks, most of which he did without comment—the only sound being that of recorded Oriental music. If Phillips is going to continue (See B&K on page 14)



Thousands of Homes are Wide Awake at 6:45 A.M.!

A new sponsor* recently signed for a thrice-weekly 6:45 to 7:00 a. m. program. Sales were so good at the end of two short weeks that sponsor increased to six times weekly!

No...there are no "dead" periods on WIP!

*Name gladly furnished on request.

610 K. C.
MUTUAL'S 3rd MARKET AFFILIATE
5000 WATTS



Represented Nationally by GEO. P. HOLLINGBERY CO.

8 X 10 PHOTO REPRODUCTIONS

100 8x10 \$8.50
50 8x10 4.00

Prices on Postcards and Other Sizes on Request.
50% Deposit With Order, Balance C. O. D.
PHOTO SERVICE CO.
145 W. 45th St., New York City

FCC May Delay Aps Until Tele Moves Upstairs

WASHINGTON, Jan. 21.—A chance that the Federal Communications Commission may withhold action on any or all of its video applications pending clarification on when television will move upstairs, developed as a strong possibility today as the FCC opened a consolidated hearing on seven bids for four available channels in the nation's capital.

Prospect of FCC delay in the interest of applicants has given an added twist to actions by Scripps-Howard Radio, Inc., and Eleanor (Cissie) Patterson, owner of *The Washington Times-Herald*, in withdrawing their television applications reputedly in an effort to escape the financial burden of pioneering in the downstairs area of the spectrum.

With the upstairs move only a matter of time and with the FCC convinced of high quality of upstairs color video as a result of demonstrations to commissioners by Columbia Broadcasting System, FCC's final policy in the Washington case will have important bearing on the industry's future. Scripps-Howard withdrew its video application Thursday (17), about a fortnight after withdrawal of the Patterson bid. Seven remaining applicants are regarded as well-heelied in funds and have about an equal start in technological preparation. FCC is non-committal on these withdrawals, but with a sense of fair play, it is apparently determined to give latecomers in the field an equal chance to make good. Consequently, strong belief prevails that FCC will wait a long while before acting finally in the capital case.

There is strong speculation that FCC will hold back on low-frequency television assignments until applications on high-frequency band—480-920 mc.—begin to come in. It is estimated that Washington would have at least 22 channels in the high-frequency band.

FCC's final action in the Washington case is expected to remain in doubt for some months. If FCC finally decides to move on the present applications in the downstairs frequency, three of the bidders who are regarded as in the forefront are: Allen B. DuMont Laboratory, Inc., now operating an experimental station; Philco Radio & Television Corp., which Thursday (17) held a showing for FCC engineers at which elementary pattern designs were transmitted, and Bamberger Broadcasting Service, Inc., which is currently battling with district zoning officials for constructions of a 300-foot television tower.

Meanwhile, FCC has announced its acceptance for filing of a pair of applications by Dorothy S. Thackrey, of New York, for construction permits for new commercial video stations, one of which would be located in Los Angeles and the other in San Francisco. FCC has accepted for filing a bid by the same applicant for a new FM station in Pasadena, Calif.

DON LEE

(Continued from page 13)
Burt Dunne, author of *Play Ball, Son*, and Joe Devine. It was carried on in a warm, easy-going manner and packed a lot of interest. Trouble was with the lenses. Camera angle and distance was the same throughout, making it tiresome on the eyes. However, it proved that bull sessions make good telefare. In something of this sort, close-ups should be used generously, with a few angle shots to kill the monotony.

Four 16mm. films were used to complete the show.

ABS Springs With Two Round-Table Segs Next Month

HOLLYWOOD, Jan. 19.—Associated Broadcasting System next month starts two new airshows. *That's a Great Idea*, bows in first February 4 and will fill the Monday 8:30 to 9 p.m. (P.S.T.) slot. *Preview Report From Hollywood* follows Wednesday, February 13, 7:45 to 8 p.m. (P.S.T.). Both will be round-table discussion airers.

Idea will be on the "invitation to learning" order and will deviate each show to famed precepts in philosophy, literature or science. Wilbur Jerger will act as moderator, with program using another regular and two guests. Group will hold a general gab session on the precept of the week. For example, as a starter, *Idea* will use Aristotle's premise: "War Is for the Sake of Peace." Guests will be Paul Clemens, artist, and Margaret B. Wilder, author of *Since You Went Away*. Sitting in as the regular will be Quentin Ogren, regional NLRB chief. Frank Gill will produce.

Preview will consist of reps from different national women's clubs discussing a film they just previewed. Mrs. Alice Evans Field, director of studio and public service for the Johnston (Hays) office, will be moderator, with show using two femme club reps plus someone who had a hand in producing the film, under fire.

Both shows will be sustained for all ABS outlets.

B&K

(Continued from page 13)

this practice he will have to use tricks even more simple than those he did tonight. Often what he was trying to do was not clear. If he wants to do complicated tricks he will have to explain them vocally.

WBKB tonight presented a young girl singer who showed plenty of potentialities. The girl was Priscilla Jane Repp, an amateur with a voice that could—and undoubtedly will—be improved, and a winning personality that projected itself with force. From where we sat tonight it looked as tho she could be a kid star in future video if she continues to improve. If she works hard enough to improve herself, she easily could be material for Hollywood, too.

Bob Ward, tonight's newscaster, did his usual good work with his ad lib discussion of current affairs. Some of Bob's discussion tonight was woven around the subject of economic inflation. During it, WBKB used a couple of video effects worthy of description. At one point, when the rising costs of products was being discussed, one of Bob's points was driven home by the use of an illustration on which piles of coins grew and grew in height. The rising of the coin piles effect was created by painting the coins on slips of cardboard of the same material as that on which the rest of the illustration was painted. The slips were then pulled up thru slits in the bottom and top of the illustration and the rising coin pile effect was created. Second effect was that used to illustrate the increase of bank and other savings in this country as a potential purchasing power. Pre-war savings were represented as a certain temperature on a thermometer. To show the increase of savings the temperature went up. This effect was created by painting a section of black on a white ribbon. This ribbon represented the glass tube section of the thermometer and passed thru the bottom and top of the thermometer base. Then as the ribbon was pulled down from the back its black section came up and it appeared as if the temperature was rising.

Final part of tonight's show was a philosophical chat by Bob Carter, "the friendly philosopher." Bob's work was good enough, but the station made one production mistake that was very apparent. Accompanying recorded music was not timed in advance with what Bob had to say. Thus, one record ended right in the middle of a letter Bob was reading and had to be started over again to provide background music until the end of the letter had been read.

More Radio and Tele News on Page 42

Offsides, Upped Tap Irk Crowd

(Continued from page 5)

of them are willing to state, is that the new CAB increased budget, coming as it has at a time when research appropriations are being slashed, "clarified" the situation. This is because, despite statements made in trade papers about limited increases of costs, agency pocketbook execs don't have to look twice to see the spiral.

Estimated increased costs for key agencies are:

	Old Rate	New Rate
Dancer, Fitzgerald, Sample	\$945.00	\$2,150.00
Young & Rubicam	805.00	1,625.00
B.B.D. & O.	485.00	800.00
Benton & Bowles	485.00	800.00
Blow	455.00	725.00
Compton	575.00	1,025.00
Kenyon & Eckhardt	355.00	500.00
McCann-Erickson	425.00	650.00
Ruthrauff & Ryan	600.00	1,000.00
J. Walter Thompson	665.00	1,250.00

What hits agencies, eventually hits sponsors, and yelps are being heard in Cambridge, Mass. (Lever Bros.), and Cincinnati (P&G) on the increases and the duplication of ratings (the base of the ratings, because of rotation of the cities in which they are made by CAB also differs report by report).

Nets Say Two, One Too Many

Networks have known for some time now that having two rating services giving different reports has month-by-month diminished the acceptance of program ratings generally, altho the steady comparability of the Hooperating figures has enabled the web reps to justify CEH figures. On the other hand, until CAB threw the increased budget at them, they were not willing to break the three-way partnership—webs, AAAA and ANA. The new budget was the straw that broke that camel's back and it will soon be all over but the shouting.

Tip that even some of the CAB execs see it coming, has been the knife that one of them at least, has been giving his own Crossley ratings. In a speech last week, Al Lehman, operating brass of the CAB stated, "The ad itself (in newspapers), or if you prefer—the commercial alone is measured. But in radio, we measure the entire program—not the commercial alone." Lehman did not mention that researchers generally negate what they call "added re-call" type of research and that showing a reader the ad and asking him if he read the ad, is an obvious type of "inflationary indexing."

Only one research org some years ago used the formula of blotting out the name the advertiser to discover if the ad had really been read. Index that came out of this method didn't seem too hot to the agencies or the newspapers and so the idea was dropped and the researchers went back to taking the normal newspaper (it's the same for mags, too) and asking paper readers page-by-page, ad-by-ad, if they've seen the ad-copy and in some cases specific news stories.

CAB Seen Taking Dive

Just as any aided re-call increases the rating any piece of copy, program or any other project earns, just so do the reports of the Advertising Research Foundation (Lehman's newspaper org) up readership of newspaper ads. This, as pointed out, was ignored by Lehman in his talk, and broadcasting given an implied kick in the pants with the statement—"in radio we measure the entire program—not the commercial alone."

This is just one of the indications, say tradewise broadcasters, that Lehman is ready for an exit from the broadcast rating field—the end of the CAB as a program index.

A lot of water has to go under the dam, agency men stress, before anyone burles Crossley ratings. It's not going to be as easy as all that—but easy or not, when webs, agencies and sponsors start thinking in terms of withdrawing their support, the end is near—very near.

ERIE'S OUT OF RED

(Continued from page 5)

that heavy network skeds are carried by the local outlets. The extremely bad weather of last winter brought local stations into emergency contact with rural homes all around the city. The stations have been smart enough to keep the interest of the new friends won at that time . . . and broadcasting is in the black in Buffalo.

WLW-Cincy Music Coll. Auds May 25, Win-Must-Free Hook

CINCINNATI, Jan. 19.—Fourth annual WLW scholarship auditions of the College of Music of Cincinnati, announced this week, will be held May 25. Entry blanks, available from WLW or from the college, must be in the hands of the college before May 15.

As usual, the auditions may or may not be broadcast, depending upon commercial commitments of the Crosley (now AVCO) station. Singers must be between 18 and 25 and be a resident of Ohio, Indiana, Illinois, Kentucky, Tennessee or West Virginia.

Trade fingered an unusual clause in the contractual agreement which obligates the winner to appear 12 times on Station WLW for free within a year. Since the face value of the scholarship is \$1,000, this means that the station receives a performer with a solid build-up at \$83.33 per program. Other side of the pic is that 12 airings during the scholarship year for any aspiring singer is a flack-plus of no mean value—one that would cost a singer considerable money to arrange.

PINCH-PENNY SCRIPTING

(Continued from page 13)

quarter hour. At NBC there were no writing jobs and that also went for WKBK (B&K outlet in Chi). The Don Lee and Paramount stations on the West Coast also were blanks. At Philco (Philly) he was told they hadn't even thought about writers, and since Dumont was closed down when he made the survey, he was unable to report on their writing budget. At WCBW (CBS) the dough was a little better than at GE and there were possibilities for a writer who had an idea. It had, however, to be a complete production script rather than just a writing job. Here, too, the dough was small but it wasn't, as this writer expressed it, "an insult to my craft."

Typical of today's approach to writing for video, is a memo sent by Bill Paley to his production staff shortly after he became prexy of CBS. Seemed that B.P. thought that if CBS offered a \$1,000 award for a radio script, all the big-name writers from H. G. Wells thru George Bernard Shaw would rush to submit material. It took considerable staff persuading to stop him from having CBS offer the bucks. "After all, for radio writing, that's money!"

Radio Writers' Guild has mulled the problem of setting a minimum for visual scripting, but since there's less than no dough in the biz now, they've tabled the matter for the time being.

IA EYES FLOORMEN

(Continued from page 13)

field are lined up on the same basis as stage crews in the legit field.

With CBS using a number of legit theaters for studios, IA had an in and a threat that naturally brought Columbia into camp quickly. NBC hasn't signed yet and is in a better position to hold out if it wants to. Danger here is that all men who set up studios for broadcasts might be eyed by IA once they've taken over the studio handling of video. That would hit the senior net plenty. NBC also is slightly wary of the clause that's in CBS's paper that if a stagehand is called in before 8 a.m. he gets credited with eight hours of work up to 8 a.m. regardless—a deal that has one meaning in the legit field, but might raise havoc with television if the pic field should ever try to run on a basis comparable with sound broadcasting, i. e., 6 a.m. to 1 a.m.

Dual crews also, it's rumored, are not liked by NBC, but off the record some producers admit that there's justification of not only dual crews (which mean two electrical, prop and carpenter chiefs), but that there will come a time when there may be as many as six sets of crew chiefs needed in one network video operation.

With DuMont already in the IA camp, CBS recently re-signed and NBC next on the list, the legit and movie union has its feet right in the door which leads to jurisdiction over the camera as well as floormen, and while the cost of organizing DuMont, only to have most of the staff get the ax when the DuMont transmitter went off the air, hurt, IA's going right ahead getting all the signatures it can—as protection for IA in the video future.

Bob Crosby, star of new Ford show, resumed writing book interrupted when he joined the marines. It's a behind-scenes account of triumphs and struggles of a band leader. Tentative title: "Every Night Is New Year's Eve."

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U. S. - WORLD PUB EXCHANGE

Warsaw's Re-Birth Via Music

NEW YORK, Jan. 19.—Tip-off on music biz coming to life in every country in the world, is a letter, received this week by *The Billboard* from Warsaw, Poland, which not so long ago was bombed into virtual nothingness by the Nazis:

GEBETHNER I WOLFF
KSIEGARNIA I SKLAD NUT
ROK ZAL 1857
ZARZAD GLOWNY
WARSZAWA-PRAGA

We are very glad indeed to be represented in the list of your Music Year Book and we shall do our utmost to send you regularly our latest music editions.

We have the honour to inform you that we are taking part in the music industry and we are affiliated with SESAC.

Our company has been in existence since 1857 and in addition to our chief office in Warsaw we have provincial branches in Krakow, Lodz, Poznan and Zakopane.

We are enclosing the sample copies of our music editions.

In our edition, "Editions Gebethner & Wolff," we shall publish the following types of music:

Different instruments, schools; etuden; concert music (cq); organ music.

Over our "editions" we shall publish: Religious music; popular music; easy (dancing) music; school-song books; music-books.

Thanking you much for your offer and hoping to be in touch with you, we remain,

Yours truly,

GEBETHNER & WOLFF.

Pubs here will agree that's an ambitious program for a words-and-music firm coming up out of the rubble and ruin of devastated Poland.

Dollar Diplomacy Giving New Lift to Super-Global Spawn

New tit-tat set-ups on licenses plus direct company representation are on the way here and in England, France, Latin America, Russia, India, etc.—government \$?

NEW YORK, Jan. 19.—Hyped by a push for propaganda on the one hand, a desire for dough on the other and a combination of the two plus numerous other factors, the music industry is attaining international aspects never before known. New reciprocal licensing deals between nations have been and are being cooked up, new representation pacts are popping, and now a number of Yank pubs are setting up new firms of their own in foreign countries, and foreign words-and-music men are doing likewise here. Robbins-Feist-Miller, Shapiro-Bernstein, and Leeds are just three of the American publishers who are planning for instance, to open up fresh music houses in London. Leeds of Paris,



Pubs Sitting on 2-Cent Disk Bite

NEW YORK, Jan. 19.—With the Herman Starr-Warner Bros. music companies and the Dreyfus houses both having made 2-cent royalty passes at Columbia Records (latter just last week and the former a couple of months ago), trade old-timers see music biz history doing a repeat performance. Number of years back the Starr, Dreyfus and Robbins interests made a joint pitch to get diskeries to pay the statutory rate of a 2-cent royalty rather than the 1½ cents they've been kicking in. Platter makers held firm then and gradually the pubs split and gave up the battle.

According to reliable informants, there's no collusion in the present situation between the major publishers, the Starr and Dreyfus moves being totally independent of each other, tho both arose from the pubs' firm belief that the Bridgeport waxery has not been doing right by their tunes. Larry Spier, of Chappell, maintains that their quarterly MPPA statements show Columbia a poor fourth on royalty payments, with Victor first, Decca second and Capitol third.

No Concerted Effort

According to trade leaders, it's likely that music pubs will not, at least for a long time, make any concerted effort to get the 2-cent rate, tho practically all (See *Biz Playing Repeat* on page 20)

Lou Levy's French firm, is already operating, headed up by Raoul Breton, whose Gallic catalogs Levy purchased some time ago. Among the top English music men here now or due in on any boatload, are Noel Gay, Peter Maurice, Reg Connelly, John Abbott and Hugh Charles, and Smyth of *There'll Always Be an England*. All or practically all are looking to work out new representation deals with Yank pubs, or set up their own firms here.

Visitors From South of Border

And England and France are not the only nations involved. Latin America has its cortege of melody biggies on the local scene. Ernesto Lecuona, noted composer and president of the Cuban Performance Society, Julio Korn and Enrique Lebendiger (two of South America's leading publishers) have been closeted with one U. S. music man after another and some trade leaders feel that they, too, have in mind the possibility of setting up their own orgs here. Lebendiger has a close link with Acme Music, small local pub.

Russia, too, is heavily in the picture, tho deals which brought them in were set in the latter part of last year, with Leeds's AM-Russ organization handling rights to all Ruskyy music for the United States and Canada, and Boosey-Hawkes (London publishing biggies) controlling (See *U. S. World Pub* on page 18)

Jeff - Travis Gives ¼ Mil., Takes Guild

In Bid for 12-15 Mil. Disks

NEW YORK, Jan. 19.—The Jefferson-Travis Corporation, which several months ago bought controlling interest in Musicraft Records, Wednesday (16) acquired another indie diskery, Guild Records. Purchase price, covering all of the present Guild catalog, unpressed masters, the outfit's pressing and milling plant in Norwalk, Conn., and shellac and other materials inventories, is something over a quarter of a million dollars.

Irving Felt, J-T prexy, maintains that this puts the company in a solid position to make a real bid for the big time. Felt points out that between the Norwalk plant, the Musicraft factory in Los Angeles, and a new plattery skedded for operation early in March, J-T should be hitting an annual production rate of somewhere between 12,000,000 and 15,000,000 disks by the end of the summer. Before 1947 rolls around Felt hopes to be pushing 'em out at an annual rate of 30,000,000. All this, however, is at the moment in the planning and development stage.

For the present, Guild will be operated as a wholly owned subsidiary of J-T, but gradually, as disposition is made of present platters, probabilities are that the Guild label will be dropped and the whole works merged into the Musiccraft picture, which also operates as a Jefferson-Travis wholly owned subd.

Boni Fox Out

Boni Fox, prexy of Guild, has resigned that post and tho he will work with the new owners until they get their Guild bearings, he will eventually bow out altogether and devote himself to other interests outside the music-disk biz. Felt's idea re the Guild staff is to maintain it intact and attempt to fit it into the Musiccraft picture. Jimmy Rich, artist-rep head for Guild, for instance, will work with or under Oliver Sabin and Albert Marx, Musiccraft talent-tune toppers.

Talent-wise, neither Guild nor Musiccraft shape up too hefty. Musiccraft signed Artie Shaw about a month ago and Shaw has already cut his first batch (See *Jefferson-Travis Buys* on page 20)

Sauce Material

NEW YORK, Jan. 19.—Double-talk or double-entendre seems to be the issue in the case of Redd Evans's *Frim Fram Sauce*.

A Broadway columnist said that up in Harlem, hepsters recognized the wordage as having a smutty meaning, so CBS banned the tune from its air.

Evans claims not only is there no double-entendre in his tune's lyrics, but there isn't even any single-entendre.

Tunesmith-pub says he doesn't know what frim fram sauce means and will pay 5G's to anyone who can tell him . . . which may prove difficult since he authored the words.

Diskers Pop Gee-Whiz Deals

Hot Grab Afoot For Wax Pacts

It could sizzle, fizzle but no whiskers now growing on diskers in dash for first

NEW YORK, Jan. 19.—With diskeries, big, small and in-between, making more deals than an all-night solitaire player (see *Jefferson-Travis-Guild* and *ARA* stories in this section), the talent scramble is really beginning to hit a peak.

Jerry Wald, Buddy Morrow and Frank Parker were just three attractions who signed disk pacts this week, the last named two going to Chicago's Mercury Records (see full Mercury story in this section), and the former contracting with Sonora, another Chi waxery. Wald deal is for a year with an option for another 12 months and each set-up about the same.

RCA-Victor, in dropping Artie Shaw, Tony Pastor and Hal McIntyre recently, announced that it was tightening its attraction roster. This week it signed

Tucker's Own

NEW YORK, Jan. 19.—Tommy Tucker, whose ork is current at the Terrace Room in the Hotel New Yorker here, is being hit by wartime and peacetime problems simultaneously.

Just a week prior to the New Yorker opening night (14), Uncle Sam drafted Tucker's trumpeter Gordon Alders into the army, and due to still-scarce materials, plant shut-downs and other peacetime headaches, Tucker's extra-curricular enterprises (a new auto jack, an electrical appliance store in Asbury Park, N. J., and a new frankfurter and bean concoction, the Tuckeroll) have been stymied.

three properties. Only one of these, The Satisfiers (quartet that works the Perry Como-Chesterfield show and did *Dig You Later* with Como for Victor, can be considered in the pop category. Others, Greta Keller, semi-longhair chanteuse, and the Red Allen-J. C. Higginbotham Sextet, hot jazz combo, can hardly be considered pop artists. Altho Victor (See *DISKERS SPRING* on page 22)

BMI Pubs Contracts Being Checked; \$48 Points Also Eyed

NEW YORK, Jan. 19.—Flock of BMI affiliated pubs contracts are expiring and the radio-controlled licensing agency is up to its ears checking on activities of such pubs. It is understood that there will be a heavy pruning. Point system, at \$48 per, is likely to be changed too, soon as present survey indicates progress or lack of progress made.

Billie Holliday Tops Segall Concert in Philly Feb. 13

PHILADELPHIA, Jan. 19.—Jazz continues to find favor with local music fans who put up the heavy prices demanded at the Academy of Music. Billie Holliday makes her local concert debut under Nat Segall's aegis as the headliner at the all-star jazz affair scheduled for the Academy February 13.

Drummer Dave Tough, the Al Casey Trio, Don Byas and Red Rodney are already signed to take part in the new Segall session.

Kalcheim on Prowl for WM Ork Aids --- Watch Band Pacts

NEW YORK, Jan. 19.—William Morris agency band department upheaval, first tabbed in *The Billboard* (January 12 issue), is due to cause band and booking circle repercussions in at least two respects, according to informed trade sources. The office's band department manpower is concededly seriously depleted, with ork boss Willard Alexander going out to set up his own personal management business, and Billy Shaw, one-nighter (and occasional location) booker, moving over to Moe Gale as a one-third partner February 1. New band head, Nat Kalcheim, has put out feelers for several experienced bookers and has actually propositioned a few. Names are being withheld by *The Billboard* for the moment to avoid snafuing any potential closings.

With the limited number of veteran bookers around and with WM in a position where they've got to get at least a couple of them, bidding is likely to be lively, both on the part of WM and in many cases, the rival booking offices for which certain hot-shot peddlers are now working.

Music Corporation of America, General Artists' Corporation, Frederick Bros.' Associated Booking Corporation and other offices are not expected to sit still to having any of their key men snatched from them.

What With Top Bands?

Second WM point on which trade speculation is rife is the question of what's going to happen with top bands with whom Morris now has booking contracts. List includes Duke Ellington, Vaughn Monroe, Count Basie, Hal McIntyre, Jimmie Lunceford and Billy Eckstine.

In all cases, of course, contracts are contracts, but bands in certain circumstances have in the past managed to buy out of pacts and snare releases in other ways. Fast round-up of way trade wisies are talking about WM bands runs something like this:

Ellington, personal managed by Cress Courtney, who's still with WM, looks solid for WM; Monroe and Basie, former personal managed by Jack Marshard, later by Milt Ebbins, are both in Alexander's vest pocket and eventual disposition on them will be up to Alexander. At the moment they stay under Morris booking contracts; Lunceford and Eckstine are both sold on Billy Shaw and with Shaw moving to Gale, long noted as among foremost builders of Negro attractions, there is a possibility that eventually these two properties will move to Shaw-Gale set-up.

In Lunceford's case, Personal Manager Harold Oxley will have a strong voice. George Moffet, personal manager for Hal McIntyre, went on record to say that as far as he and Mac were concerned, the Morris office had always treated them more than fairly and that they would definitely remain affiliated with it.

One trade rumor has it that the rea-

son for Moffet-McIntyre attitude, among others, is that WM put up plenty dough to buy heavy hunk of Cosmo Records so that McIntyre would be assured of substantial record production with subsequent opportunity to build to new heights in the coming year. No confirmation of this from any authoritative source, however.

At any rate, there's a lot of moola in commissions represented in bands discussed, and all agencies are expected to take their best hold to grab what they can. WM is expected to hold on with everything they've got, and they've got plenty.

Meantime Courtney and Bill Burnham, of the band department, insist there's no change as far as they're concerned. Both left for Chicago yesterday (18) afternoon midst great hush-hush.

Jurgens Ork Back; Sets Future Plans

CHICAGO, Jan. 19.—Dick Jurgens, the batoneer who deserted ork ranks two years ago to serve with the Marine Corps, is readying for a discharge soon and will be back fronting his ork within 60 days.

Jurgens, now in Chi making plans for his return to the music biz, served as an ork leader and emcee during the majority of his marine stint.

Present plans call for Jurgens to front a crew, which will be a bit different from the one he fronted prior to taking up the marine green. Outfit will have five saxes, four brass, three rhythm, plus three fiddles and a viola. New hitch is the string section, which will make the band a sweeter crew than the one he led before his service stay. Vocalists are being currently auditioned.

Ork will again be booked by MCA. Several top spots have informed the MCA Chi office that they are ready to put up top dough to snare an early engagement from Jurgens, who built a big rep via radio and records with his ork.

Pic Tunes Outsell Stage Ditties 3-1

NEW YORK, Jan. 19.—Another tip-off, according to music men, on comparative plug power of top Broadway musical and click film musical, is the sales tally on tunes from scores of *Oklahoma*, Theater Guild legit, and *State Fair*, 20th Century-Fox pic.

Both scores were written by Oscar Hammerstein II and Dick Rodgers and generally have the same type of appeal. However, on the sales of sheet music so far, *That's for Me* and *It Might as Well Be Spring* (State Fair pieces), have outsold *Oh, What a Beautiful Morning*; *People Will Say We're In Love* and *Oklahoma* (all from the legit) three to one.

Louis Jordan, Berle Adams Contract New Movie Deal

CHICAGO, Jan. 19.—Encouraged by the spirited response their first effort at independent flicker production achieved, Louis Jordan and his personal manager, Berle Adams, have expanded from the 19-minute short to a full 55-minute feature pic for their second venture.

Motion pic, entitled *Beware*, has an all-Negro cast of approximately 100, with the five principals, plus Jordan, being chosen from among the stars of legit production currently on the Stem. Flicker was made in conjunction with Astor Pictures, firm which handled distribution for Adams and Jordan's first flicker, *Caldonia*, and will do the same for *Beware*. Musical background is by Jordan's Tympany Five. Bud Pollard wrote and produced the feature pic.

Because the first short proved such an excellent promotion gimmick for tunes, two of which, *Caldonia* and *Buzz Me*, have reached hit proportions, Jordan and Adams have inserted seven ditties from the catalog of their own firm, Preview Music, a BMI affiliate. Tunes are: *Beware*, *Brother*, *Beware*; *Old-Fashioned Passion*; *Next Bus, Please*; *Don't Worry 'Bout Dat Mule*, *How Long Do I Wait for You?*, *In the Land of the Buffalo Nickel* and *Salt Pork*, W. Va.

One Pump Duet

DETROIT, Jan. 19.—An impromptu accordion duet on a single instrument was teamed up at a private party the other day, when Herman Ziehl, accordionist, fell and sprained his wrist as he came into the room to play the date. Result was, he couldn't manipulate the fingers on his right hand.

Not to be outsmarted by a mere accident, one of the fems volunteered to play melody for Ziehl, while he worked the bellows and played accompaniment with his good left hand. Result satisfied the guests and he collected for the date.

Prima, Herman Runs For Casino Gardens; Name Policy Stays

SANTA MONICA, Calif., Jan. 19.—Dick Gabbe, who recently stepped in as manager of the Casino Gardens for Tommy and Jimmy Dorsey when the brothers bought out Larry Finley's third interest in the spot, has made it known that the Louis Prima and Woody Herman contracts to play the dancery this summer definitely remain in effect despite Finley's exiting. Finley originally handled the Herman and Prima booking details. Name band policy at Casino Gardens continues thru this winter with Jan Savitt probably following Charlie Barnet, currently featured. Boyd Raeburn may also come in. Savitt recently played the Palladium. Both Dorseys will play usual summer runs.

Gabbe adds that no particular booking alliance or block booking has been set with Finley for bands to play Casino Gardens for a specified time and then Finley's Mission Beach Ballroom, San Diego, Calif. Altho this might frequently happen as a matter of course, Gabbe also stated it was untrue that the Dorsey's bought out Finley in order to take over fully and then sell to other interests.

Al Sack Gets B-W Post

HOLLYWOOD, Jan. 19.—Al Sack, musical director for the *Beulah* and *Maisie* shows over CBS, has been named musical director for Black and White Records. Paul Reiner, company prexy, said here this week. Sack just cut an eight-side album of instrumental, *Velvet Moods*, for the label with his own ork. Album skedded for release late this month.

FREDDY MARTIN

"Symphony" on Disk and Covers

MOST pop bands get their following by doing lots of traveling. Freddy Martin has reversed the process by getting a good spot and staying put. The spot: The Coconut Grove, Ambassador Hotel, Los Angeles.

Having found a good thing, Martin added an extra and found himself a radio seg on which he could stay put. The seg: *The Jack Carson Show*. Then he went and proved that a disk following can be developed by staying in one spot and being heard on one major air commercial, with a lot of waxes culminating in *Symphony* on a Victor disk.

Freddy has been pulling 'em into the Grove for a long time, but last year saw him play a symphony in covers—hitting the cash register for over \$300,000 in covers alone. This, 'tis claimed, is an all-time, all-time record for gathering in the charges.

And it didn't come the easy way, altho Guy Lombardo gave him a lift along the path that leads to biz in the band business. Guy taught him the sax after Freddy had tried to sell an instrument, and Guy got him his first spot, the Music Box. Helping him hit the current jackpot are his vocalists, Artie Wayne, Clyde Rogers, Glenn Hughes and Gene Conklin.

Music Corporation of America books him—and there you have Freddy Martin.

He started life as an orphan, so there's an extra bow to the player of sweet music—sweet tune-twisting with a little hot stuff.

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S-E-N-S-A-T-I-O-N
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"SEE SEE RIDER"

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MY SCRIPT. I'M REALLY
"HOME AGAIN" AND THAT
DOUBLE OF YOURS IS
BIG BIG TIME!



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HAL MCINTYRE

AND HIS ORCHESTRA

on a "silver" platter

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WITH

PATIENCE AND FORTITUDE

It Swings!

AND

THERE'S NO ONE BUT YOU

It Sings!

BOTH VOCALS BY FRANKIE LESTER AND QUARTET

cosmo RECORD No. 471

*It's A "Silver" Platter
Both Sides Are Hits!
"PATIENCE" your next No. 1
Novelty Hit Parade!
"THERE'S NO ONE" another
"There I've Paid It
Again"*

ON SALE NEXT WEEK

PLEASE!

Hal has been featuring both numbers on every one of his numerous radio programs from the Hotel Commodore, New York.

Pre-release orders have already reached hit proportions.

Please spot these numbers where they will be most beneficial to you immediately!

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Los Angeles, Calif.

Garden State Distributing Co.
790 Broad Street
Newark, New Jersey

Fredrick Lee Co.
325 Second Ave., South
Minneapolis, Minn.

James H. Martin, Inc.
1407 Diversey Blvd.
Chicago 14, Illinois

Scott-Crosse Co.
1423 Spring Garden St.
Philadelphia, Pa.

E. C. Wenger Company
1450 Harrison Street
Oakland 12, California

Apollo Records Dist. Co.
615 Tenth Ave.
New York City

Associated Distributing Co.
Tabor Building
Denver, Colorado

Interstate Music Suppliers
236 West 55th Street
New York City 19, N. Y.

Legum Distributing Co.
108 Light Street
Baltimore 2, Md.

Rowlett Distributing Co.
1010 Congress Avenue
Austin 21, Texas

Stephenson Film Co.
816 Gray Avenue
Houston, Texas

Herb E. Zobrist Co.
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**HURRY!
HURRY!
HURRY!**



It's the biggest attraction on the coin machine circuit today... the platter that is producing the profits... from the rock-bound coast of Maine to the sun-kissed shores of California! The listeners are throwing in their nickels with both hands, for the biggest disc draw since the coin machine was a pup! **HURRY! HURRY! HURRY!** Get it while it's hot... and brethren, it is **HOT!**

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Reciprocal License Deal Set**

(Continued from page 15)

Stalin dittles in all of the British Empire except Canada. Boosey is head of British Performance Rights Society.

Tho it's not yet six months since the Japs tossed in the sponge, some trade leaders here are a little surprised by the heavy amount of current international activity. Reasons for fast action, however, are twofold. In the case of Russia, England, France and to some extent the Latin-American countries propaganda, rather than moola (tho dough, of course, is an important factor) is the spur. These nations, always extremely propaganda conscious, have accelerated their efforts to sell the rest of the world on their policies and are convinced music is one potent means of doing so. Tho it's difficult to trace the intricate web of connections, there is little doubt that in some cases, government support, either financial or otherwise, is tossed behind foreign pubs international hook-up attempts.

\$-Minded Yanks Want More

In the case of American publishers, money, of course, is the motivating force, —or to be more specific, dissatisfaction with the amount of dough they've been getting for foreign rights and usage of their material. Trade points out that the annual take for performances for all American publishers combined (about 150 of them) from England has been somewhere around smallish \$150,000, and from South America, in the neighborhood of paltry \$15,000 to \$20,000. When this is stacked up against the fact that a single organization here, Robbins-Felst-Miller, for example, collects better than a quarter million dollar bundle from ASCAP, the Yank gripe is plain. There is some hope that thru the reciprocal performance collections agreements, worked out by Herman Finkelstein and John Payne, of ASCAP, with foreign countries, particularly South America, on their recent trip, the take from overseas will assume more respectable proportions.

See Tightening of Copyrights

Latin American countries, of course, have always been noted for "public domain" treatment of tunes, as well as practically all other copyrighted material. There are, however, some evidences that even in the below-the-border nations, the tendency is toward a tightening up of protection for copyright owners. In Mexico City, for instance, swiping a tune or playing it without paying, has just been made a penal offense, and only recently the first sentence on such a charge was passed. One Isidor Lopez Ortiz was tossed in the clink on charges of selling a tune *Palabras de Amor* (*Words of Love*) without authorization. Tunes in Mex capital are protected by registry with the ministry of public education which adds up to somewhat the same thing as copyrighting here.

Representation deals are, of course, okay with America pubs, tho they are making concerted independent efforts to get foreign rights advances up and beyond what they were before the war. And according to some trade toppers, they are going to get them up or not sell them at all. On selling English rights, for instance, Yank music firms can only take 50 per cent of whatever they sell the rights for, out of the country, and when that's cut up with the writers, they maintain there's very little left for the amount of dough they spend making a tune. Most publishers, however, believe that the English firms looking up for rep rights will upsie with heavily expanded advances.

Brit Set-Ups Conservative

When it comes to English firms setting up their own new organizations here, there's a difference of opinion on the part of U. S. sharps-and-flatters. Some say they plain don't like the idea, others that they feel sorry for the English pubs that try it. They point to the case of Reg Connelly and Irwin Dash, who set up Irwin Dash Company here, pre-war (it's still operating), and lost a pile of pounds doing so.

Reason these scoffers say the Brits won't make it here, is the difference in basic operation of an American music house and an Albion one. Here professional staffs cost heavy dough. A medium-sized firm like Barton, for instance, has a pluggier nut of some \$2,000 per week; a larger one, like Leeds, a contact staff pay roll of about 4G; a smaller outfit, like Vallant,

spends around \$1,000 weekly for its pro staff.

In England, the American pubs point out, even the most prosperous and successful firms are manned by the boss, one other guy and a gal. Reg Connelly, for instance, has Eddie Standring, and a highly efficient girl secretary and Connelly's operations are far-flung and eminently successful.

Wide Field in Payola Dept.

Payola prices, too, say U. S. music men (and not facetiously) are horses of different hues here and in England, too. Prices here for a solid plug run up to new Buicks and such, while in England, the deal is more or less fixed at the standard bite of 1 pounds, 5 shillings (roughly 10 American bucks). This comparison, as a matter of fact, goes right down to such fundamentals as office quarters. To use Campbell-Connelly as an illustration again, their offices at No. 10 Denmark Street in London, are comparable as to type of building furnishings, etc., to a pub like Cherio Music in the Strand Building here. This is in no sense derogatory, since English pubs just haven't found they need anything fancier.

As for U. S. musickers setting up firms in England and other countries, they realize that they are running into a situation with many problems that will prove all but insurmountable and in many cases actually impossible to beat. For one thing, money from English businesses cannot be taken out of the country. The American pubs with bucks to spare, however, don't worry too much about this point, since the primary objective is to build a catalog of English stuff and rep their own American published stuff themselves. Taking out the dough can come later.

Play Ball and Get Paper

In other countries there are additional aches to contend with. A good example is Argentine, run by Dictator Juan Peron. During the recent nationwide lockout in Buenos Aires, in protest against the national labor demand for increases and bonuses which industry considered excessive, the government managed to snatch all the paper coming into the country and gave it to the three Argentine newspapers which play ball with the regime. For Yank pubs who've faced paper problems here, the foregoing should be a comforting thought.

Some pubs feel that there is a possibility, tho considered remote, that the present efforts of the film industry to open up all kinds of foreign markets will eventually be reflected in more profitable hook-ups between American publishers (with film company affiliations) and various comparatively undeveloped foreign markets. Plan is afoot for Yank motion picture biggies to finance the remodeling and rebuilding of theaters in India. Exhibs owning these houses would then have to use (by agreement) a stipulated amount of American products.

Foreigners Seek Juke Boxes

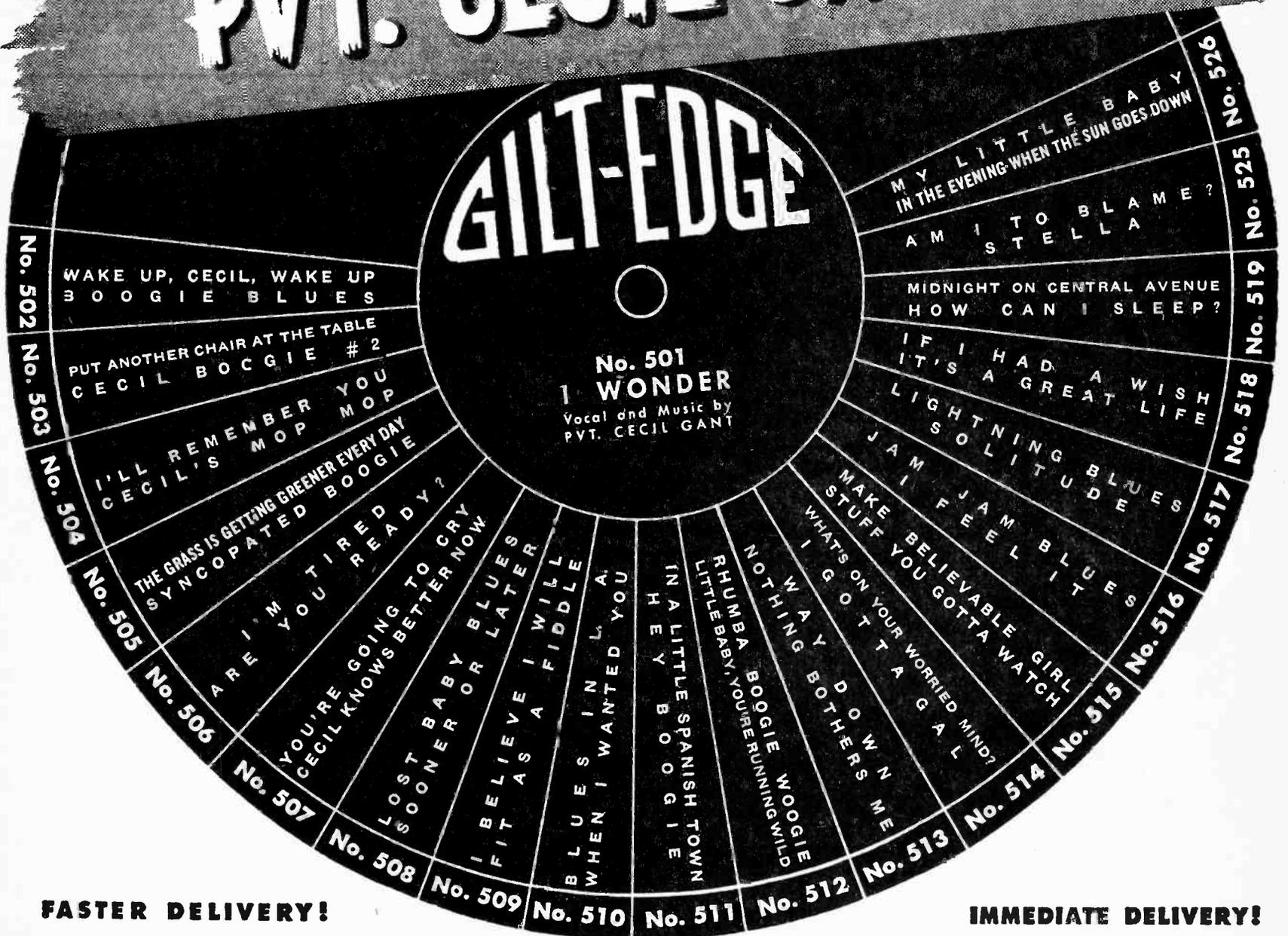
Efforts of foreign music men here, incidentally, are not at all restricted to publishing. At least five of the English and/or Latin American delegation have at one time or another confabbed with juke box manufacturers and distributors and tried to arrange for refurbishing of juke boxes to make them usable in their countries and to make arrangements to ship them over. Due to shortage of music boxes here, and because manufacturers have not yet been able to go into production on new machines, the foreign gents have met with little success in this direction to date.

While activity in international dickering has been considerable since war's end, both American and foreign music men maintain that the next six months will really see reciprocal and other deals taking shape. They're unanimous in predicting the greatest era of words-and-music trading the industry in any country has ever seen.

Decca's \$1,000,000 Loan

NEW YORK, Jan. 19.—Decca Records, blazing some pretty hot paths in the disk biz the past couple of years, this week borrowed a million bucks at 1 1/4 per cent interest from the Chase National Bank and the Midland Trust Company. Announced reason for taking the loan is "for additional working capital to finance increased inventories and accounts receivable."

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Jefferson-Travis Buys Guild Firm

(Continued from page 15)

of sides. Musicraft also has such label heavyweights as Phil Brito, Phil Moore, etc., but Guild has no really top name to peddle. Re attractions, too, however, Felt promises big doings in "the next couple of months." (J-T-Musicraft-Guild combo is just another plattery partaking in the rapidly developing talent scramble—see other story in this section.)

Jefferson-Travis outfit started as manufacturers of two-way radio communications equipment, owns the Fonda Tape Recorder and the Union Aircraft Products Corporation, which during the war made rockets for the navy. Next music biz plan on the program at J-T, according to Felt, is a publishing house, tho this is still in the think stage.

Biz Playing Repeat On Old 2-Cent Bite

(Continued from page 15)

of them feel it is just that they should get it. At the moment they are watching developments in the contract negotiations between the Songwriters' Protective Association and the Music Publishers' Protective Association. SPA-MPPA contract expired December 31 and negotiations are progressing. As was pointed out in *The Billboard* some time ago, the writers are expected to demand that they get 1-cent per side royalty on waxing of their disks, and if the pubs are "forced" to accept this, the waxeries will have to pay 2 cents per side so that the pub can give the writer his single copper on the 50-50 split.

Platter makers, meantime, have been organizing publishing companies and quietly building catalogs. Decca and Columbia have music pub firms, Victor has been mulling it for some time and many of the indie diskers have firms or are contemplating setting them up. Belief of most trade sources is, however, that the total number of tunes in catalogs of all firms owned by the waxers wouldn't be

Smart Guy Smarts

NEW YORK, Jan. 19.—Not long ago a guy got himself some air time and let it be known that he wanted to be paid for performing plug ditties. A smart publisher said: "I'll send you a check," and went into six kinds of joy-fits when the performer said, "Send the check around." The pub thought he could use the canceled check as evidence that the guy was on the take.

When the check came back canceled the publisher set forth for the street, where he planned to peddle the glad news. First guy he met pointed out that the check was evidence that the publisher indulges in payola. He convinced the publisher that the nearest sewer was the place for the check. It all happened within the last month. It has happened before, too.

sufficient to carry them for any length of time if all major pubs refused to let them press except at the 2-cent rate.

Fearful much more by the bigger publishers is the fact that the smaller pubs (particularly the BMI smallies) would leap into the breach and toss anything and everything at the diskers at the 1½-cent rate, and maybe even less. Concededly it wouldn't be the kind of stuff controlled by the biggies, but neither was the stuff the nets were airing thru the ASCAP-BMI battle. All present indications, however, point to no open battle between pubs and diskeries for some time. Situation will likely continue to simmer, with occasional muscle-flexing by the pub biggies as in the Starr and Dreyfus cases.

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Music---As Written

NEW YORK:

Stan Kenton's ork, heading eastward via one-nighters, goes into Frank Dailey's Meadowbrook at Cedar Grove, N. J., February 5 for three weeks with a series of Eastern theater dates to follow. Kenton also cut an audition disk for a summer replacement radio show this week that's making the rounds of potential sponsors. Show would emanate from Hollywood. Mel Torme and Bob Levinson scripted and King Cole Trio is part of package. . . . Louis Prima starts a six-weeker at the 400 Club February 6. Month of one-nighters follows, then four-week stint at the Strand Theater, New York, in mid-April at a reported figure of \$12,500 per.

Lionel Hampton will have his own diskery going by spring. Firm name will be Hamptone. Since the vibie expert is under a Decca contract for services of his big band, he will cut only hot jazz and blues disks with small combos from within the band for his own label, particularly groups headed by Arnett Cobbs and Herbie Fields. Fields now skedded to remain with the band for another year after deal guaranteeing special billing and featured spot wherever the band plays.

J. C. Heard, featured skin-beater in Benny Morton's band at Cafe Society Downtown, will take over the stand with his own sextet February 12. . . . Decca will have a special release of *Show Boat* music. As soon as the play reopened, Decca snared it. Album will be followed shortly by a Crosby single record of *Old Man River*. . . . Vincent Shallow has been put in charge of publicity and advertising for Carl Fischer, Inc. . . . Jo Ann Barton, ex-Sol Tepper secretary, now with Cosmo Records assisting Herb Hendler. . . . WNEW aired Sunday (20) special musical testimonial broadcast to Edward B. Marks, featuring songs he wrote and pubbed. . . . Phil Brito heading a package show with Randy Brooks ork and Dead End Kids into the Adams, Newark, N. J., February 7. Set by Irving Romm.

According to Victor sales figures, Vaughn Monroe's "Let It Snow" is bigger than his "There, I've Said It Again."

CHICAGO:

Jack Carlton has left to take over a Gotham post with ABC, with Sylvan Spiro taking the job as Chi rep for ABC. . . . Hughie Keough, who was let out when Stanwood music folded last week, has become plugger for Mutual music. . . . Thelma Carpenter, the Eddy Cantor air-show thrush, just cut *Seems Like Old Times* and *A Jug of Wine* for Majestic Label in New York, with former BG arranger, Eddie Sauter, in charge of studio ork. . . . Lew Marvin, formerly rumba ork leader at Chez Paree, has received his discharge from the service and will form a society ork under the aegis of Sherman-Parker agency.

Betty Samson, formerly with Hollywood studio music departments, is new secretary to Bob Weems, GAC Chi chief. . . . Milt Krasny in for the AFM conclave. . . .

Trudy Marsh, former Buddy Franklin chirp, is soloing at the New Horizon Room, Hotel Continental. . . . Art Jarrett reportedly out of navy and set to re-form his ork. . . . Bobby Byrne is ready for some of that heavy sugar from college dates, with the University of Virginia prom set for February 1 and the Georgia Tech prom February 9.

Jimmy Dorsey plays Tunetown Ballroom, St. Louis, March 19-25. . . . Woody Herman's Wildroot air commercial (7 p.m., ABC, CST) changing from Saturday to Friday. . . . Glen Gray opens at the Lookout House, Covington, Ky., February 27, for three weeks. . . . Jerry Wald goes into the Hotel New Yorker, New York, March 25, for 12 weeks. . . . The Blackhawk has picked up Chuck Foster's option. . . . Roy Eldridge's new big band and Dorothy Donegan set as a package by Frederick Bros. into the Regal March 4.

HOLLYWOOD:

Bernie Burns, former band leader, joins Frank Foster's new booking set-up. Foster is looking for office space here. . . . Station KMPC hit the commercial music jackpot when they secured Ted Steele as music director of the station. He comes from New York as director of the "Chesterfield Supper Club" and other Coast-to-Coast shows. . . . Dave Shelley left here to manager Jimmy Dorsey.

Tommy Rockwell, GAC head, going east again. . . . Earl Vollmer, of the Palladium, to Cincinnati for a stay. . . . Milt Krasny in Chicago representing all agencies at AFM exec board meeting. Before he joined GAC in New York and more recently here, he headed Cleveland local AFM.

Guy Cherney, who has only been heard in night clubs heretofore, scored so well on ABC's "Showcase" program that he returned to guestar and probably will be spotted in entire series. . . . Lou McGarity, jazz trombonist, rejoins Benny Goodman after stay in service. . . . Billy Butterfield, trumpeter, may go with Goodman if plans for his own band don't materialize shortly. . . . Jack Egan in town conferring with Alvino Rey and will go on road with band. . . . Art Tatum at the Trocadero for two-week stay.

Corky Corcoran, ace tenor sax from Harry James band, taking his vacation in home town of Tacoma, Wash. While other James sidemen are spotted on Vine Street dally. . . . James (Deacon) Ware quit night club circuit as emcee to front band. . . . Bob McMahon out of the air force and with Dorsey Bros.' Embassy Music pub. . . . Don Raye, the songwriter, collaborating with Matty Malneck on a couple of tunes. . . . Bob Mohr's work shifted to Meadowbrook from Aragon. . . . Jackson Gavney with Freddy Martin as secretary and manager.

The Captivate-Airs, headed by Ralph Wolf, have just finished recording a batch of sides with singer Bonnie Baker for the Memo Label. Group is one of the better salaried outfits in these parts and recording deal is expected to attract interest in group for tour of the East. Frederick Brothers are going over spots here and back East. Outfit came here from Middle West some time ago.

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Raeburn Appeals To Petrillo in Battle With WM

HOLLYWOOD, Jan. 19.—Boyd Raeburn's knocked down and dragged out battle with his bookers, the William Morris agency, has come to a head with Raeburn's appeal to Jimmy Petrillo, AFM head, for a decision on his pulling out from the agency. Raeburn's band has remained idle for an extended period of time due to said lack of satisfactory bookings and accordingly Raeburn probably will get his out via the AFM ruling calling for cancellation of a booking contract if a band remains unbooked for a set period of time. Meanwhile debt Raeburn took on with agency will have to be settled at least to some degree before he can actually tie up with another booking firm. Understood Petrillo has written the Morris office and is awaiting a reply.

When Raeburn found that the local William Morris office ran dry of bookings recently for his band, he accepted three weeks of bookings from the local Frederick Bros. office. Understood Morris bookers here then claimed these outside bookings of Raeburn's band hurt their prestige in the biz. Raeburn is working a couple of Saturday dates at the Civic Auditorium, Long Beach, Calif., for the Morris office. Band also continues to record for Jewel records and standard radio transcriptions.

Wolpin Picks Contacters

NEW YORK, Jan. 19.—Eddy Wolpin, professional manager of the Bourne companies, has set three new contact men with the firms. Martin Fisher (ex-Bregman-Vocco-Conn) starts at Bourne, New York; Jack Carlton (ex-Capitol songs, Chi) goes to work for Mickey Glass at ABC, and Sylvan Spira (just out of the army and pre-war Famous-Paramount, Chi) joins the Chicago staff of ABC.

Memphis Cracks Down on Brawls

NEW YORK, Jan. 19.—In line with *The Billboard* story (January 12) stating that towns throught the country were starting to crack down on dance hall brawls and killings, a report received from Memphis last week revealed that "check your knife with your hat" has become the plea of dancery ops. Pitch was started when Police Commissioner Joe Boyle announced that: "Any disturbances, cuttings, shootings or even just old-fashioned slugfests will not be tolerated and that the least semblance of disorder at any of the ballrooms will be enough to padlock them for good."

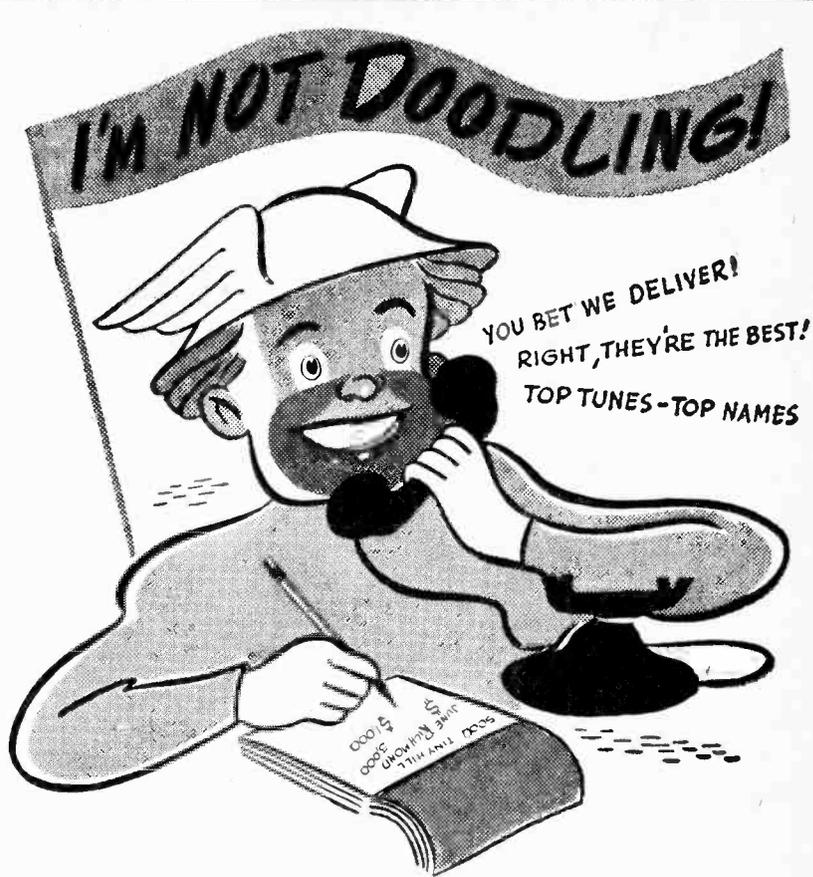
James Inks Powell; Combo Eying East

CULVER CITY, Calif., Jan. 19.—Ginny Powell, canary, formerly with Gene Krupa, Charlie Barnet and most recently with Boyd Raeburn, debuts with the Harry James band when it opens at the Meadowbrook here February 7. She replaces Anita Boyer, who replaced Kitty Kallen, now singing in theaters.

The James band may work its way east this spring or summer despite rumors that James prefers staying here. A tentative sked calls for James to play the Sherman Hotel, Chicago; 400 Club, New York; Steel Pier, Atlantic City, after the coming six-week stretch at the Meadowbrook. James will probably take to the road for a series of one-nighters thru Texas. Picture he is set to do for 20th Century-Fox has been moved up and contemplated Eastern engagements depend on when he goes to work at the studio.

Frolic Drops "Drunkard"

MIAMI, Jan. 19.—Frolic Club, former home of name bands, which changed policy to offer the old-timer, *The Drunkard*, for a while, has reverted to former program. Ballroom now offers a free gate and features Tommy Nunez ork.



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"You Taught Me To
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Ork Leaders To Face Lack Of Dough Pay

Ops Against Leaders

CHICAGO, Jan. 19.—There'll be some changes made, perhaps not right away but within the next year for certain about the heavy guarantees being asked by name ork leaders for one-nighters in the Midwest territory, a survey of Midwest ballroom ops revealed this week. Boys who pay off when the name batoners want to play the heavy pay-off one-night circuit feel that maestros in many cases are asking too much and they feel that within the next six months there's going to be a big dent in the inflationary dollars being poured into amusement, especially into the terpery biz.

Wedge that the ops are readying to use against the big guarantees wanted by the names are the increasing number of territory orks, which are playing all over the circuit. While names like Lee Williams, Guy Deleo, Don Shaw, Carl Bean, Al Menke, Tiny Little and Lynn Kerns don't mean much to a West Coast or East Coast dance audience, they spell a \$400 to \$600 gross for certain whenever they play a Midwest ballroom in a fairly good sized town or in a thickly populated rural area. Ops aver that with more and more of these territorial faves coming back into the territory and reorganizing because sidemen are becoming more available, they can do a good biz in their dancieries by playing more frequent dates. While they won't make as much from single dates, as if they worked in the big names by playing the territory orks continuously, they're certain of showing a figure well into the black when the year is over.

Terp ops figure, too, that when they play a territory ork they bring in an 11-piece ork at a straight \$250 guarantee, which means that they have to lure only 500 dancers in at 65 cents to clear their ork expense for the date after federal tax has been exacted.

Ops Against Leaders

When ops play a big name, like T. Dorsey, Sammy Kaye, Vaughn Monroe, Woody Herman, J. Dorsey or Gene Krupa, they're taking a definite gamble by guaranteeing a sum anywhere from \$1,800 to \$4,000, which means that they'll have to up ducat sales from 65 cents to \$1.50 or \$2 and still will have to pack in 2,500 dancers to make the nut. Ops who run ballrooms in the smaller Midwest towns find it plenty tough peddling pasteboards at \$1.50 or \$2 a copy because the average small-town dancer isn't accustomed to the higher tariff as is the big town amusement seeker.

It's the opinion of the Midwest dancery op generally that the day of the heavy spender on entertainment is just about over. Plenty of the boys have already felt the sting of the unemployment caused by reconversion, and the strikes in some areas have cut in considerably on the dancing dollars. As is the Midwest habit, the dancery ops are on the conservative side and as a result are just about fed up with putting big dough on the block for a name. While bookers and band leaders argue that ballrooms need an occasional name to add luster to the terpery's prestige and bring new dancers into the spot, ops answer that prior to the war, territory orks, which rove the area continually during the year did a plenty satisfactory job of bringing new customers in and old customers back for more, because they not only fronted their bands as musical directors, but took pains to make friends with the regular customers, who, in turn brought their buddies back with them the next time the ork played because of the congenial personality of the leaders.

Here's the Story

Plenty of names, ops say, have put on a pretty disinterested performance when playing the smaller Midwest ballrooms, refusing to answer requests and pretty much acting the prima donna's during their one-night stays. Orks have come in without the full personnel, uniforms very untidy, and often times band vocalists, who have received plenty of billing (See Ork Leaders Dough Pay, opp. page)

**THIS WILL KEEP
YOUR JUKE BOX
JUMPING!**



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"THE PARROT"**

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THE GOLDEN ECHO QUARTET

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Rainbows"

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Cohen, O'Shea Head ASCAP's New East, West Division Deal

LOS ANGELES, Jan. 19.—ASCAP has reorganized its method of operation and personal contact by casting aside the various sectional divisions and placing the country into two sections, with an Eastern wing to be headed by I. T. Cohen, out of Atlanta, and a Western section, headed by Larry O'Shea, former district manager of the Hollywood Office. New arrangement went into effect January 21. Chicago is the dividing line between the new east and west operation with everything west of Chicago, including the Hawaiian Islands, under O'Shea.

Main motive behind the consolidation move, according to ASCAP spokesman, is for greater efficiency and personalized service to radio stations as well as music outlets.

O'Shea's and Cohen's Western and Eastern field activities will come under the scrutiny of the New York ASCAP office with John Payne, manager, and Herman Greensburg and Dick Murray assistant managers. Greenberg came to the Coast to complete deal with O'Shea.

A new manager for the ASCAP Hollywood office still has to be chosen, with someone from the East expected to take over. Leland Harris has moved into the concert department of ASCAP's Hollywood office, and Bill Armstrong will handle special cases and problems.

ORK LEADERS \$\$ PAY

(Continued from opposite page)

and are responsible for plenty of the draw, fail to make any pay at all. One Iowa op reported that a name ork leader almost precipitated a brawl at his spot last year when instead of asking payees politely to stop sitting on the edge of the bandstand he merely had the manager and band boy push them off.

Owner said it was his last date on this leader, as he had ruined his rep with the regular customers of the ballroom.

Ops unanimously felt that there must be some drop in market price guarantees for names, because it's getting more difficult to milk the dancing public for the higher priced admissions and unemployment and strikes are cutting down on attendance. Ops feel that with more and more names cutting thru the territory, they'll have to meet the price drop so that ballroom ops don't have to take such a big chance when they play the names.

SAMMY KAYE

Records a Sure Hit in
a Unique Manner



I DIDN'T MEAN A WORD I SAID

Lyric by Harold Adamson

Music by Jimmy McHugh

Featured in the 20th Century-Fox picture DO YOU LOVE ME

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No. 20-1795

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A NEW STAR
ON THE
HORIZON!

WESLEY TUTTLE

Exclusively on Capitol Records

TOO LITTLE, TOO LATE
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For indoor use only.

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"WON'T YOU BE MY SWEETHEART!"

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PART 1—The Billboard

HONOR ROLL OF HITS

(TRADEMARK)

THE NATION'S 15 TOP TUNES

1. SYMPHONY
2. I CAN'T BEGIN TO TELL YOU
3. LET IT SNOW! LET IT SNOW! LET IT SNOW!
4. IT MIGHT AS WELL BE SPRING
5. WAITIN' FOR THE TRAIN TO COME IN
6. AREN'T YOU GLAD YOU'RE YOU?
7. SOME SUNDAY MORNING
8. IT'S BEEN A LONG, LONG TIME
9. DOCTOR, LAWYER, INDIAN CHIEF
10. I'M ALWAYS CHASING RAINBOWS
11. CHICKERY CHICK
12. JUST A LITTLE FOND AFFECTION
13. DIG YOU LATER (A HUBBA-HUBBA-HUBBA)
14. THAT'S FOR ME
15. COME TO BABY, DO

The nation's 15 top tunes, THE HONOR ROLL OF HITS, is determined by a scientific tabulation of various degrees of each song's popularity as measured by survey features of The Billboard's Music Popularity Chart. The title "HONOR ROLL OF HITS" and the listing of the hits have been copyrighted by The Billboard. No use of either may be made without The Billboard's consent.

First we brought you
DICK THOMAS' sensational
"SIOUX CITY SUE"



Now it's

HONESTLY

Lyrics by MAX SPICKOL Music by JOHNNY FORTIS

Recorded by DICK THOMAS
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The

MILLS BROTHERS



WILL BE JAMMIN' THE JUKEBOX WITH

DON'T BE A BABY, BABY

Backed with

NEVER MAKE A PROMISE IN VAIN

DECCA (18751)

ORDER TODAY!

Management — GENERAL ARTISTS CORPORATION

ENGLAND'S TOP TWENTY

Weeks to date	POSITION Last Week	POSITION This Week	SONG	ENGLISH	AMERICAN
3	2	1	CRUISING DOWN THE RIVER	Cinephonic	*
5	1	2	IT'S BEEN A LONG, LONG TIME	Bradbury Wood	Morris
12	4	3	UNDER THE WILLOW TREE	Mac Melodies	*
14	3	4	I'M IN LOVE WITH TWO SWEETHEARTS	Irwin Dash	Music Makers
6	8	5	I'LL CLOSE MY EYES	World Wide	*
12	5	6	I HOPE TO DIE IF I TOLD A LIE	Campbell Connelly	Advanced
6	10	7	OUT OF THE NIGHT	Southern	*
14	6	8	THE GYPSY	Peter Maurice	*
3	11	9	IT'S A GRAND NIGHT FOR SINGING	Chappell	Williamson Music, Inc.
2	20	10	(DID YOU EVER GET THAT FEELING IN THE MOONLIGHT?)	Francis Day	Paul-Pioneer
14	7	11	BELL-BOTTOM TROUSERS	Campbell Connelly	Santly-Joy
8	15	12	LET'S KEEP IT THAT WAY	Noel Gay	*
2	13	13	TWO CAN DREAM AS CHEAPLY AS ONE	Campbell Connelly	*
2	16	14	THE MOMENT I SAW YOU	Peter Maurice	*
12	12	15	SYMPHONY	Chappell	Chappell
1	—	16	KENTUCKY	Campbell Connelly	*
2	18	17	ROSE OF SANTA LUCIA	Feldman	*
11	17	18	CAROLINA	Irwin Dash	*
5	19	19	SOON IT WILL BE SUNDAY	Lawrence Wright	*
14	9	20	THERE! I'VE SAID IT AGAIN	Campbell Connelly	Valiant

*Publisher not available as The Billboard goes to press.

PLAY STATUS OF FILMS WITH LEADING SONGS

Tunes listed alphabetically are in films currently showing or to be shown soon. Only tunes which have won a position in one or more of the other features of the

Chart are listed, since many film-featured tunes never reach any degree of popularity, and many others are never even published.

AREN'T YOU GLAD YOU'RE YOU? (Burke-Van Heusen). Sung by Bing Crosby in Rainbow Productions' "The Bells of St. Mary's." National release date—December, 1945.

AS LONG AS I LIVE (Witmark), in Warner Bros.' "Saratoga Trunk." National release date—January 26, 1946.

DIG YOU LATER (A HUBBA-HUBBA-HUBBA) (Robbins), sung by Perry Como in 20th Century-Fox's "Doll Face." National release date not set.

DOCTOR, LAWYER, INDIAN CHIEF (Burke-Van Heusen), sung by Betty Hutton in Paramount's "Stork Club." National release date—December 28, 1945.

GIVE ME THE SIMPLE LIFE (Triangle), in 20th Century-Fox's "Give Me the Simple Life."

I CAN'T BEGIN TO TELL YOU (Bregman-Vocco-Conn), in 20th Century-Fox's "The Dolly Sisters." National release date—November, 1945.

IF I HAD A DOZEN HEARTS (Paramount), sung by Betty Hutton in Paramount's "The Stork Club." National release date—December 28, 1945.

I'LL BUY THAT DREAM (Burke-Van Heusen), sung by Anne Jeffreys in RKO's "Sing Your Way Home." National release date not set.

I'M ALWAYS CHASING RAINBOWS (Miller), in 20th Century-Fox's "The Dolly Sisters." National release date—November, 1945.

IT MIGHT AS WELL BE SPRING (Williamson), in 20th Century-Fox's "State Fair." National release date—October, 1945.

IT'S ONLY A PAPER MOON (Harms, Inc.) in Warner Brothers' "Too Young To Know." National release date—December 1, 1945.

(Continued on page 86)

Music Popularity Chart Week Ending Jan. 18, 1946

RADIO

SONGS WITH GREATEST RADIO AUDIENCES

(Beginning Friday, January 11, 8 a.m., and ending Friday, 8 a.m., January 18)

Tunes listed have the greatest audiences on programs heard on network stations in New York, Chicago and Los Angeles. List is based upon John G. Peatman's Audience Coverage Index. The index is projected upon radio logs made available to Peatman's ACI by the Accurate Reporting Service in New York, Radio Checking Service in Chicago, Radio Checking Service in Los Angeles. Listed are the top 30 (more in the case of ties) tunes alphabetically. The total times the song has appeared among the top 30 in the Peatman survey to date will be indicated in the chart under the "Weeks to Date" column, but only those making their appearance in the list on or after November 29 are tabbed. Other tunes have been on Peatman before but this information is not available. The music checked is preponderately (over 60 per cent) alive. (F) Indicates tune is from a film; (M) indicates tune is from a legitimate musical; (R) indicates tune is available on records. In each instance, the licensing agency controlling performance rights on the tune is indicated.

Wks. to date	TITLE	PUBLISHER	LIC. BY
7	Aren't You Glad You're You? (F) (R)	Burke-Van Heusen	ASCAP
6	As Long As I Live (F) (R)	Witmark	ASCAP
1	Atlanta, G A (R)	Stevens	BMI
	Chickery Chick (R)	Santly-Joy	ASCAP
	Come to Baby, Do (R)	Leeds	ASCAP
	Dearest Darling (R)	Advanced	ASCAP
1	Dig You Later (A Hubba-Hubba-Hubba) (F) (R)	Robbins	ASCAP
1	Everybody Knew But Me (R)	Berlin	ASCAP
	I Can't Begin To Tell You (F) (R)	Bregman-Vocco-Conn	ASCAP
2	I Can't Believe That You're in Love With Me (R)	Mills	ASCAP
4	If I Had a Dozen Hearts (F) (R)	Paramount	ASCAP
	If I Loved You (M) (R)	T. B. Harms	ASCAP
7	I'm Always Chasing Rainbows (F) (R)	Miller	ASCAP
	In the Middle of May (R)	Crawford	ASCAP
	It Might As Well Be Spring (F) (R)	Williamson	ASCAP
	It's Been a Long, Long Time (R)	Morris	ASCAP
	It's Only a Paper Moon (F) (R)	Harms, Inc.	ASCAP
	Just a Little Fond Affection (F) (R)	Shapiro-Bernstein	ASCAP
7	Let It Snow! Let It Snow! Let It Snow! (R)	Morris	ASCAP
1	Love Me (F) (R)	Famous	ASCAP
6	Slowly (F) (R)	Rudy Vallee	BMI
	Some Sunday Morning (F) (R)	Harms, Inc.	ASCAP
	Symphony (R)	Chappell	ASCAP
	(Did You Ever Get) That Feeling in the Moonlight? (R)	Paul-Pioneer	ASCAP
	That's For Me (F) (R)	Williamson	ASCAP
4	The Bells of St. Mary's (F) (R)	T. B. Harms	ASCAP
2	Wait and See (F) (R)	Feist	ASCAP
	Waitin' for the Train to Come In (R)	Martin Block	BMI
	Walkin' With My Honey (R)	Republic	BMI
	You're Nobody Till Somebody Loves You (R)	Southern	ASCAP

RECORDS MOST-PLAYED ON THE AIR

Records listed here in numerical order are those played over the greatest number of record shows. List is based on reports received by The Billboard from disk jockeys throughout the country. Unless indicated in this chart, other available records of tunes listed here will be found in Most-Played Juke Box Records chart. (F) Indicates tune is from a film; (M) indicates tune is from a legit musical.

Weeks to date	POSITION	TITLE	LIC. BY
4	1	LET IT SNOW! LET IT SNOW! LET IT SNOW!	Vaughn Monroe
7	4	2. DOCTOR, LAWYER, INDIAN CHIEF (F)	Betty Hutton
8	2	3. SYMPHONY	Freddy Martin
8	5	4. I CAN'T BEGIN TO TELL YOU (F)	Bing Crosby-Carmen Cavallaro
8	3	5. SYMPHONY	Benny Goodman
7	6	6. DIG YOU LATER (A HUBBA-HUBBA-HUBBA) (F)	Perry Como
4	7	7. SYMPHONY	Jo Stafford
2	8	8. SYMPHONY	Bing Crosby
7	9	8. I CAN'T BEGIN TO TELL YOU (F)	Harry James
4	10	8. AREN'T YOU GLAD YOU'RE YOU? (F)	Bing Crosby
1	9	9. PERSONALITY (F)	Johnny Mercer
11	10	9. IT MIGHT AS WELL BE SPRING (F)	Dick Haymes
15	11	9. IT'S BEEN A LONG, LONG TIME	Bing Crosby-Les Paul Trio
1	10	10. OH! WHAT IT SEEMED TO BE	Frankie Carle
5	12	11. I CAN'T BEGIN TO TELL YOU (F)	Sammy Kaye
1	11	11. THE MOMENT I MET YOU	Tommy Dorsey
1	12	12. JIVIN' JOE JACKSON	Count Basie
1	12	12. I'M IN THE MOOD FOR LOVE	Billy Eckstine
1	12	12. ARE THESE REALLY MINE?	Vaughn Monroe-The Norton Sisters
15	8	12. CHICKERY CHICK	Sammy Kaye
1	12	12. ARTISTRY JUMPS	Stan Kenton

Coming Up

YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU	Russ Morgan	Decca 18724
YOU WON'T BE SATISFIED (UNTIL YOU BREAK MY HEART)	Les Brown (Doris Day)	Columbia 36884
ONE MORE DREAM (AND SHE'S MINE)	Johnnie Johnston (The Satisfiers)	Lloyd Shaffer Ork
		Capitol 228



CASH IN WITH

STAN KENTON

'I Been Down In Texas'

ON

Gene Howard, Ray Wetzel, Stan Kenton and his Orchestra
Vocalists: June Christy, Stan Kenton

A new rhythmic novelty tune... with that 'Tampico' touch! Featuring Stan's first vocal for Capitol Records. Backed by...

'Shoo Fly Pie

(AND APPLE PAN DOWDY)

Stan Kenton and his Orchestra
Vocal: June Christy

CAP. 235*

ROPE IN THE NICKELS

WESLEY TUTTLE

with and his TEXAS STARS

'Detour'

A swingy Western Juke Hit from Capitol! plus...

'I Wish I Had Never Met Sunshine'

*50c plus tax

A PAIR OF CLICKS FOR '46 on Capitol-quality records!

Capitol RECORDS

FROM HOLLYWOOD

Sunset and Vine

RCA VICTOR

New Releases

DUKE ELLINGTON

and his Famous Orchestra

THE WONDER OF YOU

Vocal by Joya Sherrill



I'M JUST A LUCKY SO-AND-SO

Vocal by Al Hibbler

RCA VICTOR 20-1799

ARTIE SHAW

and his Gramercy Five

Hop, Skip and Jump Mysterioso

RCA VICTOR 20-1800

New International Hits!

GRETA KELLER

with Victor Continental Orchestra

Lili Marlene

(DAS LATERNENLIED)

Das Alte Lied-Walzer-Lied

RCA VICTOR 25-4004

STEPHANO LOMBARDI

with Victor Continental Orchestra

Mamma—Fox Trot

Maria—Tango

RCA VICTOR 25-7001



PART 2—The Billboard

RETAIL SALES AND

BEST-SELLING SHEET MUSIC

Tunes listed are the national best sheet music sellers. List is based on reports received from more than 20 jobbers in all sections of the country. Songs are listed according to greatest number of sales. (F) Indicates tune is in a film; (M) indicates tune is in legit musical; (R) indicates tune is available on records.

Weeks to date	POSITION		
	Last Week	This Week	
6	1	7.	SYMPHONY (R) Chappell
11	2	2.	I CAN'T BEGIN TO TELL YOU (F) (R) .. Bregman-Vocco-Conn
3	3	3.	LET IT SNOW! LET IT SNOW! LET IT SNOW! (R) .. Morris
13	8	4.	IT MIGHT AS WELL BE SPRING (F) (R) .. Williamson
9	7	5.	WAITIN' FOR THE TRAIN TO COME IN (R) .. Martin Block
12	4	6.	CHICKERY CHICK (R) Santly-Joy
4	5	7.	SOME SUNDAY MORNING (F) (R) Harms, Inc.
15	6	8.	IT'S BEEN A LONG, LONG TIME (R) Morris
—	—	9.	AREN'T YOU GLAD YOU'RE YOU (F) (R) .. Burke-Van Heusen
3	9	10.	I'M ALWAYS CHASING RAINBOWS (F) (R) Miller

BEST-SELLING POPULAR RETAIL RECORDS

Records listed are those selling best in the nation's retail record stores (dealers). List is based on reports received from more than 700 dealers in all sections of the country. Records are listed numerically according to greatest sales. (F) Indicates tune is in a film; (M) indicates tune is in a legit musical. The B side of each record is listed in *italics*.

Weeks to date	POSITION		
	Last Week	This Week	
5	3	1.	LET IT SNOW! LET IT SNOW! LET IT SNOW! Vaughn Monroe...Victor 20-1759 <i>When the Sandman Rides Again</i>
7	2	2.	SYMPHONY Freddy Martin.....Victor 20-1747 <i>In the Middle of May</i>
10	1	3.	I CAN'T BEGIN TO TELL YOU (F) Decca 23457 <i>I Can't Believe That You're in Love With Me</i>
3	5	4.	SYMPHONY Bing Crosby.....Decca 18735 <i>Beautiful Love</i>
6	6	5.	DOCTOR, LAWYER, INDIAN CHIEF (F) Betty Hutton.....Capitol 220 <i>I'm Just a Square in a Social Circle (F)</i>
3	4	6.	SYMPHONY Jo Stafford.....Capitol 227 <i>Day by Day</i>
2	7	7.	SYMPHONY Benny Goodman Columbia 36874 <i>My Guy's Come Back</i>

(Continued on page 86)

BEST-SELLING POPULAR RECORD ALBUMS

Albums listed are those selling best in the nation's retail record stores (dealers). List is based on reports received from more than 200 dealers in all sections of the country. Albums are listed numerically according to greatest sales.

Weeks to date	POSITION		
	Last Week	This Week	
15	1	1.	On the Moonbeam Vaughn MonroeVictor P-142
30	2	2.	Glenn Miller Glenn Miller and OrkVictor P-148
1	—	3.	Polonaise Album Earl Wrightson-Rose Inghram-Mary Martha Briney and Chorus (Al Goodman Ork)Victor P-145
4	3	4.	Nutcracker Suite (Tchaikowsky) Spike Jones and His City SlickersVictor P-143
7	5	4.	Cugat's Rhumba Xavier CugatColumbia C-110

BEST-SELLING RECORDS BY CLASSICAL ARTISTS

Records listed are those classical and semi-classical records selling best in the nation's retail record stores (dealers). List is based on reports received from more than 350 dealers in all sections of the country. Records are listed according to greatest sales.

Weeks to date	POSITION		
	Last Week	This Week	
31	1	1.	Chopin's Polonaise Jose IturbiVictor 11-8848
10	3	2.	Warsaw Concerto Sanroma Boston PopsVictor 11-8863
17	2	3.	Clair De Lune Jose IturbiVictor 11-8851
38	5	4.	Warsaw Concerto Wallenstein, Los Angeles Philharmonic OrkDecca 29150
23	4	5.	Warsaw Concerto Mathieson, London SymphonyColumbia 7490-M

BEST-SELLING RECORD ALBUMS BY CLASSICAL ARTISTS

Albums listed are those classical and semi-classical albums selling best in the nation's retail record stores (dealers). List is based on reports received from more than 200 dealers in all sections of the country. Albums are listed according to greatest sales.

Weeks to date	POSITION		
	Last Week	This Week	
27	1	1.	Rhapsody in Blue Oscar Levant, Philadelphia Ork, Eugene Ormandy, ConductorColumbia X-251
37	2	2.	Music to Remember (From the Life of Chopin) Jose IturbiVictor SP-4
29	—	3.	Rhapsody in Blue Sanroma (Piano) Boston PopsVictor DM-358
1	—	4.	Bolero (Ravel) Andre Kostelanetz (The Robin Hood Dell Ork).....Columbia MX-257
6	3	5.	Tchaikowsky Nutcracker Suite Stokowski, Philadelphia OrkVictor M-265
4	—	5.	Tchaikowsky Nutcracker Suite Ormandy, Philadelphia OrkVictor M-915

Music Popularity Chart Week Ending Jan. 17, 1946

JUKE BOX PLAYS

MOST-PLAYED JUKE BOX RECORDS

Records listed are those receiving the greatest play in the nation's juke boxes. List is based on more than 500 reports received direct from operators in all sections of the country. Listed under the title of each of the most played records are other available recordings of the same tune.

Weeks to date	POSITION Last Week	POSITION This Week	Record	Label
10	1	1	I CAN'T BEGIN TO TELL YOU (F) —Bing Crosby-Carmen Cavallaro (Andy Russell, Capitol 221; Harry James, Columbia 36867; Sammy Kaye, Victor 20-1720)	Decca 23457
3	7	2	LET IT SNOW! LET IT SNOW! LET IT SNOW! —Vaughn Monroe (Vaughn Monroe-The Norton Sisters)... (Connie Boswell-Russ Morgan, Decca 18741; Danny O'Neil, Majestic 7162)	Victor 20-1750
7	2	3	SYMPHONY —Freddy Martin (Clyde Rogers)... (Marlene Dietrich, Decca 23456; Benny Goodman, Columbia 36874; Jo Stafford, Capitol 227; Danny O'Neil, Majestic 7162; Guy Lombardo, Decca 18737; Bing Crosby, Decca 18635; Phil Moore Four, Musicraft 15048; Harry Cool, Signature 15007)	Victor 20-1747
6	6	4	DOCTOR, LAWYER, INDIAN CHIEF (F) —Betty Hutton (Paul Weston Ork).....	Capitol 220
3	10	5	SYMPHONY —Bing Crosby (Victor Young Ork).....	Decca 18735 (See No. 3)
11	10	6	WAITIN' FOR THE TRAIN TO COME IN —Peggy Lee.... (Harry James, Columbia 36867; Louis Prima, Majestic 7156; Johnny Long-Dick Robertson, Decca 18718; Celestine Stewart and the Charmers, Hub 3006; Monica Lewis, Signature 15010)	Capitol 218
7	4	7	IT MIGHT AS WELL BE SPRING (F) —Sammy Kaye.... (Dick Haymes-Victor Young Ork, Decca 18706; Paul Weston-Margaret Whiting, Capitol 214; Ray Noble, Columbia 36893)	Victor 20-1750
3	10	8	SYMPHONY —Benny Goodman (Liza Morrow).....	Columbia 36874 (See No. 3)
4	8	8	I CAN'T BEGIN TO TELL YOU (F) —Harry James (Ruth Haag).....	Columbia 36867 (See No. 1)
7	5	8	DIG YOU LATER (A HUBBA-HUBBA-HUBBA) (F) —Perry Como (The Satisfiers-Russ Case Ork).....	Victor 20-1750
15	9	9	IT'S BEEN A LONG, LONG TIME —Bing Crosby-Les Paul Trio..... (Bing Crosby-Les Paul Trio, Decca 18708; Stan Kenton, Capitol 219; Charlie Spivak, Victor 20-1721; Phil Brito, Musicraft 15040; The Five De Marco Sisters, Majestic 7157)	Decca 18708
13	3	10	CHICKERY CHICK —Sammy Kaye (Nancy Norman-Billy Williams-The Kaye Choir)..... (George Olsen, Majestic 7155; Gene Krupa, Columbia 36877; Evelyn Knight-The Jesters, Decca 18725)	Victor 20-1726
2	13	11	SYMPHONY —Guy Lombardo.....	Decca 18737 (See No. 3)
9	12	11	WAITIN' FOR THE TRAIN TO COME IN —Harry James (Kitty Kallen).....	Columbia 36867 (See No. 6)
2	13	12	SOME SUNDAY MORNING (F) —Dick Haymes-Helen Forrest (Victor Young Ork)..... (Hal McIntyre, Victor 20-1711; Louis Prima, Majestic 7163; Kate Smith, Columbia 36839)	Decca 23434
8	11	12	WAITIN' FOR THE TRAIN TO COME IN —Johnny Long-Dick Robertson.....	Decca 18718 (See No. 6)
7	10	12	IT MIGHT AS WELL BE SPRING (F) —Dick Haymes (Victor Young Ork).....	Decca 18706 (See No. 7)
14	8	12	IT'S BEEN A LONG, LONG TIME —Harry James (Kitty Kallen).....	Columbia 36838 (See No. 9)
1	—	13	PERSONALITY (F) —Johnny Mercer.....	Capitol 230
2	—	14	SYMPHONY —Jo Stafford.....	Capitol 227 (See No. 3)

MOST-PLAYED JUKE BOX FOLK RECORDS

Records listed are folk records most played in juke boxes. List is based on more than 500 reports received direct from operators all over the country.

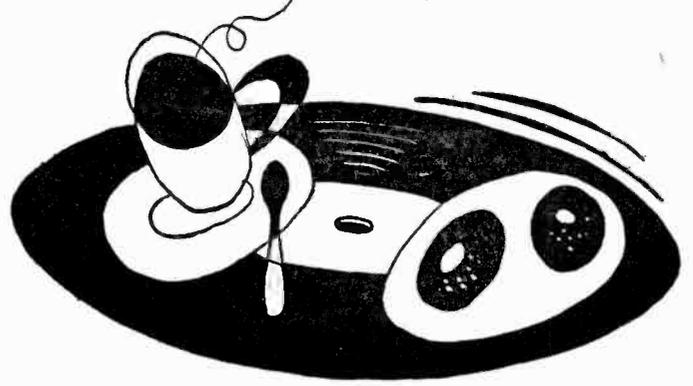
Weeks to date	POSITION Last Week	POSITION This Week	Record	Label
14	3	1	SIoux CITY SUE	Dick Thomas.....National 5010
11	3	2	IT'S BEEN SO LONG, DARLING	Ernest Tubb.....Decca 6112
11	2	2	SILVER DEW ON THE BLUE GRASS TONIGHT	Bob Wills.....Columbia 36841
1	—	3	SIoux CITY SUE	Tiny Hill.....Mercury 2024
1	—	3	SOMEDAY (YOU'LL WANT ME TO WANT YOU)	Hoosier Hot Shots-Sally Foster.....Decca 18738
1	—	3	SOMEDAY	Elton Britt.....Bluebird 33-0521

MOST-PLAYED JUKE BOX RACE RECORDS

Records listed are race-type disks most played in the nation's juke boxes. List is based on more than 500 reports received direct from operators all over the country.

Weeks to date	POSITION Last Week	POSITION This Week	Record	Label
3	1	1	BUZZ ME	Louis Jordan.....Decca 18734
1	—	2	BUZZ ME	Ella Mae Morse.....Capitol 226
1	—	2	DON'T WORRY 'BOUT THAT MULE	Louis Jordan.....Decca 18734
7	—	3	BEULAH'S BOOGIE	Lionel Hampton.....Decca 18719
1	—	3	A SITTING AND A ROCKIN'	Delta Rhythm Boys.....Decca 18739

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- 2014 "HEARTACHES"
- 2014 "YOU DON'T CARE WHAT HAPPENS TO ME"

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PART 3—The Billboard

ADVANCE RECORD

ADVANCE RECORD RELEASES

Records listed are generally approximately two weeks in advance of actual release date. List is based on information supplied in advance by record companies. Only records of those manufacturers voluntarily supplying information are listed.

- AIR MAIL SPECIAL Georgie Auld Ork Musicraft 15043
- ALL YOU GOTTA DO IS SNAP YOUR FINGERS Nancy Norman Guild 150
- AMERICA'S FAVORITE SONGS ALBUM Bess Lomax, mandolin; Pete Seeger, banjo; Butch Hawes, guitar; Tom Glazer, guitar Disc (Asch) 607
- Buffalo Gals Disc (Asch) 6073
- Careless Love (Bess Lomax) Disc (Asch) 6073
- Casey Jones (Pete Seeger) Disc (Asch) 6071
- Cowboy's Lament (Tom Glazer) Disc (Asch) 6072
- Down in the Valley Disc (Asch) 6071
- Go Tell Aunt Nancy Disc (Asch) 6072
- AND RUSSIA IS HER NAME Fred Waring (Walter Scheff) Decca 29191
- A PENNY FOR YOUR BLUES J. C. Higginbotham's Big Eight HRS 1013
- A PRETTY GIRL IS LIKE A MELODY Tony Martin Decca 18763
- AS LONG AS I LIVE Bailes Brothers Columbia 36932
- A WOMAN'S GOT A RIGHT TO CHANGE HER MIND Jimmy Jones's Big Eight HRS 1015
- BABY, WHAT YOU DO TO ME Harry James (Kitty Kallen) Columbia 36899
- BADINAGE Majestic Concert Ork. Majestic 1024
- BECAUSE Felix Knight (Russ Morgan Ork) Decca 23476
- BEETHOVEN: (1) LEONORE OVERTURE NO. 3, OP. 72-A; (2) PROMETHEUS OVERTURE, OP. 43 Arturo Toscanini (NBC Symphony Ork) Victor Showpiece No. 2 (Two 12" Records) Victor 11-9009
- BERLIOZ: THE ROMAN CARNIVAL, OVERTURE OP. 9 Serge Koussevitzky, Boston Symphony Ork (12") Victor 11-9008
- BERRY'S BLUES Emmett Berry Savoy 594
- BILL Frances Langford-Kenny Baker Decca 18765
- BLUE MOODS Illinois Jacquet Savoy 593
- BODY AND SOUL Four Chicks and Chuck Cosmo 465
- CAN'T HELP LOVIN' DAT MAN Frances Langford-Kenny Baker Decca 18765
- (1) CHOPIN NOCTURNE IN F SHARP, OP. 15 NO. 2; (2) RIMSKY-KORSAKOFF, FLIGHT OF THE BUMBLE-BEE (Arr. by Rachmaninoff); (3) LIADOFF, THE MUSIC BOX, OP. 32 Alexander Brailowsky, Piano (12") Victor 11-9009
- CHOPINIANA Dimitri Mitropoulos (Robin Hood Dell Ork of Philadelphia) Columbia Set M-MM-598
- COME TO BABY, DO Georgie Auld Ork (Lynne Stevens) Musicraft 15044
- CONCERTO (RACHMANINOFF) Al Goodman Ork (12") Victor 28-0404
- COTTON TAIL Bobby Sherwood Ork Capitol 231
- DAS ALTE LIED (THE OLD SONG) Greta Keller (Victor Continental Ork) Victor International 25-4004
- DAY BY DAY Bing Crosby (Mel Torme and His Mel-Tones) Decca 18746
- DEBUSSY, PRELUDES, BOOK 1 (1910). E. Robert Schmitz, piano (Seven Records) M or DM-1031
- (1) Danseuses de Delphes (Dancers of the Delphi); (2) Volles (Sails); (3) Le Vent Dans La Plaine (The Wind Thru the Plain); (4) Les Sons et les Parfums Tournent Dans L'Air du Soir (Sounds and Scents Revolve in the Evening Air); (5) Les Collines D'Anacapri (The Hills of Anacapri); (6) Des Pas sur la Neige (Footprints in the Snow); (7) Ce Qu'a Vule Vent de L'Quest (What the West Wind Saw); (8) La Fille Aux Cheveux de Lin (The Girl With the Flaxen Hair); (9) La Serenade Interrompue (The Interrupted Serenade); (10) La Cathedral Engloutie (The Engulfed Cathedral); (11) La Danse de Puck (The Dance of Puck); (12) Minstrels (1909—included as final side this album); (13) "Sur Le Nom de Haydn."
- DEPARTURE FROM DIXIE Jimmy Jones's Big Eight HRS 1015
- DETOUR Wesley Tuttle and His Texas Stars Capitol 233
- DON'T LET THAT MAN GET YOU DOWN Texas Ruby (Curly Fox and His Fox Hunters) Columbia 36901
- DON'T LIKE 'EM Pearl Bailey (Mitchell Ayres Ork) Columbia 36930
- DON'T YOU LIE TO ME Texas Ruby (Curly Fox and His Fox Hunters) Columbia 36901
- DUTCH TREAT J. C. Higginbotham's Big Eight HRS 1013
- EIGHT THIRTY BLUES Douglas Venable and His Bar-X Ranch Hands Western D-101V
- ELEVATOR WOMAN Sonny Boy Williamson Bluebird 34-0744
- EVERYTIME I GIVE MY HEART Nancy Norman Guild 150
- FUNNYBONE ALLEY CHILDREN'S ALBUM Alfred Kreymborg, narrator; Elie Siegmeister, piano Disc (Asch) 606
- Ballyhoo Lullaby (Margaret Tobias) Disc (Asch) 6062
- (1) Dreamy Kid (Margaret Tobias); (2) Shopkeepers (Robert Penn) Disc 6061
- (1) Mr. Clock; (2) Enter the Cat (Margaret Tobias) Disc 6063
- (1) The Funnybone Song (Tom Glazer); (2) Down the Street (Robert Penn) Disc 6061
- The Funnybone Zoo (Robert Penn) Disc 6062
- (1) The Junk Man; (2) The Friendly Song (Tom Glazer) Disc 6063
- GET AWAY, MR. SATAN, GET AWAY Coleman Brothers Decca 8673
- GHOST OF BARREL HOUSE JOE Four Chicks and Chuck Cosmo 465
- GRETCHANINOFF SONGS Maria Kurenko (Gretchaninoff, piano) (Three 12" Records) Victor M-862
- (1) Credo, (2) The Wounded Birch, (3) Snowflakes; (4) Oh, My Country; (5) Over the Steppe, (6) Dewdrops, (7) Declaration of Love, (8) Snowdrops; Al Doudo; Lullaby; (9) Two Russian Folk Songs: On the Mountains; I'll Go, I'll Go.
- HAYDN: MY MOTHER BIDS ME BIND MY HAIR Marion Anderson Victor 10-1199
- HAYDN: SHE NEVER TOLD HER LOVE Marion Anderson Victor 10-1199
- HERE COMES HEAVEN AGAIN Georgie Auld Ork (Lynne Stevens) Musicraft 15043

(Continued on page 84)

Music Popularity Chart

Week Ending
Jan. 17, 1946

DATA AND REVIEWS

RECORD POSSIBILITIES

In the opinion of The Billboard music staff, records listed below are most likely to achieve popularity as determined by entry into best selling, most played or most heard features of the Chart.

FULL MOON AND EMPTY ARMS Jack Leonard and Ork (Conducted by Paul Baron) Majestic 7165

Before he went in the army Leonard was rapidly developing a following. In the service he was well received everywhere he warbled. Based on that and the fact that he is to get a build-up, plus the tune penned by Buddy Kaye and Ted Mossman, writers of "Till the End of Time," this one could easily make the retail sales and juke play grades—if Majestic's presently limited production and distribution can turn out enough of the platter. Backing, "Welcome to My Greens," is also a good job.

WAVE TO ME, MY LADY Elton Britt Victor 20-1789

This one is a cinch, particularly for locations where folk tunes are in demand. The Frank Loesser tune is a natural and Britt sells it beautifully.

RECORD REVIEWS

By M. H. Orodener

Lightface portion of reviews is intended for information of all record and music users. Boldface portion is intended for guidance of juke box operators.

SAMMY KAYE (Victor)

I Didn't Mean a Word I Said—FT; V. Atlanta, GA.—FT; V.

"Didn't Mean," from the 20th Century-Fox film "Do You Love Me?", is a pretty enough ballad and Billy Williams's vocal is eminently listenable. But the swing and sway maestro does a recitation of the lyrics, with soft band background, midway thru the side which might have great appeal to his poetry fans, but little to anyone else. "Atlanta" is a spritely tune and Williams again comes thru with a nice tonsiling job. Band is the Kaye band and there's no reason why it shouldn't be as popular with these sides as ever, reviewers notwithstanding. Juke ops can forget about "Didn't Mean," unless they think their location patrons may go in for recitations. "Atlanta" is the better bet for the boxes.

DUKE ELLINGTON (Victor)

The Wonder of You—FT; V. *I'm Just a Lucky So and So*—FT; V.

Hoya Sherrill does the vocal on "Wonder" and the gal is good, tho a little strained at times. There's too much Sherrill and too little Ellington. Duke's fans want the Duke and the A side here doesn't give him to them. "Lucky So and So" is more like it, with the band getting a full play. Plenty of the Duke's piano and a song-selling job full of feeling by Al Hibbler. Ops will do a fair business wit heither of these sides, as plenty of locations go for those pashy fem-delivered vocals and plenty more go for Ellington on anything.

ARTIE SHAW AND HIS GRAMERCY FIVE (Victor)

Hop, Skip and Jump—W or FT; V. *Instrumental Mysteriosos*.

These are two of those Shaw originals which Victor agreed to release. Aside from the clarinet workout Shaw takes, and that, always good, neither of these sides will mean much to retailers unless they're in a neighborhood of Shaw fans. "Hop, Skip and Jump" does, but gets no where, while "Mysteriosos" sounds like mood music for one of the inner sanctum air shows. If Shaw has drawn the nickels for you recently put these in your boxes. If not, take vanilla.

SKIP FARRELL (Capitol)

I Wish I Could Tell You—FT; V. *You Can Cry on Somebody Else's Shoulder*—FT; V.

These two sides should boost Farrell another notch up that namedom ladder. "You Can Cry" is an easy-to-remember listenable tune and Farrell does it full justice. What really makes these (and Farrell ought to cherish the guy) is the lush backing of Frank Devo and his orchestra. Anywhere the Sinatra, Haymes, et al., platters get the nickels, this one will. Ops won't go wrong.

CONTINENTAL DANCE ORCHESTRA (Continental)

Because—W; V. *I'm Always Chasing Rainbows*—FT; V.

"Because" is far too beautiful a tune to have this happen to it. The Continental ork would be acceptable and salable, but Don Baker's vocal of it is bad. Baker has no breath control, his phrasing is atrocious. Totally impossible for a reviewer to offer constructive criticism. Fares little better on "Chasing," tho again the Continental ork would be okay. Ops can do better than this.

JACK LEONARD (Majestic)

Welcome to My Dreams—FT; V. *Full Moon and Empty Arms*—FT; V.

Leonard seems to be trying a little bit too hard or at least a little harder than he used to in the Tommy Dorsey days. Despite this, these are both good sides. "Welcome" is from "Road to Utopia," and "Full Moon" may be a successor to "Till the End of Time." Paul Baron does a capable conducting job, creating a warm, sweet ork mood for Leonard's piping. Ops can do very well with both of these sides, but "Full Moon," if it catches, should catch big.

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DOWN BEAT Jan 14
The Vibrato!
 Maestro Billy Eckstine, will be billed as "The Vibrato" as a result of the findings of a group of voice experts who declared that Eckstine has the widest vibrato of any of the current crop of popular male singers. Maestro Eckstine, originally known as the "Sepia Sinatra," finds his new tag spreading rapidly. Already one of his biggest Harlem fan clubs, formerly "The Girls Who Give In When Billy Gives Out," has been changed in name to "The Vibrato's Vibrators."

Mercury Signs Big Names in Expansion Move

CHICAGO, Jan. 19.—Mercury Records, local disk firm which began operation late last year (*The Billboard*, October 13), this week announced an expansion program into the field of nationally known artists, because, company reps say, the diskery has almost reached its normal peak production and will be able to come across for larger order of disks by its distributors and thus will be able to take care of demand for big name records. As was planned at the company's organization, the firm has now started to ink a number of nationally known artists because production, which was aimed toward 700,000 pancakes weekly from two plants, one in Chi and the other in St. Louis, is almost up to the contemplated peak, and Irving Green, head of the firm, added that now they are in a position to answer requests for the larger number of platters, which distributors will want for the more prominent artists.

Production Peak Does It

Prior to this week the label had been largely a race and folk artist waxer, with such artists as Tiny Hill, Rex Allen, Eddie Vinson's ork and June Richmond in its catalog. Because of restricted production, the firm had been inking mostly territorial favorites, whose following didn't demand the company's peak output. While no length of contracts for the new artists or any other info, such as number of disks guaranteed were disclosed, trade reports are that the firm will concentrate plenty of sides and promotion on the new artists, for they all will be in the class, which is being eagerly sought by other firms.

Plenty of Big Names

Frank Parker, prominent radio, stage and screen tenor, has signed with Mercury and is set for an album plus some single releases in the near future. Rex Stewart, the former Duke Ellington trumpeter who recently formed his own eight-piece combo, also signed a Mercury pact, as did Jack Palmer, who heads a jazz sextet, which just closed at the Hickory House, New York.

Biggest prize snared by the new firm is the up-and-coming ork of Buddy Morrow, the ex-name ork trombonist, who's creating plenty of favorable talk with his slide-horn work which is considered similar to Tommy Dorsey's. With talk intermittently coming up about Dorsey ready to leave the bandstand, acquisition of the young trombonist is a big plum, because it's well known how the public goes for smooth tramping on wax.

Berle Adams, the Chi personal manager, was this week appointed head of Mercury's talent selection department. Adams said that he is hot on the trail of several other names, who should be inked within the next week. He intimated that newcomers to the label soon would include a name girl vocalist, a name commercial crew, plus several other important acquisitions, who are just about ready to ink.

Miami Spot Inks Top Orks

CHICAGO, Jan. 19.—Flagler Gardens, Miami bistro and dancery, is currently undergoing an expansive renovation job prior to a return to a name ork policy. First of the name crews to play the spot will be Tony Pastor, who opens a week's stand February 3, followed by Sonny Dunham from February 10 to April 1. Johnny Long is tentatively set to follow. Ork bookings are being handled exclusively by Art Weems, chief of GAC's Gotham office.

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—WHOLESALE—

PHILO RECORDS, 70c

- Yonder Goes My Baby—Wynonie Harris
- Unlucky Woman Blues—Helen Humes
- When I've Been Drinking—Numa Lee Davis
- Baby, Don't You Cry—Charles Brown
- Confessin' the Blues—Jay McShann
- McShann's Boogie Blues—Jay McShann
- Blazer's Boogie—Three Blazers
- Hard-Working Man's Blues—Jay McShann
- Around the Clock Blues—Wynonie Harris
- Merry-Go-Round Blues—Crown Prince Charlie
- Bad Tale Boogie—Jay McShann
- Drifting Blues—Johnny Moore
- Be-Baba-Leba—Helen Humes
- He May Be Your Man—Helen Humes

GILT EDGE RECORDS, 65c

- And Now She's Gone (With the Wind)—Pee Wee Wiley
- Be Kind to Your Woman
- Ugly Woman Blues—Smokey Joe Whitfield
- Little Baby, You're Running Wild—Cecil Gant

GLOBE RECORDS, 65c

- See-See Rider—Georgia McCray
- Midnight Boogie
- Baby, Don't You Want To Co—Jimmy McCracklin
- Penny's Worth of Boogie—Russell Jacquet

RHYTHM RECORDS, 70c

- Rainy Day Blues—Jack McVea
- I'll Be True
- I've Had My Moments—Saunders King
- The Atom Leaps

EXCLUSIVE RECORDS, 65c

- Blues at Sunrise—Ivory Joe Hunter
- You Taught Me To Love
- I've Got a Right To Cry—Joe Liggins
- Got Your Love in My Heart—Herb Jeffries
- Miss Betty's Blues—Joe Liggins
- I Know My Love Is True—Joe Liggins
- Left a Good Deal in Mobile—Joe Liggins
- Please Believe Me—Frank Haywood
- Honeydripper—Joe Liggins

MODERN RECORDS, 65c

- I'm Drunk—Clarence Williams
- Play Boy Blues—Pearl Traylor
- Brooklyn Stomp—Happy Johnson
- Jelly Jelly (Vocal)—Jesse Perry
- Nightmare Boogie—Pearl Traylor
- Around the Clock—Pearl Traylor
- Swingin' the Boogie—Hadda Brooks
- Call It the Blues—Estelle Edison
- Jive I Like—Pearl Traylor

EXCELSIOR RECORDS, 65c

- Fla-Ga-La-Pa—Timmie Rogers
- Daddy-O—Timmie Rogers
- E-Bob-O-Le-Bob—Flennoy Trio
- Drop Another Nickel—Timmie Rogers
- That's the Wrong Gal, Brother—Flennoy Trio
- My Baby's Business—Jimmie Rushing
- Jimmie's Round the Clock Blues—Jimmie Rushing

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Wattsa Matter With Who, Is the Thing

CHICAGO, Jan. 19.—Cocktail entertainers are doing 50-50 job of satisfying their employers, a nationwide survey among lounge owners by *The Billboard* revealed this week. Boys who work on the back bars got a bit of a break, too, in the final reckoning, for ops who did not answer the portion of the questionnaire devoted to what they thought cocktail entertainers could do to prove more entertaining were counted as being satisfied with their entertainers. Only about 40 per cent of the ops who were satisfied actually penned in that fact, the remainder being blank returns.

Biggest fault that the ops muttered about was the scarcity of good material. Need for a wider set of musical arrangements was lamented by a number of owners, while plenty of others contended that entertainers weren't keeping pace with the flow of new music which payees bid for. Twenty per cent of the dissatisfied ops blamed all or part of their griping on lack of material.

Second in line among complaints was the lack of initiative among entertainers, with 18 per cent of ops voicing disapproval because units or singles didn't work hard or long enough. The owners, in many cases, said that units took too long an intermission and that they often lost enthusiasm early in the evening and just before closing time when crowds dropped off.

Appearance Poor

Poor appearance ranked third, with 17 per cent of the ops signifying that entertainers failed to dress neatly. Chief among appearance complaints was failure of performers to wear similar garb, many of them appearing in shoddy everyday suits instead of neat uniforms or suits. One op declared that the musikers can at least dress as well as some of the customers. In many units he found that not one of the group made as smart a figure on the stand as would his average payee. A few ops also moaned about the rusty look of the entertainers' instruments.

Sobriety and friendliness ranked equally, 15 per cent of the ops averring that they had found a lack of these qualities in a number of units. In the matter of friendliness with customers, ops didn't see eye-to-eye on whether entertainers should mix with customers. About 40 per cent of those who registered a voice in the friendship department said that they felt it was not good for musikers to mingle with patrons. Remainder said they wanted more min-

gling because they felt it built up trade. Fact that managers disagreed so sharply on the mingling aspect means that it probably would be a good idea for ops to inform their hirings on opening night as to what they want done.

Attitude Hit

Independent attitude of many back-bar boys was socked by 8 per cent of the ops, who said that they felt that entertainers were basing their performance and selection of numbers upon their own desires, rather than on the customers' demands. Owners urged that entertainers take some pains in discovering the likes of their clientele and discuss this matter with ops, who are pretty hep to what the payees go for.

Approximately 7½ of the response concerned: (1) More rehearsals by entertainers, and (2) improving personality. Ops correlated the need for rehearsal with the need for more material in quite a few instances. Plenty of owners reported that they had intended to keep units for long runs when they first started working at their lounges, but they found that when they had been there a month the unit quit rehearsing and didn't ad new material, so they closed them with two weeks' notice.

Five Chief Gripes

Gripes which received the attention of less than 5 per cent of the ops were: (1) Be punctual; (2) use better make-up; (3) be gentlemanly; (4) keep smiling, and (5) be better disciplined.

In most cases where ops answered the survey and noted that their entertainers weren't satisfying, the answer either stated plainly or carried a strong inference that entertainers were hurting business by not doing what they should be doing. Many ops said that customers had complained of the same factors on which they were being questioned.

Optimistic note found in the survey was the fact that 65 per cent of the ops stated that entertainers had shown willingness to comply with their requests for improvement in their work, while only 35 per cent said that entertainers had completely overlooked any suggestions made.

GAC Follows Trend, Signs Cocktail Act For Vaude Bookings

CHICAGO, Jan. 19.—Evidence that bookers are prepping for the anticipated swing by cocktail lounge ops to a vaude-type show for their establishments came from the local GAC office this week, where Joe Musse inked a management pact with Elana's Hawaiian Sophisticates, a sextet definitely more of a vaude attraction than a usual lounge combo. Musse stated that despite the fact that the new unit has all the requisites necessary for vaude and nitery work, they will remain in the cocktail talent stable because of the anticipated demand for such talent if and when the 20 per cent amusement tax is revoked.

Unit has three boys and three girls, all authentic Hawaiians. Outfit is heavy on flashy wardrobe, and all members play musical instruments. Beside a varied musical library, combo differs from usual cocktail entertainers, in that, together with their vocals and instrumentals, gals in the group step out front to do solo and precision dancing, and one boy does comedy tap.

Musse said that the office is looking for similar type talent. For cocktail lounge work, bookers are interested in a unit that cannot only make with the music but also do novelty and standard vaude-type work.

THE THREE BROTHERS (Lee and Scott, ex-army; Paul, ex-navy), after being discharged recently from service, are starting out again with a two-month engagement at Patio Cafe, Brooklyn. Trio play guitar, bass and accordion, as well as doing vocals and comedy.

OFF THE CUFF

East:

SIDNEY BECHET working at the Savoy Cafe, Boston. . . . BERNIE HELLER current at Doc's, Baltimore. . . . SLAM STEWART tries a week of vaude at the RKO-Boston January 31. . . . JOE SULLIVAN working at Eddie Condon's Village Place, New York. . . . PAT MONTE into the Maryland Club, Washington. . . . CLIFF CARTER current at the Log Cabin, Utica, N. Y. . . .

ERNIE McNEIR and His Music Makers into the Fireside Tavern, Denville, N. J., for 16 weeks. Fitzherbert is at the piano and Solovox.

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Chi Conclaves Showbiz Bonanza

Firemen Blow 4 Mil a Year

Convention biz a golden goose that should lay for some time

CHICAGO, Jan. 19.—Club-date bookers and acts are finding convention biz lucrative these days, with the Chi Convention Bureau reporting biz at a peak and that it will continue so for some time.

City's location makes it an excellent meeting site for Midwest and national confabs. Since lifting of the ODT ban early in October, bureau figures show that major conventions have averaged between 65 and 70 per month, with the figure expected to go up, as organizations have had a couple of months since the ban's revocation to plan what they'll do at a get-together.

Del Rhea, prexy of the Chi Bureau, said that his org has recently published a booklet which shows that \$60,000,000 is left in Chi annually by visiting firemen. Of this total, a study reveals, \$4,140,000 is spent for amusements, such as theaters, niteries and club-date bookings.

Because orgs haven't met during the wartime years, bookers report that entertainment chairmen of these groups are going all out in spending for available talent. One convention meeting recently not only hired the ballroom of a major hotel, but also decorated the whole room, and did a major production job in building a revue for delegates. When contacting bookers for talent, the boys who are skedding talent for convention parties, are first asking for the best in entertainers—price comes second, and there's very little argument, percenters here aver.

Club-date booking occasioned by increased convention biz has been a gold mine for acts, especially name and stand- (See CHI CONVENTIONS on page 38)

Biz Sock in Birmingham Since Wedding of Alcohol and Terps

BIRMINGHAM, Jan. 19.—Lifting of the ban on buying drinks and dancing in the same nitery, long prohibited in Alabama under a ruling by the State Alcoholic Beverage Control Board, has reopened a number of spots, brought out overflow crowds for week-end dances and encouraged a spree of bookings of visiting bands and flesh shows during the first two weeks of the new year.

The "no music and drinks" ruling stopped the dinner dances and name band bookings at Birmingham's swank Tutwiler Hotel Continental Room and the Thomas Jefferson Hotel Windsor Room, the latter having been turned over rent-free to a group of patriotic local women for an officers' open house during the war.

Windsor Room Capacity Reopened for the Christmas holidays,

the Windsor Room nightly (except Sunday) dinner and supper dances, with the Pennsylvania Embassy Boys ork as opener, is playing to capacity.

Overflow, with 1,500 capacity at \$5 head for New Year's Eve dance at Hollywood Country Club, with Pat Mann and ork and soloist Jerry Frazier, inaugurated a series of visiting band engagements, followed by Chordtones, with local ork playing in Cave Room and visiting band in main ballroom for nightly dinner dances.

Sammy Kaye and ork, booked for Municipal Auditorium dance, January 30 by Claude Ritter, will be followed by four other name bands.

Pickwick Club, Cascade Plunge and outlying night spots on various highways are turning away week-end crowds, with Pickwick Club drawing full houses with local ork on mid-week dances.

Iodice and Bruce Developing "Stable" Type of Operation For Emsees and Comics in Det.

Thirty Weeks and Real Dough If Customers Like

DETROIT, Jan. 19.—What is probably the country's largest solo stable of emsees and comedians is now owned by Peter J. Iodice and his associate, Howard Bruce, of the Amusement Booking Service here, with a roster that runs into the big-money field. Range of salaries, in fact, shows how acts of this class have been built up over the past three years from just fair-to-better single salaries of \$200, up to a high of \$3,000 per.

Motor City "stable" idea is not un-

known and, in fact, has resulted in development of a school of showmanship that has become known as "Detroit emsees"—a few nationally known comedians who have kept their finger on the pulse of what is happening, have christened the school. In fact, a few like Eppy Pearson have on tap a burlesque of the general style which they turn on when the occasion is ripe.

Style, while differing from one emsee (See IODICE AND BRUCE on page 38)

Ham and Eggers Go P. C. Abroad

Performers Cut Tyro Pieces

Regular old hat and newies just miss the grade so biz aches and aches

LONDON, Jan. 19.—Vaude-nitery picture throught Britain is a foreboding of more gloom to come unless the situation is suddenly hypoped by the introduction of foreign talent and better equity on currency exchange. Freak angle that has cropped up lately and looks like a near-major trend is conversion of many pre-war acts from that status to agents.

Most of the performers doing a quick switch from bow-taking to percentage are smallies, strictly the ham and egg type who know the booking and p. c. score from their own pit and pratt falls in the pre-war period. As one Londoner who is an authority in the club and vaude fields put it, "There are so many newcomers in the business that all the small acts are becoming agents in order to live on them." Claimed also that in the general scheme of things happening and about to become aggravated is a situation where when anyone books a Sunday night Masonic concert, for in- (See HAM 'N' EGGS on page 39)

Dummy Musician

CHICAGO, Jan. 14.—Leroy Benjamin, the mustached half of the Benjamin Brothers who make up the Leroy Brothers, marionette turn, is bringing a new twist into the manipulating biz with his latest dummy, a 48-inch stringed doll which will not only simulate all the actions of a xylophonist but which will actually strike the correct notes on a midget instrument with a pair of mallets. Benjamin got the idea for the tune-tapping puppet while working at the Oriental Theater here last year. He noted a midget-size xylophone in the pit and bought the tiny instrument from the house drummer. He's been working ever since, perfecting the marionette's movements and expects to break in the new bit soon.

He's also readying plans for the opening of his own marionette manufacturing plant, which will probably be located on the West Coast. He's been operating his own plant on a small scale in Chi for the past couple years, but sees a boom for use of marionettes, especially in schools, and is readying his machinery for wholesale output.

It's Headline Time In Miami as Cugat And Tucker Bow In

MIAMI, Jan. 19.—There were big doings on the Miami night club front this week with the opening of Sophie Tucker last night at the Latin Quarter, Jackie Heller at the Airliner and Xavier Cugat at the Colonial Inn Wednesday (16). Ned Schuyler's Beachcomber stands pat with his pair of headliners, Belle Baker and Jackie Miles, with no complaints on biz, while Murray Weinger's Copacabana is doing capacity with Joe E. Lewis.

Lush biz is not shared and complaints on this score are numerous. Victor's, on Coral Way, dropped the floorshow this week. Midwinter season finds some spots on the market, with plenty change in ops a prospect before the month ends.

Nicollet, Mpls., Remodels

MINNEAPOLIS, Jan. 19.—A \$225,000 rehabilitation program has been completed at the Hotel Nicollet, home of Minnesota Terrace, the start of a three-year improvement program, Neil R. Messick, vice-president and general manager, announced. One of the hotel spots rehabilitated was the ballroom on the mezzanine floor.

New 1,200-Seat Gives Buffalo Plus Night Life

BUFFALO, Jan. 19.—Buffalo night life has taken on new brilliance, and its activities promise to make this a better than ever talent center. Two new downtown spots, Town Casino and Chin's Pagoda, made their auspicious openings just in time to garner a whopping big New Year's Eve biz, and Town Casino especially is reported doing very fine.

Outstanding, even in comparison with the nation's big swank spots, is the new Town Casino, a giant de luxe layout with a capacity of 1,200. Owned and operated by the H. & H. Corporation, namely Harry Wallens and Harry Altman, well-known nitery entrepreneurs in this territory, spot was built from scratch on the downtown site where the Town Barn, their former venture, burnt to the ground about a year ago. Rube Bodenhorn, who did several Latin Quarter layouts, was the designer; Charles E. Speich was architect. Layout is strictly class, with predominating color scheme of turquoise and burnt orange for the julted-effect walls, modern white plaster decorative fixtures and trims in plume and Grecian leaf designs, special domed ceiling in main room and a multi-faceted plate glass ceiling in cocktail lounge. Most amazing is the fact that despite its size, nitery affords completely unim- (See 1,200-SEATER on page 38)

AFM Springs New Vaude Tax

CHICAGO, Jan. 19.—American Federation of Musicians (AFM) local this week came thru with a new rule that had various people saying the union boys made up the rules of the game to suit themselves as they went along. The case involved the Stan Kramer Marionettes, now appearing at the Palmer House, and found the union assessing a new type of "tax" for no apparent reason.

When Kramer was readying his act for the Palmer House, he was told by the union that since he used recorded music for his routine, he would have to hire a union stand-by (at about \$100 a week). That's nothing new, but what developed from there had the new twist.

Mrs. Kramer, Stan's mother, is a member of the AFM, San Francisco local, so she said she would do the record turning herself. If that happened, the union said, she would not be able to get in the act and manipulate one of the puppets as she usually does. This threw the act for a small loss and compelled the elimination of many of the routines—imitation of the Andrews Sisters, for example . . . which they did do when Mrs. Kramer was able to perform.

Then, to top it all off, the union threw in its final clincher. For no apparent reason, it taxed the act \$9.50 a week to go to the AFM coffers. When questioned by the Kramers as to why the tax—union officials here could give no good reason. They made the rule, and it stuck—causing the boys here to say, "What the union wants, it gets, no matter who is involved."

OPA Cuts to 2G in Ciro's Settlement

HOLLYWOOD, Jan. 19.—OPA last week agreed to settle its \$12,342 damage suit against Ciro's for \$2,048.

OPA alleged that the spot charged sales tax on its cover charges. H. D. Hover, owner of Ciro's, told *The Billboard* that under California State law it had always been okay to figure sales tax on cover charges just as long as State got all the coin. Reason for including cover charge in sales tax total was because it made it simpler to figure tax on a customer's bill.

Spot followed this policy before OPA came into existence, Hover said.

Latin Casino, Philadelphia

Talent Policy: Dance bands and floorshows at 8:30 and 12. Manager-owner, Jack Price; publicity, Harry Steinman. Prices: \$3.50-4.50, minimums.

Ted Lewis is responsible for the biggest, most elaborate Philly opening since long before the war. At his opening here (11), the ropes were up at the dinner show, and were put up again for the late show. At least 500 people were turned away and reservations are heavy for weeks ahead.

Lewis works hard and appears to be enjoying every minute of it, which is one reason the crowd loves him. It's a package show, which includes Lewis's orchestra, which doubles with Harry Dobbs's local band, for dancing.

What Lewis offers is distinctive. He does a lot of his familiar favorites, which never seem to grow old. *I'm Stepping Out With a Memory, Shine, When My Baby Smiles at Me and Funny That Way* are just a small portion of his offering. Showstopper is *Me and My Shadow*, with Elroy Peace following in his footsteps.

Lewis acts as emcee, kibitzes around with the acts, and is seldom off the floor. Peace teams with Paul White for a hilarious song, dance and comedy routine that brings down the house. Another click is Audrey Zimm, crack baton twirler. She is an unusual act for a night club, and a mighty potent one.

Dewey Sisters are a terrific acrobatic team, too pretty to work as hard as they do. Contribute hair-raising leaps and splits. Nancy Bell, fast tap dancer, does well for her stint.

In addition to Lewis, vocals come from the Three Reed Sisters, who do one solo and back up the maestro for several of his tunes. Geraldine DuBois turns up in an abbreviated costume and gives out with pop songs in French. All the girls in the show are cute. The Reeds and DuBois handle the vocals during the band's dance sessions. Show runs about 70 minutes.

Ballyhooligan Harry Steinman deserves a nod for the terrific promotion job he did for the opening. It will continue for Lewis's five-week run, and includes a newspaper contest and plenty of press and radio interviews. Town was also plastered with posters on the event.

NIGHT CLUB REVIEWS

Cafe Society Downtown, New York

Talent Policy: Floorshows at 8:30, 12 and 2 a.m.; continuous dancing. Owner, Barney Josephson; publicity, Marvin Kohn. Prices: \$2.50-\$3, minimum.

Latest addition to the talent roster here is Bernie West, comic, who moved over from the defunct Bradley's to open Tuesday (15). Had the crowd well in hand from the start and kept them chuckling thruout. Material is not of the belly laugh type but cut from the satirical vein. He gets the most out of it, too, with a judicious amount of mugging plus timing that keeps the crowd on its toes waiting for the punch lines. Opened with a dissertation on the human body and segued into satire on what makes a Broadway musical that brought him back for more. Finally, begged off after another 10 minutes of well-paced chatter of which a rib-tickling take-off on Kaltenborn drew the heftiest mit.

Following a torrid warm-up by Benny Morton's ork on *Get With It*, an original by Dick Vance, trumpeter, *Basin Street Blues* and *One o'Clock Jump*, in which J. C. Heard rocked the rafters with his drumming, Dolores Martin, Negro songstress, took over with her song-stylings that fit this intimate room like a glove. A looker, gal did *I'll Be Tired of You, Lonesome Gal in Town and Supper Time*, and *I'm In Love With a Married Man*, for a well-deserved encore. Received stellar backing, too, from Sammy Peskin, of the band, at the piano.

Josh White, perennial favorite of this downtown spot, followed West. The crowds never get tired of listening to the minstrel man who can take a simple folk melody and turn it into a thing of beauty. Did *Jelly, Jelly, Jelly, Waltzin' Matilda* and *John Henry*, and *The Lass With the Delicate Air* after the initial bow-off. Wound it up solid by bringing Miss Martin back for a duet arrangement of *Free and Equal Blues*, a plea for racial tolerance, that scored solidly. He could have sung all night as far as the crowd was concerned.

Cliff Jackson's pianistics still on at intermission when Morton's band isn't taking care of the terpstes.

Blackhawk Restaurant, Chicago

Talent Policy: Dancing and floorshows at 9 and 11:30 p.m. Manager: Harold Peterson. Publicity, Bob Carey. Minimum, \$1 week-days; Saturday, \$2.50.

Show here has two new additions since last reviewed, Jeanette Garrette, terp, and Rufe Davis, hillbilly comedian. Chuck Foster with ork still backs up the acts here and keeps on with his own cleaned-up version of *Roll Me Over*—a parody which still rolls 'em over—particularly those who've heard the unbowdlerized form.

Terpster, dancing to *Begin the Beguine*, does a standard amount of twirls and a goodly amount of hoofing, and has lookable gams plus a neat smile.

Rufe Davis, executing a semi-hillbilly routine, does a Hollywoodian *Sound Effects Man*, and then imitates a motorboat and airplane, followed by some good sound effects from the payees. Does a new version of *Mama Don't 'Low No Music Playin' in Here*.

Imitation of a prize fighter brings some yocks; then he launches into a yodel number, thus proving his versatility. His *Eleven-Cent Cotton* and *40-Cent Meat* ditty brought 'em roaring down, because he and apparently everybody in the room forgot about the days when such a saying was true. He even took this routine barefooted to prove its humor. Crowd rewarded him with a great mtt.

Rendezvous Room, Biltmore Hotel, Los Angeles

Talent Policy: Dance band and floorshow at 1:30 p.m. Manager, Sid Siboni; publicity, Maury Foladare. Prices: Lunch, \$1.30 up.

The Rendezvous is one of the few spots here having an afternoon show. It draws heavily on business men of the executive and junior executive type as well as residents of the city's largest hotel.

Show opens with Al Gayle, band leader, having his boys give out with a fan- (See *Rendezvous Room* on page 36)

Empire Room, Palmer House, Chicago

Talent Policy: Dancing and floorshows at 9:30 and 12. General manager, Jos. P. Binns; production, Merriel Abbott; publicity, Al Fuller. Prices: \$2.50-\$3.50, minimums.

Tho there were several very bad flaws in the current revue here, the Griff Williams backing crowd were so enthused with seeing their fave ork leader back on the stand after two and a half years in the navy that each act and the entire revue was rewarded with some of the best response ever recorded here.

Williams is back, fronting a very commercial crew (three violins, cello, four reeds, two trumpets, a trombone and three rhythm) that is just about the exact duplicate of a band he left to go into the navy.

While band is musically pleasing in every respect, it's the fronter's gracious batoning and congenial emseeing that makes the payees' mitts pound hardest. Williams himself received the biggest hand ever received by any entertainer in this room when he made his first p. a. on the floor opening night.

Merriel Abbott scored .500 for the evening, with a clever production bit opener, in which chorus girls, either singly or in trios, come out in costumes from a major legit musical hit of 1945, do a short bit from the particular show, while two huge show-card cases on either side of the bandstand are illuminated showing mammoth showcards advertising the particular legit production. Her second production attempt, midway in the show, was poorly titled *The Story of G.I. Joe*, with plot centering around a sailor rather than an infantryman, with whom the term G.I. Joe has generally become associated. Number, which featured Cornell and Graff, ballroom team, meant little for it had little or no current significance, nor did it correlate with any act in the revue.

Stan Kramer's puppets received a nice hand from those who could see the figures, but the majority of diners here had difficulty as his platform wasn't (See *EMPIRE ROOM* on page 37)

Greenwich Village Inn, New York

Talent Policy: Floorshows at 9, 12 and 2:30. Continuous dancing. Owner: Sherman Sq. Operating Company. Publicity, Milton Rubin. \$2.50 to \$3.50 minimum.

What does a disk jockey do on a nitery floor? Barry Gray, WOR's early-morning platter emsee on *Moonlight Saving Time*, provides a partial answer with his initial appearance as a performer in the new show here. Naturally it's not fair to judge Gray's work by professional standards and he wisely makes no pretense of being a pro. Caught on the second night, he confined his turn to ribbing himself on the opening-night show with cracks such as "The egg I laid was as big as a 40-foot omelette," etc. By the time he finished he evidently had convinced himself and a good share of the audience that his kidding was on the square.

It wasn't until Joey Bishop, the emsee, brought him back for an impromptu bit which resulted in Gray's hogging the mike for a "man-the-street" type interview of ringsiders in search of a listener to his program, that he relaxed and started to click, with the aid of Bishop's asides. It was understood that this piece of business is going to become the "routine" for the rest of the engagement. As such, it may shape up into something worth while. Of course, the spot is cashing in heavy on Gray's free plugs on his air shows. Also a good share of music celebs—are sure to show up for bows. Guy's appearance, voice and easy handling of the mike are definite assets but they need development, a routine plus plenty of nitery experience before he'll deserve his present top billing.

Also opening on the bill with Gray is the Mildred Ray line of eight girls, and Mary Jane Brown, tapster; Johnny and George sock piano-voice team, and emsee Joey Bishop are hold-overs from previous show.

It's Johnny and George who add the entertainment punch to the line-up. Coming on right before Gray, they drew two encores and made it mighty tough for him to follow. With George playing terrific piano as well as harmonizing with Johnny, guys sell such standards as *You Were Meant for Me, As Time Goes By, Can't Give You Anything But Love*, (See *Greenwich Village Inn* on page 36)

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Brooks, Norfolk, Va.

Talent Policy: Dancing and floorshows at 9:30, 12 and 2. Operators, Larry Kent, Lou Singer and Joe Amdursky. No cover charge; no minimum.

Unpretentious but entertaining is the current bill, made up of four acts, Paula Bane, singer; Jack Lane's Lovebirds; Dan Segal, soldier comic, and Barbara Barrie, tap dancer. Show has balance, no one act towering over the others, and all except one were heavily mitted.

Paula Bane, good-looking blonde with a strong voice, opens with a judicious choice of tunes—*Love Is Sweeping the Country, If I Loved You* and *Donkey Serenade*. She was called back for two encores, *St. Louis Blues* and a Gershwin medley.

Lane's Lovebirds were warmly received. Act is brief, swiftly paced and the birds sell the show, stepping thru their performances smartly.

Weakest spot is Segal, and it's not because the soldier isn't clever or doesn't work hard. He is and does, but the New York subway bit is no dice for a Norfolk audience.

Barbara Barrie, youthful, shapely and attractively costumed, is a fast and effective closing act. Her terping is precise, a model of timing and she has plenty pep (nix on overworking the eyes, Babs).

Good as any act in the show and tying it together with plenty of laugh lines is Larry Kent, emcee. He has an endless flow of gab, most of it funny, and is always ready with the ad lib. to fit the situation. His grand opera burlesque was swell stuff.

Al Stuart's five-piece band is still doing itself proud in cutting the show and giving out with rhythm for the customers. Biz here is picking up.

NIGHT CLUB REVIEWS

Blue Angel, New York

Talent Policy: Continuous entertainment. Owner-operators: Max Gordon and Herbert Jacoby. Prices: \$3.50 minimum.

This swank Eastside nitery's policy of presenting each act individually and allowing no drinks to be served while a performer is on, is a decided break for both payees and acts. Result is continuous entertainment policy, and judging by the way the smart crowd packs this 165-seater, it is a decided plus.

Talent is headed by Mildred Bailey, who opened Thursday (17); Jerry Bergen, and Mme. Cluade Alphanand, who opened Monday (14) with Johnny Payne and the Herman Chittison Trio.

Bailey scored her usual solid hit the night of her opener. *Did Never Too Late To Pray, Everybody Knew But Me* and *All That Glitters Is Not Gold*, all strictly up the Bailey Alley. Encored first time with additional verses to *Glitter Gold*, but still the crowd wanted more. She then gave them *Lover Come Back to Me*, but had to come back again to give with *Rockin' Chair* before she could get off. When it comes to phrasing, diction and all the other requisites that makes a blues singer great, the newer crop of chantooseys still can learn plenty from Bailey.

Despite the handicap of a new accompanist, pint-size Jerry Bergen wowed 'em with his tomfoolery. Guy's comedy has universal appeal and he clicked with this smart crowd just as solidly as he always has in the more commercial-type spot. Opened with his violin routine, followed by the bit with his singing six-foot stooge Elizabeth Wolberry, and bowed off after his Swiss bell and xylophone business. Encored with a double-talk routine that had 'em dizzy.

Mme. Cluade Alphanand, blonde French looker, did a set of three songs in French, including *Symphony*. With those who understand the lingo, she did okay. Gal does the most to get across what she's singing with her hands, eyes and face, but it wasn't until she encored with *It's Been a Long, Long Time* that she got a solid mitt.

Patter songster Johnny Payne rounds out the line-up with his songs of a slightly *Alice-Blue* tinge. Dead-pan delivery from the piano, interspersed with his quaffing of drinks and audience asides, got him a good reception.

Herman Chittison Trio, now in their fifth month here, are still terrific with their piano-guitar-bass combination that stood out in their backing of Mildred Bailey.

Copacabana, Miami Beach

Talent Policy: Dance bands and floorshows at 8, 12 and 2. Management: Owner-operator, Murray Weinger; general manager, Franklin J. Feder; publicity, Tom Ferris. Prices from \$4.

Second show of the winter season opened Thursday (10) with a turnover crowd that came to welcome Joe E. Lewis back for a second year, but cheered a new singing star, Hal Winters. This chap dawned on the scene unheralded and scored a tremendous hit with a powerful but melodious voice. He opens with *It's Been a Long, Long Time* and follows with four other pops. Winters has the best male tonsils heard in these parts during the current season, and customers were reluctant to let him go.

Fred and Elaine Barry, also newcomers, present three terp numbers in a style all their own. Lifts and whirls are sock, with final offering opening in rapid tempo. Then follows a switch to slow music, and back to fast steps with fem carried off feigning sleep.

There is only one Joe E. Lewis and he was greeted with a heavy mitt on his first appearance. Parodies are Joe's forte. He opens with *Long, Long Time*; starts a scrap with his pianist, Austin Mack, and then sings *Please, Mr. Truman, Play the Piano for Me*. Introduces a new number on the atom which is a scream. The one about the New York air scribes, *Ah, Yes, There's Good News Tonight*, wows the folks, and a story describing his new play is a side splitter. Parody on *I Want To Get Married* from *Follow the Girls*, leaves the customers mitting for more. While Joe makes a hasty exit, Hal Winters and the chorus file on to cover up. Payees feel Lewis is stingy, but he feels 22 minutes is enough with three shows a night.

Holdovers are Dixie Roberts in her fast stepping tap specialty; Harris Trio, songsters, and Jackie Harwood in a tap dance. All repeat previous receptions.

Production is supervised by Benny Davis, with music and lyrics by Davis and Ted Murry. *Copa Cover Girls*, a line of six glamorforms in slick costumes, have three numbers.

Dave Tyler's ork continues here with Catalina ork doing the rumbas. Present offering runs one hour flat and will be here a long time.

Colonial Inn, Hallandale, Fla.

Talent policy: Dance bands and floorshows at 9:30 and 12:30. Management-owner-operator, Mert Wertheimer; publicity, Dorothy Dey. Prices from \$4.

The jinx which follows this spot was working full blast for the formal opening Wednesday (16).

It was after 8 o'clock when the management got the first bad news that Harry Richman was in bed with a bad throat, while a message from Rose Marie gave the information that her plane was grounded and she could not make the opener. This was enough to floor any op for the count, but Mert Wertheimer pulled thru. With a display of good fellowship, Murray Weinger, of Copacabana, sent a hurry call to his star, Joe E. Lewis, to come to the rescue, and presence of Sophie Tucker in the audience helped, tho Miss Tucker could not do her usual work because her accompanist, Ted Shapiro, was not present.

Production directed by Al White and produced by George Wood ran with the vim and snap of any top musical. Chorus line of 20 fems and males in gala costumes is the largest in this area. The line gave three numbers with individual dancing and songs by the Turner Twins to good effect. Fred Rinert is male soloist.

Folks came to dance to the music of Xavier Cugat ork, and Cugie gave them what they wanted.

Three Chesterfields opened festivities with a fast acro specialty in which three-high stands and several difficult lateral feats were put over with ease and skill.

Vivian Fay won the folks in a ballet terp specialty. Paul Sydel has no peer as a dog trainer, and this act got one of the best hands of the evening. Pups are almost human in their understanding and tricks.

Raul and Eva Reyes, Cuban terp team, worked until exhausted. Their individual style of dancing displayed a different kind of ballroom dance, and they finished with a surprise song.

Paul Haakon gave out with another dance routine that pleases.

Joe E. Lewis came on after 11 o'clock, and his stories, gags, quips and songs cliked heavily. Sophie Tucker came out of the audience to gagfest with Cugie and helped the show a great deal.

Dick Gasparre's ork cuts the show in fine style as usual.

RENDEZVOUS ROOM

(Continued from page 35)
fare. Gayle does okay job of emseeing.

Opening act is Renee Villon offering her *Oriental Fantasy*, using a mask and a pagoda type headgear. Miss Villon gyrates rhythmically to a good hand. Her best mitting is from her second and faster terping. She's on again next act closing with *The Peacock* routine, using the flared skirt train for a flashy effect. Makes a neat finish.

Paul Gordon has played every major spot in this area with his bicycle and unicycle act. However, it is still effective. Opens with a normal-sized bike doing front wheel spins, back-ups and balancing himself on the handlebars. Switching to giraffed bicycle, Gordon does more antics. Finishes off with antics atop a high unicycle. His patter, heard only in sections near him, is good. Act gets a good hand.

Irene Brooks, blond singer, ties the show up well with her throaty piping. Sells hard and her opening medley of *Smiles* songs warms up the audience. Her best are special material songs, *My Latin's Gone Completely Manhattan* and *Cheek-to-Cheeko From Puerto Rico*.

Bettyjo Hutson finishes off the show with her acrobatic dancing. Gal combines splits and bends to turn in a good show. Her back bend from two chair seats to pick up a flower is okay. But the split caused by the spreading chairs brings down the house.

Gayle does a top job of directing the eight-piece combo in lively hotel music.

on looks. On three times, beginning, middle and wind-up, with costumes that are plenty okay but dance execution that needs more rehearsal on this pint-sized floor.

Ned Harvey back here after two-and-one-half years in service also opened with his new crew of seven after two weeks in rehearsal. Did a good job of cutting the show and playing for terppers. The Latinaires instrumental quartet, fill the intermish.

Blue Room, Roosevelt Hotel, New Orleans

Talent Policy: Dance band and floorshows at 7:30 and 12:30. Dinners, \$1.50 up. Management, Seymour Wells, hotel manager; publicity, Al Bourgeois.

It takes a holdover, going into his second month at this spot, to highlight the current well-balanced show at the lone Class A spot of the Crescent City. Jan Bart puts all of his rotund figure into a good-natured singing act. This area, where French is a tradition, gives his act a further lift.

Show opens with the dance team of Edwards and Diane, whose waltzes and rumbas are well done.

Lucille and Eddie Roberts do a pip of a mental act. However, they could discard attempts at mediocre magic tricks.

The Lesters, acrobats, and Tanya Tamara, mezzo-soprano, who sings Russian folk songs, complete the act line-up.

Eddie Oliver's ork is on the sweet side, with some good string work. Oliver's twists are a bit too blary, but he, himself, shows solid work on the ivories.

GREENWICH VILLAGE INN

(Continued from page 35)
Baby in a manner that adds up to a showmanship wallop.

Emsee Joey Bishop made his nitery debut here seven weeks ago, after getting out of the service. Guy is a relaxed and friendly as a puppy. Outside of a few take-offs on Boyer, Allen, Robinson, etc., he has no set routine but is constantly ribbing the help, eating the ringsiders food, etc. Is a definite asset to the bill in helping to add a needed touch of informality in this intimate spot.

Mary Jane Brown, a comely-loose-limbed brunette, contris some neat tapping to the bill. Moves around nicely, sells well, with her take-off on Eleanor Powell drawing a good mitt.

Gal line has several fems who are long

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Earl Carroll's, Hollywood

Talent Policy: Dance band and stagshows at 9:30 and 12. Owner: Earl Carroll; publicity, Ruth Winner. Prices: \$1.65 without dinner, \$3.30 with.

Second edition of *Sketchbook* is essentially the same as the first. Since it has the lavish Carroll touch, it can well be held another year. Fortunately, Pinky Lee is one of the holdovers, and with the Wiere Brothers, the show is stronger on comedy, a needed factor.

The Most Beautiful Girls in the World gives ample opportunity to display the pulchritude of the Carroll girls. The revolving stage, effective and extravagant lighting and gorgeous costumes sell the 22-girl line with their *Pyramid of Torches* routine. *Rainbow Harps*, gay in color, also fascinates the payees, as does *A Street in Trinidad*, all production numbers. These combine to make for a top show.

Jean Richey goes over well with her skating turn, and the Costello Twins, in acrobatic dance routines, deserve much praise. Beryl Wallace, playing straight for Lee, is plenty okay. Also held over are the Tailor Maids whose vocalizing along with that of Bill Brady, Jimmy Nolan, Roy Lindequist and the Carrolliers is commendable.

Altho Lee and the Wiere Brothers have been seen here many times, their material is far from being threadbare. Lee is especially adept with the burlesque type of comedy. The addition of the xylophone, which he can really play, is definitely an asset to his turn. Lee's lispng word twisters are always good for belly laughs.

Dolly Raul Shifts to Coast

HOLLYWOOD, Jan. 19.—Dolly Raul has shifted her activities from New York to Hollywood and has opened a dance studio here. She will place her line of girls with theaters, niteries and fairs.

VAUDEVILLE REVIEWS

Oriental, Chicago

(Reviewed Thursday Evening, Jan. 17)

Judging from patrons' yocks and mitting, this is one of the best shows to hit Chi in some time. Production was well rounded with Marie (The Body) McDonald, and Gil Lamb, the comic, with Saul Grauman and his three eye-filling terpsing gals, and the Slaiman Ali Troupe of acrobats backed up by Ray Lange and ork.

Gil had the customers in the aisles the whole distance. Lad uses top-notch material. Acted as emcee for the whole show, which never bogged down, altho it ran overtime. All the cast were so good and the pew sitters wouldn't let any of them go without several encores.

Grauman's gals are clever hoofers and have a neat routine. First two fems fence to music, putting on a good, almost realistic display, altho keeping time with rapiers as well as with the feet. Then all three go into a burly of the can-can and burly of the burly. To top this, they play with their feet on a unique musical instrument, the "Steretone," showing off gams as well as making with the music. Rated healthy mitt.

Lamb then executed parodies of songs by Vincent Youman, Cole Porter and Cab Calloway. He begged off to introduce the Slaiman Troupe, consisting of eight little guys who go thru an intricate routine of tumbling, acrobatics, etc. Lamb pulled an act with them which brought heavy yocks. He almost overplayed them in the encore biz, however, but managed to pull them thru without too much embarrassment.

Comic takes over next in a sax-playing orgy. Uses good psychology in making crowd think he can't play, then fools 'em when he does a fair job. Crowd thinks he does a terrific job. From there on the mitting forces him into a jitterbug act which is performed chiefly in a chair. His action in twisting arms and legs in funny positions nearly brings down the house.

"The Body" does a good job of selling herself. First of all she was dressed in a tight-fitting costume designed to show her best features. Her stage savvy is strong, too. Her voice is neither the best nor the worst in the world, but then everybody overlooks that minor point. Chirps *That Feeling in the Moonlight*, *Symphony* and then her specialty comic number, *I Ain't Got No Body*. Then she and Gil put on a little love act which is designed to bring deep yocks—and does.

Olympia, Miami

(Reviewed Wednesday Afternoon, Jan. 16)

Lanny Ross headlines and the show is good. Lanny, just out of uniform and beaming charm and personality, opens with *It's Been a Long, Long Time*. Medley of pop hits includes *Falling in Love*, *It Might Have Been Spring* and *That's for Me*. His rendition of *Symphony* is a wallop, following with an army hit about New Guinea and *Donkey Serenade*. No Ross appearance is complete without his theme song, *Moonlight in June*, which he does for an encore. Stops the show cold.

Ballard and Rae, mixed team, open in an acro souse stunt to wow the folks. They use a live skunk in the act which sets the customers on edge. Pull a solid mitt.

Johnny Woods, emcee, is new in these parts. He follows an impersonator on last week's bill, doing impressions of radio stars. His Ink Spots and Kate Smith are the best. Takes several bows.

Rich and Gibson start as hoofers and continue tapping while getting a lot of melody out of a xylophone. For an encore use two puppets which hammer out tunes with their feet, a novel wind-up to a good act.

Rigoletto Brothers and Amee Sisters are doing about the same act seen here in other years. Do a fast magic and juggling act and finish with a musical fight in which the brothers play bells attached to their arms, legs and bodies. Amee Sisters fill in with a snappy dance on *The Toy Soldier*. Many bows for the four-some.

Pic, *The Spanish Main*.

Orpheum, Los Angeles

(Reviewed Tuesday Afternoon, Jan. 15)

Stan Kenton's return date here again shows him to be a good show band, doing a job on the stage as well as in ballrooms. Kenton is at the piano more during a stagershow than when playing dances. Whether at the piano or in front, he's a showman in his flamboyant way. Sidemen lend strong support and the infectious beat is carried thruout the audience. Full band does four numbers, including *Artistry Jumps*, the opener. On the second, *More Than You Know*, the maestro's piano work is much in evidence. With stage lights down, the number is sold well. *St. James Infirmary*, with the sidemen heckling Kenton, goes well. But here the band falters in that the leader intros the various bandsmen before going into *Sergeants' Mess*, a fast one. Intros should be nearer the opening, and *St. James* should be the closer, as it is so well identified with this outfit.

Kenton's sidemen shine thruout the show, with Eddie Safranski on bass being featured in the rhythm opening of *More Than You Know*. Ray Wetzel, trumpet, hits the high spots instrumentally, and his vocal handling of *Can't Get Enough of You* and a take-off on *Trees* are well spotted. Vido Musso's tenor saxing of *Body and Soul* brings down the house.

Band carries two vocalists, June Christy and Gene Howard. Canary does the rhythm numbers and is the better deal of the two. Her third try, *Tampico*, with sidemen coming in vocally, nets her a show-stop. Howard's best was *Never Too Late To Pray*, with *Come to Baby*, Do a close second.

Gerril Gale draws hefty mitting for her combination rhythmic and ballet terping. Streamlined, the gal works in short wardrobe and gets off with an eye-catching deal from the start. Her combination boogie-woogie and ballet stepping for the wind-up is especially effective.

Dave Barry gets the yocks for his clever monolog, going into an impersonation bit for the finale. Take-offs on Archie (*Duffy's Tavern*), Ned Sparks and Winston Churchill are okay.

Pic, *Song of the Prairie*. Biz good.

Chicago, Chicago

(Reviewed Friday Afternoon, January 18)

Booker Nate Platt started the new year off right, with this, the first new show of 1946, qualifying as what may be his best effort of the whole year and certainly equal to anything he'll be able to put on this stage during the ensuing year. It's short but all sweet, with each of the three acts registering 100 per cent.

Lou Breese outdid himself also, offering the very prominent Russian marching song, *Meadowland*, done in semi-concert style. Band vocalist Marshall Gill sang the first two choruses with only the accompaniment of three sets of temple blocks being played to the beat of horses' hooves, and it was an opening which even a 100-piece ork couldn't have beat for effectiveness. Later the giant Hammond organ joins with the Breese ork to bring the war song to a surging climax. Mitt was heavy for this artful opening.

Carlton Emmy's K-9 Corps handled the novelty portion of the show very capably, with the silver-haired ringmaster putting his jumping canines thru their paces. Bit goes over well because it's light comedy, while the remainder of the show is definitely on the heavier side.

Cabot and Dresden, who just closed a record run at the Chez Paree here, get much better response on this stage, where the true excellence of their work can more easily be seen and appreciated. Offered three numbers, with their polka getting best mitt, as it's sprightly and just what a vaude audience goes for. Their lifts and whirls are still tops among ballroom teams.

Victor Borge made payees here realize immediately why radio studio audiences make with the yocks when he's appearing. Besides all the smart comedy that comes thru the speaker during his air p. a.'s, guy proves to a vaude audience immediately that he's right at home with the gestures and facial clowning that make for success before a visible audience. Did a bit of talking, then his phonetic punctuation bit, saving his piano impressions for last. All his work received solid response.

St. Charles, New Orleans

(Reviewed Thursday Evening, Jan. 18)

This only board show here headlines John Boles, Hollywood and stage star. Handsomer than on the screen, he gets plenty of rankies, suffering only from a poor band in the pit. However, his renditions of *With a Song in My Heart* and *Night and Day* gets a hand in any language.

Best of the remainder of the bill is the acrobatic routine of The Maxellos, who flickered in *Incendiary Blonde*. Precision and timing is extraordinary.

Simpson's Marionettes are aided by black light in doing some solid dance maneuvers. The singing was a bit on the shady side when Lora Lee came to bat. She does a fair boogie-woogie, doing her own style of *Prelude in C-Sharp Minor*.

Stubby Kaye keeps the show going along as a rotund emcee. He makes fun of his size in *I Was Born This Way*, a laugh-packed song.

A *Guy Could Change* is on the sheet.

EMPIRE ROOM

(Continued from page 35)

high enough for those outside the ring-side and in the balconies to see.

Three Nonchalants proved that their knock-about comedy, definitely on the slapstick side, is just as good in this staid hotel room as on a vaude stage because it's so expertly done. Trio drew "ohs" and ahs" consistently for their trick falls and acro, and a heavy response at closing. Their three-man stand fall, which took them almost into the audi-

ence on this small stage, was particularly effective.

Dorothy Shay only batted .400 for a performance which might have been 1,000 if she had selected the correct material. Nationally publicized as a hillbilly type nitery thrush, gal imprudently opened with *Good, Good, Good* and did two other numbers which didn't mean any more. Scored impressively on two special material bits, which concerned the mountain fold. Gal could have hit all the way, had she done just one more folk number and stretched out her patter in between ditties. La Shay, very much on the s.-a. register, looked plenty okay when she tried patter. Should stress the singing comedienne for finest results.

Irwin Corey starts payees rolling with laughter the minute he takes the stage. Guy's initial nervous appearance when coupled with his 70-year-oldish voice nets him earnest attention immediately. His entire act, except for the finale, was some of the most original and refreshing comedy seen locally in a year. His explanation of *The Barber of Seville* ranks with Thurber and Benchley for truly great buffoonery. Spoiled his closing by doing panto-mugging to John Charles Thomas's record of *Figaro*. While it was better than average, bit has been done quite often before, and he has too much original material to have to resort to copying.

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Upstate Club Owners Form Org; First Cause 20% Tax

BUFFALO, Jan. 21.—Following the example of the National Association of Theater-Restaurant and Cafe Owners, Buffalo night club ops banded together recently and formed the Greater Niagara Frontier Cafe Owners' Association, which not only includes 30 Buffalo niteries, but will include many clubs in New York State, such as those in Rochester, Syracuse, Utica, Elmira, etc. Jack Grood, of Chez Ami theater-restaurant here, is a strong motivating factor in this organization. He attended the National Association's first get-together in Chicago and became its third vice-president for a three-month term. He is the temporary secretary - treasurer of the Greater Niagara Association now, which will hold a general meeting and election of officers shortly. Temporary board of directors includes: Theodore Krueger (Hotel Statler), Jim Savage (Como), Darwin Martin (Hotel Stuyvesant), Harry Altman (Town Casino), Phil Amigone (Chez Ami), Mandel Lurie (Park Lane) and Jim O'Day (O'Day's). O'Day recently died and has been replaced.

The local hotel association sanctions the new group and, in fact, three of its most important members belong to it. Mr. McCartney, new manager of Sheraton Hotel, is expected to join new org soon. Meanwhile, Harold Austin's Dellwood Ballroom and Lou Pepe's Castle Gardens Ballroom have joined up with the niteries which include McVan's Night Club, Chin's Pagoda, Havana Casino and practically all others here.

Main objective is to give more collective consideration to mutual operating problems, and tackle obstacles as a group, rather than indie niteries owners.

Also much benefit is expected from interchange of ideas and opinions. Main subject up for action right now is the possible reduction of the 20 per cent amusement tax. Grood had a get-together in Syracuse with downstate New York club owners just before the holidays, and despite handicap of severe snowstorms and approaching holiday rush, 10 club owners were represented from Rochester, Utica, Elmira and Syracuse, with many more promising to come into the fold.

Iodice and Bruce Use 'Stable' Idea

(Continued from page 34)

to another, is predicated on plenty of patter. Half-hour turns are common, aided by vocals, dance, musical bits and sundry acrobatics and clowning, according to choice of the individual.

Recipe sounds simple, but it's been developed to mean real dough. An outstanding example is Harvey Stone, still in the army, who hits 3G when he gets a week's furlough. He's been in the Bowery here two or three times lately, setting up figures that approach the house record set by Sophie Tucker—as high as 18,000 admissions per week.

Three years ago Stone was working for \$250 per week at the Bowery, developing a comedy style that recently clicked heavily on the Kate Smith radio program.

In fact, the Bowery and Ka See's, Toledo, run much on the same lines, have been keystones in development of the Iodice stable. Ka See's has often played the same top-line attraction that played the Bowery.

Carlisle 7-Year Record

Another prize Iodice exhibit is Charlie Carlisle, who set a seven-year record as emcee at the Bowery. Nearly everyone in the business was ready to predict that he went with the lease and couldn't get over anywhere else. So a year and a half ago Carlisle left—alho he's been back since—and started playing other spots, mostly in the Detroit area. He had been building his drawing power and last September was signed to a 13-week contract at Club 509, small downtown spot, for \$1,000 per week. New Year's Eve he moved into Club Casanova at \$1,100 per. Carlisle's style has remained much the same, but he has strengthened it and developed a personality and a following.

Other comedians—emsees wearing the Iodice colors—are under personal-management contracts. Paul Gilbert, now at Ka See's, is getting \$500; Frankie Rapp, Bowery, \$600; Harry Jarkey, Frolics, Chicago, \$600; Bert Nolan, \$500; Dick Haviland, returning to Ka See's, \$500; Dornfield, Kin Wah Loo's, Toledo, \$300; Harry Whitney, Stork Club, Buffalo, \$300, and Georgie Stella, Club Mirador, Canton, \$200.

Two others are to return to the fold as soon as they receive discharges from the armed forces—Jay Jason and Sammie Morris.

Secret of the Iodice line-up appears to be the number of spots available for acts of this type. He has had about 30 weeks on his books for a long time—and that means booking an act for one week only in each spot. However, the experience of emsees and comedians has been that most of them stay from four weeks up to an indefinite run once they find a spot where they click.

Rosen and Anger New Percenters

NEW YORK, Jan. 19.—New booking firm bowed in here this week, with Matty Rosen and Harry Anger joining hands on a 50-50 basis to form Rosen & Anger Associates. Rosen has long been a percenter here and Anger was in charge of stage productions at the Earle Theater, Washington, the past nine years.

Also joining the firm Monday (21) as an associate is Milton Berger, who has been in the theater department of General Artists Corporation here for the past two years. Val Irving, of GAC's night club department, will take over Berger's duties.

1200-Seater Puts Zing in Buffalo Niteries Business

(Continued from page 34)

paired visibility of shows from any seat in the house, because there are no posts and the spot is terraced on five levels. The large oval bar runs almost the full length of the cocktail lounge and boasts a special mirrored revolving stage with mirrored piano. Lounge also has its separate built-in ork stand. Dressing rooms for the talent are considered tops, being unusually large and numerous, with special show bath and lavatories. Town Casino's manager is Jack Jurman, brought here directly from Ruby Foo's Tradewinds, Washington spot. Joseph Klein, formerly with Stuyvesant and Chez Ami niteries here, is steward. Altman produces the bills, with Frankie Masters stage manager.

Ninety-Minute Shows

Shows are class productions, running close to 90 minutes, three times nightly. House features 12-girl line, the Town Casino Models (six dancers, six show girls). Opening layout featured Seven Slayman Troupe, Arabian acrobats; Bill Bailey, Negro dancer; the De Marlos, dance team, assisted by singer Bonita Montez; Shea and Raymond, comedy team; Jerry Cooper, NBC singer; Lennie Page, permanent emcee. Musical contingent includes Bono and his band; Tommy Flynn's ork (relief), featuring skinner on vocals, and Wally McManus, organist. Cocktail hour and dinner biz is encouraged, with full course de luxe dinners starting at \$1.50. There is no cover or minimum charge. Business has been capacity nightly, according to management. Talent plans for the future are ambitious, with many name acts on the calendar for the next months; Mills Brothers are here January 21 to February 3, with option. Current week has well-known Gaudsmith Brothers' dog act, among others.

Chin's Pagoda, located in the same downtown block on Main Street as Town Casino, is an all-Chinese night club, offering something "different" in general atmosphere. Owned by T. Y. Chin, who also heads a chain of Chinese restaurants, and managed by Irving Chin and Harry Tang, Pagoda capitalizes naturally on its Far East flavor. Capacity is about 450. Decorations carry out modern Chinese theme in red, yellow and green with hand-painted murals, depicting national subjects and sizable adaptation of a Chinese pagoda at club's entrance. John Ambrose, Kin Chin and Louis Wong are headwaiters, and Claire Nicholas and Betty Scott, hostesses. S. W. Mannheim Company, Cleveland, were designers and architects, with Hubert Tarbush supervising the job.

All-Chinese Bill

Talent is all Chinese, opening show featuring Jack Soo (permanent emcee); Florence Hin Lowe, acro dancer; Coty and Sue, hand balancers; Kolma, magician, and Claire Ray Dancers, six-girl line. Bands are Meyer Balsom's (8 pieces) and William Hoffman's (4 pieces) combos. Moe Balsom, pianist, is featured in daytime. Spot caters to luncheon crowd and is bidding for cocktail and dinner biz. Shows run about one hour three times nightly; minimum charge is \$1, and \$2 Saturdays and holidays.

The Stuyvesant Hotel's Peter Stuyvesant Room underwent its annual facelifting recently under the expert supervision of General Manager Darwin Martin, who always does this designing. New main mural theme is "Heavenly Music," with jolly angels playing various instruments and carrying out the effect, such as Negro babies doing Dixieland jazz, etc. Flexiglass drapes have been added and color scheme changed to dusty pink, turquoise, French gray and white. A new mural of Peter Stuyvesant's Bowery home decorates the bar. Talent here is Roger Stanley ork (6 pieces) and Buddy Bonds, organ, with Vince Bruno's local combo for relief on Monday nights. Biz here has been very good, according to Martin.

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Dunham, Kay Pull 29G in Motor City

DETROIT, Jan. 19.—Business has hit higher levels at Downtown Theater (2,800 seats; house average, 23,000), with moderate strong attractions drawing considerably better average grosses than during the preceding two months. Last week, Sonny Dunham orchestra, plus Beatrice Kay, grossed \$29,000, for a better than average week. Picture was *Blonde From Brooklyn*.

Lunceford Hits Okay 2G Plus in Bridgeport

BRIDGEPORT, Conn., Jan. 19.—Jimmy Lunceford, who always does a record business when he plays Bridgeport, again demonstrated his drawing powers last Sunday (13), with 1,797 persons attending at \$1.20, grossing \$2,156.40. Engagement was at the Ritz Ballroom here.

Neff Following Blackstone, Does \$2,600 in Bridgeport

BRIDGEPORT, Conn., Jan. 19.—Dr. Neff and His Mystery Show, appearing at the municipally operated Klein Memorial here for five days, playing five night shows and two matinees at \$2.40 top, drew a weak \$2,600. Small gross is believed due to the facts that Neff was little known here and that Blackstone had played the local Loew-Lyric Theater the week before.

Robinson Okay in Bridgeport

BRIDGEPORT, Conn., Jan. 19.—Bill (Bojangles) Robinson unit show, playing the Klein Memorial, municipally operated playhouse, for one performance last Tuesday (15) as a road attraction, did fairly well, grossing \$1,094 at a \$2.40 top. Besides Robinson, unit included Ada Brown, Lynn Warren, the Master Keys, Harry Swanigan, and Maurice Graham.

La Moore Big in Detroit

DETROIT, Jan. 19.—One-night appearance of Grace Moore at Music Hall (formerly the Wilson Theater) drew a gross of \$3,500, with a \$2.50 top. Attendance was around 1,900, only 81 under house capacity of 1,981, and considered a Motor City record for a recital of this type. Program used only Miss Moore's own numbers, with Max Lanner, pianist, accompanying.

San Fran Gate Holds Well

SAN FRANCISCO, Jan. 19.—Vaude-film show at the Golden Gate (2,850 seats; prices, 45 to 95 cents; average, \$32,000) still strong in third week, grossing \$38,000 for session ended Tuesday (15). Stageshow had Dave Apollon, Fred Lowery, Dorothy Rae, Franks and Janice, and Bob Dupont. Pic, *Bells of St. Mary's*.

HAM 'N' EGGS GO P. C.

(Continued from page 34)
stance, the commission has to be split three or more ways. Another cutie along performer-agent lines with the concluded war dominant is that a flock of pros are taking out theatrical employment agency licenses to conduct shows composed exclusively of ex-servicemen. A few observers say this condition will eventuate in there being no paid audiences for bills, as all ex-soldiers, sailors and air men will be working on the stage, leaving few to form queues at the box offices. Talent continues as Great Britain's No. 1 showbiz headache. Standard domestic acts not on tour with ENSA units (British opposite number of USO-Camp Shows) have played the isles so often they're practically all washed up and dehydration will be long in processing. Most of the new crop of acts are mediocre, but more important, the British Government has not yet put the okay on importation of alien acts save in a few rare cases. Big field also snagged is circus, which isn't worth a tumble sans novelties from the Continent.

NEW YORK, Jan. 19.—When Martha Raye goes into Ralph Berger's Latin Quarter, Chicago, next month, it will be for a reported \$6,000 a week and a percentage over \$37,000. Pact is for four weeks with options.

Not in Italy

DETROIT, Jan. 19.—Shakespeare's most romantic drama found its real life solution—with a happy ending—in show business terms in the town of Romeo, Mich., this week, when William Schulte, owner of a string of small theaters in the State, added the Romeo Theater. Schulte built the opposition Juliet Theater a few seasons back, when juxtaposition of the two names created national interest. Houses have been run in competition for several years, but now Juliet has won over Romeo and both will be united under a common banner. Howard Paul, who operated the Romeo Theater, will continue to operate the Yale (Mich.) Theater.

Chi's "Stairway" Jacks Up Budget

CHICAGO, Jan. 19.—Stairway to the Stars, Negro nitery which was opened six months ago on the South Side here, has expanded its talent nut since it was taken over by Monroe Dixon and Lewis Evans, ops, and will reopen January 28. Spot, which is classed as most modern and beautiful of the Negro spots locally, has Dallas Bartley's Small Town Boys, seven-piece Decca recording unit, featured in the floorshow and playing the background. Revue for opening will include Joe Williams, ex-Hampton blues singer; Ray and Ravidia, dance team; Anna Lauric, chimp; Dorothy Lida, exotic dancer, and the Starlet Chorus, six-girl line.

Light Meter Probe For Michigan Spots

DETROIT, Jan. 19.—Michigan night spots are about to be visited by a crew of hawkeyes armed with light meters, to see if the spots—not the customers—are lit up enough to satisfy the State Liquor Control Commission. Regulations have long specified that spots must have enough light to prevent or discourage various unapproved goings-on in the dark corners and allow efficient policing. Now the commission is taking it in earnest, and insists that the light must not be below one candlepower in the darkest spot—and the light meters will prove it.

Program would originate in Chi, at first, but it will probably branch out into other cities, and in time go even further to embrace the national field. Its format would be, in general, variety in content—with a 30-piece ork to help proceedings.

Talk is that web is so interested in the show that it gave the writers and producers the go-ahead signal to build it, and is planning to air it sustaining if the sponsors don't kick thru.

Radio Web Gives Nitery Talent Break

(Continued from page 3)
kinds will be considered for airings—in fact any act, single or otherwise. It is understood altho the show isn't set yet from standpoint of web time, that a couple of prospective sponsors are already interested in the program.

What a Deal for Talent!
Night club and vaude talent will welcome the forth-coming show with something more than a warm handclasp, because heretofore most have almost been relegated into the limbo of forgotten things—to put it mildly—with the exception of the big-time stars. Guys and gals who previously have sweated it out with scant hope of breaking in the big time, may be discovered under the plan of the new program. Or old-timers who have slipped out of sight could conceivably be rediscovered via the national outlet of a radio web. At any rate, the idea is so good, if somebody doesn't do something with it, trade is saying, somebody is slipping—but good.

IT'S AN ATOMIC BOMBSHELL

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AND HIS ELECTRIC SWING

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JUST COMPLETED SUCCESSFUL ONE YEAR ENGAGEMENT AT THE DOWNBEAT ROOM GARRICK STAGE LOUNGE, CHICAGO

The SAD SIBERIAN

CURRENTLY

3rd RETURN ENGAGEMENT

HELISING'S VODVIL LOUNGE CHICAGO

The Billboard says, Jan. 19, 1946:

The Sad Siberian (the adjective doesn't describe the quality of his act). Sad pan works with Balalaika doing a number of tunes ranging from longhair to jazz. Between numbers he dialogs plenty. Both his musical pluckings on the Russian uke and his comedy socked.



DICK DRAKE

MGT. LEN FISHER

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301 Fox Theatre Bldg.

Personal Representative: R. J. Marin

Detroit 1, Mich.

Chi Strawhat With Sierra's Shy Man'kins

Errol Het Up About Set-Up

CHICAGO, Jan. 19.—Hot season legit boom talk which has been featuring the news out of this sector in recent weeks is practically in the unweaving stage now, with announcement of plans for a pro summer showshop in the Chi area.

Chief organizers of the first outfit set to tee off in the new summer scheme are Dick Allord, ex-film actor who owns the Prow, Chi class nitery, and Jon Sierra, model service impresario and ex-legit thesp, plus Errol Flynn, who owns the stock company, Thompson Productions, on the Coast—known to be enthused about the Midwest deal and expected to lend his support.

With many of the summer strawhats dotting the East Coast, having proved their value as a feeding ground for Main Stem productions, formation of a Chi region summer theater indicates that the town is ripe for the kill.

Prospective producers are looking for a suitable spot within commuting range of the city that has available theater or barn space and can accommodate a summer stock company. Site favored now is located in Michigan City, Ind., about 50 miles from the Loop.

Allord is an old-time buddy of Flynn and thinks he can lure some of his Hollywood palziewalzes into his show. Sierra, long associated with stock companies and as an actor and director in this section of the country, took time during the past years to establish a new model service in town and he will bring some of his cover gals to the strawhat program to drill them for Hollywood or other boards.

Reason the guys are pretty sure they can get one or more Hollywoodites to hypo the company is that many of the pik guys and gals, tho anxious to try the boards, are fearful of what acridulous Gotham crit might do to them.

The plans now call for standards, well-tested in terms of the b. o., eventually the producers hope to preem originals, providing they can get scripts they're reasonably sure of—a feat which is no mean task as evidenced by the number of turkeys this season.

Strawhat situation around these parts is practically nil, as none have ever risen above the caliber of amateur or little theater.

Natl. Thea. Conf. Office Set Up In N. Y. for G.I.'s

NEW YORK, Jan. 19.—It's taken a war to bring an office for the National Theater Conference to New York. NTC, Rockefeller-backed community theater org, has opened a little hole in the wall underneath the stairs in the Hudson Theater on West 44th Street.

Office is still a desk and two chairs, but Stanley Wood, who has been appointed to run the operation, is working on several ideas that should bring jobs for vets who want in on the theater. First operation will be a file of ex-G.I.'s who have little or no training and who (See NTC SETS UP G.I. on opp. page)

Langners Expand Westport Playhouse; Guild Try-Outs a "??"

WESTPORT, Conn., Jan. 19.—Westport Country Playhouse, nationally known summer playhouse operated for many years by Lawrence Langner and Armina Marshall, but which has been closed the past couple of years due to the gasoline shortage, will be enlarged to nearly twice its present size this spring, with the red barn having a seating capacity of 900 persons, according to the Langners.

It is rumored that Westport will have tryouts for future Guild productions, but there is nothing definite.

BROADWAY SHOWLOG

Performances Thru Jan. 19, 1946

New Dramas

	Opened	Perfs.
Anna Lucasta (Mansfield)	8-30, '44	596
Dear Ruth (Henry Miller's)	12-13, '44	468
Deep Are the Roots (Fulton)	3-26, '45	134
Dream Girl (Coronet)	12-14, '45	43
Dunnigan's Daughter (Golden)	12-26, '45	30
Glass Menagerie, The (Playhouse)	3-31, '45	340
Harvey (48th Street)	12-13, '45	526
Home of the Brave (Belasco)	12-27, '45	28
I Remember Mama (Music Box)	10-19, '44	528
Joy Forever, A (Biltmore)	1- 7, '46	16
Life With Father (Bijou)	11- 8, '39	2,600
State of the Union (Hudson)	11-14, '45	77
Voice of the Turtle, The (Morosco)	12- 8, '43	753
Would-Be Gentleman (Booth)	1- 9, '46	13

Musicals

Are You With It? (Century)	11-10, '45	82
Billion Dollar Baby (Alvin)	12-21, '45	35
Bloomer Girl (Shubert)	10- 5, '44	542
Carousel (Majestic)	4-19, '45	322
Day Before Spring, The (National)	11-22, '45	68
Follow the Girls (Broadhurst)	4- 8, '44	746
Oklahoma! (St. James)	3-31, '43	1,229
On the Town (Martin Beck)	12-28, '44	446
Song of Norway (Imperial)	8-21, '44	595
Up In Central Park (Broadway)	1-27, '45	410

REVIVALS (DRAMAS)

	Opened	Perfs.
Hamlet (Columbus Circle)	12-13, '45	42
Pygmalion (Barrymore)	12-26, '45	28
Red Mill, The (46th St. Theater)	10-16, '45	113
Desert Song, The (City Center)	1- 8, '46	15
Showboat (Ziegfeld)	1- 5, '46	17

ICE SHOW

Hats Off To Ice (Center)	6-22, '44	760
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OPENINGS

Winter's Tale, The (Cort)	1-15, '46	7
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This rarely offered Shakespeare piece drew sharp critical division, but on the statistical count managed to score a 5-4 nod. Majority report: Rice (Post), Garland (Journal-American), Coleman (Mirror), Nichols (Times) and Rascoe (World-Telegram). Minority report: Kronenberger (PM), Morehouse (Sun), Chapman (News) and Guernsey (Herald-Tribune). Most everyone liked production as a whole, some objected to staging, and there was extremely wide division on personal performance.

Young American, A (Blackfriars Theater)	1-17, '46	4
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This being noncommercial, experimental theater, all crit had something nice to say about timely racial-problem play. Six pew-squatters turned out, three dramaticix passing it up. Four said "No" and two said "Yes," tho box-office qualifications were more or less left up in the ozone. The nixers: Garland (Journal-American), Rice (Post), Guernsey (Herald-Tribune) and Coleman (Mirror). The yessers: Nichols (Times) and Rascoe (World-Telegram). Limited run—to February 10.

CLOSINGS

Rugged Path, The (Plymouth, Jan. 19)	11-10, '45	81
Strange Fruit (Royale, Jan. 19)	11-29, '45	60
Polonaise (Adelphi, Jan. 12)	10- 6, '45	113

'Lazare's Pharmacy' To Carry On, Say Dowling & Singer

CHICAGO, Jan. 19.—St. Lazare's Pharmacy, around which has centered many rumors, received word from producers Eddie Dowling and Louis Singer this week that the play would carry on. Earlier in the week the cast was told that Pharmacy would close Saturday (19).

Inside story is that Dowling and Singer were so stimulated by the upswing in biz when Miriam Hopkins returned to the cast after a week's absence, that they decided to have another throw at it.

Hopkins, contrary to rumors, was genuinely sick and was unable to appear, as reported in *The Billboard* last week, and did not play prima donna because of a reported feud with Singer.

In spite of the fact that critic Ashton Stevens praised Joy La Fleur, Hopkins's understudy, almost to the point of pride for him, b. o., even for the nights Miss La Fleur was on, dropped to the negligible level. Apparently, La Hopkins saved the day for Dowling and Singer. At any rate, Pharmacy is saved for the time being. Just how long it will stick depends on receipts, the grace of God and the good will of Chicagoans who love to see preems, even if they aren't great plays.

'Appointment,' \$2,870 For 3 B'geport Shots

BRIDGEPORT, Conn., Jan. 19.—David Wolper's new production, *By Appointment Only*, starring Taylor Holmes and Benny Baker, played Loew's Lyric Theater January 11-12 for two nights and one matinee and grossed \$2,870.

Ice Show Review

Sonja Henie With Her Hollywood Ice Revue

(Opened Saturday, January 19, 1946)
MADISON SQ. GARDEN, NEW YORK

An ice show produced by Hollywood Ice Productions. Directed by Arthur M. Wirtz and William H. Burke. Assistant to Burke, Al Soudan. Musical director, Jack Pfeiffer. Music by Paul Van Loan and Kendall Burgess. Costumes by Kathryn Kuhn, Inc. Miss Henie's costumes designed by Billy Livingston, executed by Brooks Costume Company. Settings by Becker Bros.' Studio. Choreography and staging by Catherine Littlefield; assistant, Elizabeth H. Kennedy. Publicity director, Lillian Jenkins. Stage manager, Ray Gaynor. Master electrician, William L. Ryan. Master carpenter, Roger Driscoll. Fabrics by Gladstone. Wigs by Lerch. Boot tops by Georges. Haberdashery by Nat Lewis. Masks by Bufano.

THE CAST: Sonja Henie, Freddie Trenkler, Charles Storey, Gearey Steffen, Charles Slagle, Gene Theslof, Bruce Eiford and a skating ensemble of 48 boys and girls, plus several feature skaters in brief flashes.

The ninth version of the Henie Hollywood icer pretty much a repetition of preceding Henie shows. Definitely good and entirely to the liking of the opening-night audience which packed the Garden almost to capacity. Show is set to run 15 nights on a split basis to February 7, and business promises to continue good as advance sales are brisk.

Henie all but dominates the show and all her numbers are tops, but the fans still go all out for her torrid hula and her samba gyrations, in both of which she had to beg off after a couple of encores. True skate fans, however, prefer her more sedate and graceful gliding with Gearey Steffen and her daring adagio bits with Gene Theslof.

Freddie Trenkler clowns in his usual terrific style and is still tops in his line. Ably assisted by Charles Storey, Charles

Midwest Legit Gets Another Shot in Arm

Comedy Premiere in Chi

CHICAGO, Jan. 19.—Prospect of Chi becoming a center of legit premiere productions looked a little brighter this week when it became known that *Second Guesser*, farce comedy written by Harold M. Sherman and featuring Al Schacht, famed baseball clown, will have its premiere here February 18 at the Civic Opera House.

Adding brightness to the prospect were the statements of Sherman, for years a member of the Broadway and Hollywood colonies, who said that in his opinion there is plenty of talent in the Midwest for legiters. Sherman will use primarily Midwest talent for *Second Guesser*. He also announced that next fall he would premiere here his production of *Jane Addams of the Hull House*, stage play he has written by the famous woman who founded the Hull House here.

"I've been able to find plenty of good talent here for *Second Guesser*, Sherman said. "Many of those I will use are radio people here. I've been writing for Broadway for 20 years. I've spent years in Hollywood while they were producing the movie based on the life of Mark Twain which I wrote. And I can honestly say that what I've found here ranks right up there with the talent I've seen on the East and West Coasts."

For the *Second Guesser*, Sherman, writer of over 60 sport books (among them *One Minute To Play*), Broadway plays, movies and radio programs as well as books on philosophy and mental telepathy, has penned a story about a Brooklyn roofer who has been second-guessing Leo Durocher for years and finally gets his chance to manage a ball team when he inherits a broken-down, last-place team. Al Schacht will play the part of Sam Bumpus, the man who inherits the team. In this role Schacht will go thru some of the antics he has been pulling on baseball diamonds for years.

Midwest talent who will play other important roles in the play will include Leslie Bodewell, Jane Butler, Hope Summers, Dan DeLeon, Clock Ryder and Orin Brandon. Most of these have leading roles in radio productions here.

For the run of *Second Guesser*, the plush and massive Opera House, home of longhair presentations for years, will be decorated to look like a ball park. Venders will sell wares usually sold at ball parks. Tickets will include rain-checks.

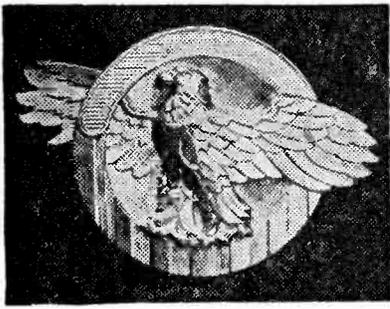
Second Guesser is being staged by Sherman, and will be presented by arrangement with James C. Thompson, official of the General Finance Company and president of the Wacker Corporation, which controls the Opera House.

Slagle does some standout stilt skating and clowns amusingly in a sailor duo with Bruce Eiford.

Production numbers were gorgeously costumed and well routined. However, the sock numbers were two of the less elaborate ones, a serio-comic bit, *Charm of Yesteryear (and Today)* and *Design in Rhythm*, a straight precision routine, both performed by only four couples, with Gil Dennison and Terry Lovelace climaxing the *Today* part of the *Charm* number with some sensational jitter-bugging. Finale, *Durbar*, was brilliantly costumed, but the fakir and Indian rope trick gags interpolated were an anticlimax and quite corny, taking the edge off the very effective Oriental atmosphere created by the whirling dervishes and dancing girls.

Aside from the production numbers it's strictly a Henie opus and offers practically no other feature skaters excepting Slagle on stilts and a brief but excellent bit by Buck Pennington in the *Captain Kidd* number. Of course, Trenkler and Storey are also tops but stick to slapstick and low comedy.

Musical score handled by Jack Pfeiffer in smooth fashion. The incidental vocals are by Dave Marshall, Muriel Goodspeed and Bonnie Blayne, and Hawaiian numbers by Mel Petersen, Spencer Hall, Andy Ione, George Ku and Harry Batey.



The Billboard's VETERANS' RE-EMPLOYMENT SERVICE

Each week The Billboard publishes this classified directory of honorably discharged veterans who have had experience in show business or its allied fields, or who have talents which may enable them to get into some phase of the amusement industry. There is no charge to anyone for this service. Prospective employers are urged to contact the servicemen whose advertisements appear here direct.

IF YOU ARE AN HONORABLY DISCHARGED VETERAN AND HAVE SHOW BUSINESS QUALIFICATIONS OR EXPERIENCE HERE'S HOW YOU MAY AVAIL YOURSELF OF THIS SERVICE.

- Write The Billboard's Veterans' Re-Employment Service editor (1564 Broadway, N. Y. 19, N. Y.) a letter, carefully stating all the following information:
- (1) Full name, age, address and telephone number (if any).
 - (2) Working experience (if any) before entering armed forces. (Do not list amateur show business experience.)
 - (3) Names and addresses of employers for whom you worked before entering armed forces.
 - (4) Branch of armed forces in which you served, and date of discharge.
 - (5) Work done in the armed forces which may help qualify you for show business job you seek.
 - (6) Education (state fully, by years in grade school, high school and college).
 - (7) In which show business field would you most prefer to work?

- (8) What specific type of job would you prefer?
 - (9) What salary would you require? (You need not state this, if you do not choose to.)
- Mail the letter containing all the above information, together with a photostatic copy of your honorable discharge papers, to the editor at address stated above. If the copy of your papers is not included you will not be eligible for this service.
- The information supplied in your letter will be rewritten into a classified advertisement and run in the first available issue in these columns. The Billboard would appreciate it if, after your advertisement appears, you would write the Veterans' Re-Employment Service editor, each week, stating whether you have secured a job, or whether you would like your advertisement continued. There is no charge or obligation of any kind entailed in this service.

ACTOR: pre-army stock, rep, burly. Specialties, ventriloquism, rope act. Army shows (2 years). Interested legit, stock, vaude. Ralph Blackwell, 41 Columbus Ave., Delaware, O. Tel. 6533. 301/1/12

ALTO SAX, clarinet, flute; 6 years' pre-army dance band exp. Seeks night club, theater, radio work. Boston. Cincinnati preferred. Gene Schutte, 2008 North 18th St., Sheboygan, Wis. 326/1/26

ANNOUNCER, 30; Northern Broadcasting Co. (7 yrs.), Canadian Broadcasting Co. (3 yrs.), Royal Canadian Army Shows; weekly London broadcasts. B.A., Queens University; dramatics English. Columbia U. Judson Bernard, 68 Kennedy Ave., Toronto Canada. 275/1/5

ANNOUNCER, writer; army radio stations (2 years); program director, news writing, casting. Auction disk available on request. Evan R. Hughes Jr., 2312 Hartzell St., Evanston, Ill. Davis 7558. 284/1/5

ANNOUNCER-ACTOR; college grad; American Academy Dramatic Arts. Army radio shows. Summer stock. Passed NBC audition. Seeks radio station. Vernon K. Diamond, 3068 Bedford Ave., Brooklyn, N. Y. Cloverdale 8-2849. 322/1/19

ARRANGER, copyist; 3 years' pre-army pianist, arranger. Army bandsman, arranger. Herb Buhler, 9256 222 St., Queens Village, N. Y. ME 7-3564. 294/1/5

ARRANGER; pre-army band leader, arranger; army ork arranger. Marvin O. Lewis, 5625 Irvington Place, Los Angeles 42, Calif. 324/1/19

BARITONE; club dates, band engagements. Mary shows. Will travel. Larry Genna, 899 E. 241st St., Bronx, N. Y. FA 4-4341. 305/1/12

BARITONE; pre-army B'way shows; Michael Todd's "Hot Mikado." Interested legit, radio, night clubs (solo). Sing ballads, light classics. Vincent Shields, 523 Lenox Ave., N. Y. C. Ed 4-8836. 309/1/12

BARITONE, trumpet man; pre-army dance band, symphony ork exp. Trumpet, trombone teacher. Own ork in army; USO tours. Seeks vocalist spot in dance ork, double on trumpet. Starting salary \$50 week. Joseph J. Schikora, 3222 N. W. Guam, Portland, Ore. 329/1/26

BASS MAN; 5 years' pre-army night club exp. Interested dance ork. Murrell G. Hampton, 421 Mill St., Cape Girardeau, Mo. Tel 1312M. 278/1/5

CHARACTER ACTOR, 25; legit—"Johnny 2x4." Stock—3 years army show narrator. Mutual Network outlet, Lincoln, Neb. Interested radio, legit. Elliot Landsman, 91-01 68th Ave., Forest Hills, N. Y. LA 4-1200. 229/11/24

COMEDIAN; 27. pre-army club dates; army shows; toured European theater with "Yanks a Million," special service show. Interested clubs, burlesque. Leo Schwartz, 957 Rogers Pl., Bronx, N. Y. 311/1/12

COMEDIAN, director; 10 years' exp. Free-lance radio work: WMCA, WOR. Army Special Services: Directing, performing, writing army shows. Princeton University (drama, theater, writing). Interested vaude, burlesque, clubs. Will travel. Tommie Allen Vitagliano, 92 Park Ave., Paterson, N. J. Sherwood 2-9088. 325/1/19

COMPOSER, words and music; college education. Interested musical comedies. Lewis L. Reynolds, 50 Riverside Drive, New York 24, N. Y. 268/12/22

COMPOSER; 20 years' pre-war exp. free-lance music. Interested writing music for lyric writers. Marion A. Smart, 624 Wisconsin Ave., Oak Park, Ill. Euclid 261/12/15

DIALECT-ACTOR, comedian, wishes to join vaude act. Interested legit, radio, vaude. Harry Traub, care Elks, 919 H St. N. W., Washington, D. C. 281/1/5

DRUMMER, 28; AAF band (4 years). Pre-army dance orks, combos. Will travel. Julius Fox, 608 Rogers Ave., Brooklyn, N. Y. IN 2-7470. 273/12/22

DRUMMER; 7 years' dance band, club date experience. Interested all fields. Douglas Jones, 7200 Ridge Road, Brooklyn, N. Y. SH 5-8796. 293/1/5

EMSEE; interested legit, radio, night club work. Comedy, novelty acts. Pre-army club exp. Johnny Burns, 12 Marshall St., Poughkeepsie, N. Y. 250/12/8

EMSEE, comic; 35. Army Special Service show, "The Outpost Parade" (2 years). Entertainment specialist. Interested club, theater work. Prefers Florida. A. D. Smith, Biltwell Hotel, Rm. 62, St. Petersburg, Fla. 234/11/24

EMSEE, trumpet man; 10 years' pre-army exp. Interested emcee job or joining small band. Sammy Lillibridge, 1602 Sixth Ave., Beaver Falls, Pa. Tel. 2815. 270/12/22

GLASS HOUSE, Funhouse front worker; bingo caller, counterman; 15 years' carnival exp. E. E. Dossett, 1308 Clay Ave., Houston, Tex. B-30909. 314/1/19

GUITAR SOLOIST, 31; club, radio experience (15 years). Interested radio, night club, vaude. Starting salary \$50 per week. John Jaume, 108 E. 121st St., N. Y. C. 262/12/15

GUITARIST; soloist dance orks. Interested radio, club, vaude work. Metropolitan area. Ambrose Dato, 431 West 56th St., N. Y. C. 226/11/24

GUITARIST, Spanish electric; 20 years' exp.; colored combos and soloist. Army dance band. Juilliard School. Interested instrumental group; band around N. Y. C. Thomas Francis, 1351 Park Ave., Apt. 4, N. Y. C. LE 4-0254. 254/12/8

HARPIST; 18 years' experience dance bands; swing, semi-classics, solos. Seeks large or small combo. Will travel. Starting salary \$75 week. Lester Kramm, 245 W. 69th St., N. Y. C. END 2-3144. 236/12/1

IMPERSONATOR; 7 years' pro experience. screen stars specialty. Interested vaude, clubs. Frank A. Verdicchio, 126 Baxter St., New York, N. Y. Canal 6-5410. 292/1/5

LYRIC WRITER; seeks any job in music field. Wants to learn field. Leo Alhonote, 6211 20th Ave., Brooklyn, N. Y. 279/1/5

LYRIC TENOR; pre-army night club exp. Army shows. Music student (9 years). Seeks band, radio, Chicago area. Raymond B. Duca, 721 Englewood Ave., Chicago 21, Ill. Englewood 7822. 319/1/19

MAGIC ACT; 15 years pre-army club dates, vaude, unit shows with name bands. Army Special Services. Interested club dates, fairs, etc. Will travel. Wisconsin preferred. Curt Walter, 219 Main St., Oshkosh, Wis. Tel. 3023, 4020. 299/1/12

MECHANIC; pinball, slot, phono; army radio repairman. Vinton R. Brovan, 1806 Millinois, Belleville, Ill. 313/1/12

MELODY WRITER; collaborate with lyricist. West Coast preferred. Specializing South American music. Seeks permanent association. Ephraim Saphir, 413 Union St., Cincinnati, O. 302/1/12

NIGHT CLUB MANAGER, operator; with Monte Carlo (B'dwy) 3 years. Promotion, booking acts, advertising; 10 years' experience. Paris, France. Resourceful, excellent personality. Roger Kendall, 250 Riverside Drive, N. Y. C. AC 2-5304. 282/1/5

NOVELTY MAGIC ACT; night club, theater exp. Interested club, vaude. Wm. Robert McGowen III, 1332 Granville Ave., Chicago 40, Ill. Sheldrake 3407. 272/12/22

ORGANIST, pianist; 10 years' pro experience. Concert, popular. Army entertainment spec. Bob Wyatt, 925 3d Ave., New York, N. Y. PL 9-4067. 295/1/5

PRODUCER, director; radio, television shows. Legit directing, acting exp. Gen. Tele. Corp. telecasts. Mickey Rooney Show overseas. Alan Levitt, 166 Gerard Ave., Bronx, N. Y. Jerome 7-4718. 277/1/5

PRODUCTION ASSISTANT; script, continuity writer. Edited, wrote army newspapers. Continuity writer army radio station. College, journalism major. Prefers radio. Will travel. Benjamin Pearlman, 2251 Holland Ave., Bronx 67, N. Y. 321/1/19

PUBLICITY; pre-army free-lance actors' agent. Army public relations; columnist army newspapers. Will travel. Monroe I. Lesser, 720 W. 173d St., N. Y. Wads. 7-9073. 286/1/5

PUBLICITY AGENT; pre-army publicity (5 years); name bands, personalities, army public relations. Will travel. Leon Klempner, 37 Topscott St., Brooklyn, N. Y. 304/1/12

PUBLIC RELATIONS MAN; army newspaper editor, feature writer. College grad. Will travel. Ed Levenson, 734 Montgomery St., Brooklyn, N. Y. SL 6-7226. 285/1/5

PUBLIC RELATIONS MAN; 3 years Hollywood publicity, Sam Goldwyn, Inc., James Roosevelt. West Coast preferred. E. Franklin, 353 W. 56th St., N. Y. C. CO 5-4529. 297/1/12

RADIO ANNOUNCER, 27; 3 years' staff announcer; actor, narrator, special events broadcasts. Albert Gugenheim, 1004 W. Vine St., Champaign, Ill. Call collect 9-8886. 246/12/8

RADIO ANNOUNCER; army entertainment specialist (3 years). Acting, production, radio, variety shows. WDBO, SLOF, WFNC. Will travel. Jerome Eisenberg, 979 Montgomery St., Brooklyn, N. Y. 287/1/5

RADIO ANNOUNCER, Control Engineer; 3 years army radio service; with Andre Baruch overseas. Pre-army radio school. Frank J. Gazarek, 2220 S. 59th Ave., Cicero, Ill. Cicero 1667-R. 298/1/12

RADIO ANNOUNCER; 3 years' army radio exp.; 1 year staff announcing. Seeks radio station metropolitan area, New England. Nathan Rosenberg, 980 Hopkinson, Brooklyn, DI 6-2659. 316/1/19

RADIO ANNOUNCER, 26; actor, announcer-emcee exp. AFRA member. Interested radio station around Chicago, announcing, dramatization. Robert Charles Brown, R. R. #1 De Kalb, Ill. Tel. 960-21. 318/1/19

RADIO ANNOUNCER, director; BA, MA; pre-army announcing; army radio programs. Marvin Adler, 42-05 Layton St., Elmhurst, N. Y. Havemeyer 6-4659. 323/1/19

RADIO, legit, motion pic production; N.Y.U. "Radio Workshop." Varied amateur exp. Bernard Karlan, 160 Claremont Ave., N. Y. C. MO 2-0993. 276/1/5

RADIO SPORTS DIRECTOR; 15 years sports writer, press agent. Army public relations. Baseball writer, International League. Louis N. Gordon, 809 Almond St., Syracuse, N. Y. Tel. 61386. 314/1/12

SAX-CLARINET MAN; 7 years' professional experience. Had own dance band. Interested night club, radio, vaude. James Morris Jr., 733 Hewitt Place, Bronx 59, N. Y. 288/1/5

SAX-CLARINET MAN; B.A. music (Dartmouth). Ten years' pro experience. Lead, play. Interested radio, vaude, night club. Ralph P. Folsom, 94 Saxton Ave., Sayville, L. I. SAY 1026. 289/1/5

SAX-CLARINET MAN; 5 years' dance ork experience. Army bands. Interested vaude, radio, clubs. John Kotlanz, 137 34th St., N. Y. C. 296/1/5

SAX-CLARINET MAN; tenor, baritone. Seeks spot with society band. Will travel. Ralph Merola, 244 60th St., Brooklyn, N. Y. Windsor 9-6145. 315/1/19

SINGER; pre-army Eddie Roger's band; featured "scat" singer. Navy musician, entertainer. Seeks cocktail combo, dance band. Roger Thornton, 434 Thomas St., Fond du Lac, Wis. 312/1/12

SINGING PIANIST, classical, popular. Band leader, vocalist, coast guard bands. American Conservatory, Balalaika Academy, B. A. Band, combo exp. Radio preferred. Alvarado Grilly, 128 E. 22d St., Chicago Hts., Ill. CHI 2077. 335/1/5

SONGWRITER; nine songs published to date. Words and music. Prefer motion pic, radio, legit. Will collaborate. William G. Ringel, 14236 Alma Ave., Detroit, Mich. PI 6819. 310/1/12

SONGWRITER, interested radio, motion pictures. Writer of songs for army shows. Howard Lee Daniels, 907 West Fifth St., Dayton 7, O. 332/1/26

SPECIALTY ENTERTAINER; Spanish electric, Hawaiian guitar, banjo; American folk songs, hillbilly music. Seeks combo. Robert Buckley, 821 Logan St., Brooklyn, N. Y. 317/1/19

SPORTS ANNOUNCER; 27, army paper sports editor. Pre-army radio dramatic productions (KSO, KRNT, Des Moines). Drake University, Columbia College of Drama. Midwest preferred. Paul Schroeder, 114 S. Porter St., Michigan City, Ind. Tel. 981-R. 308/1/12

SPORTS WRITER, announcer; seeks radio station. College graduate; Birmingham Post, Alabama News Bureau. Will travel. Jack Finkelstein, 1424 Walton Ave., Box 52, N. Y. C. 320/1/19

STRING BASS; 15 years' pre-army exp. Army Special Services. Interested club dates. Brooklyn, New York City area. Local 802. Fred Rago, 171 Ninth Ave., Brooklyn, N. Y. 328/1/26

TENOR, CLARINET, vocalist; reads, ad libs, both instruments. AAF band. Local 802. Will travel. Seeks combo, any size. California, Ohio area preferred. Arthur Randolf, 232 E. 116th St., N. Y. C. LE 4-9378. 334/1/12

TOUR MANAGER, publicist, 31; with Special Services chief, AAF (3 years), European, Mediterranean theater tours; USO entertainment units; booking, publicity. Seeks similar position; pic studio, booking office. Irwin Goldie, 99-19 202 St., Hollis, N. Y. Hollis 5-8176. 327/1/26

TRUMPET MAN; 7 years' dance band exp.; first and second trumpeter; seek Negro combo. Theodore Challenger, 169-12 111 St., Jamaica, L. I. 256/1/19

VENTRILOQUIST; harmonica, imitations. Maurice Evans Group in Pacific (2 years). Pre-army vaude, clubs (7 years). Starting salary \$150 week. Edward Shulman, 2939 Ocean Ave., Brooklyn, N. Y. 263/12/15

VETERAN; legal education; 10 years' coin machine experience, seeks job with manufacturer or distributor. Harold Weil, Allen Hotel, Miami, Fla. 280/1/5

VOCALIST, Impersonator, Actor; army morale shows. Pre-army club experience. Interested club, theater. Fred H. Keffer, Ferguson Road, Dunbar, Pa. 239/12/1

VOCALIST, 24; marine bands; Australian Broadcasting Co. Pre-marine night club, dance band exp. Seeks featured vocalist spot with band. Dick Saksa, 14 Fourth St. S. E., Washington. Franklin 3225. 253/12/8

VOCALIST; theater, club, radio experience (10 years); trio, duo, solo work. Interested small combo, lounge work. Howie Mallen, 5726 S. Green St., Chicago, Ill. Wentworth 3684. 258/12/15

VOCALIST, novelty, ballad, 28; Army Special Services; pre-army night club experience; band vocalist (4 years). Will travel. Bob Marsh, 207 Van Siclen Ave., Brooklyn 7, N. Y. AP 6-9811. 266/12/15

VOCALIST; dance bands, club date experience. Army shows. Interested radio, vaude, clubs. John G. Schaeffer, 72 Aberdeen St., Brooklyn, N. Y. GL 5-6948. 291/1/5

VOCALIST; navy shows. WOR transcriptions. Interested radio, clubs, vaude. Bill Nygard, 537 5th Ave., Brooklyn, N. Y. 306/1/12

VOCALIST; 3 years' pre-army dance band exp. Army Special Services. Interested radio, night clubs, legit. Patrick Iovinelli, 2822 West Flournoy St., Chicago, Ill. Van Buren 2767. 333/1/12

VOCALIST; pre-army night club exp. AAF band featured soloist; USO shows. Lew Thomas, 327 Milburn Ave., Lyndhurst, N. J. Rutherford 2-0713-J. 330/1/26

VOCALIST, 29; pre-army radio exp. Own program Station KXOK, St. Louis (2 years). Seeks radio program, dance orchestra. George Lee, 433 West 56th St., Chicago, Ill. Nor. 8818. 331/1/26

WRITER; publicity, news, feature. Movie field preferred. Pre-army advertising research; publicity. Army newspaper editor. Joseph H. Lovinger, 2506 Cedar Ave., Cleveland, O. Superior 0043. 300/1/12

THE FINAL CURTAIN

ANTONELLI—Mrs. Mirjam Sparks, 55, composer and pianist, in Atlantic City January 6 following a brief illness. Survived by her husband, Anthony.

ARTHUR—James B. (Dock), 43, ride hand, at University Hospital, Oklahoma City, January 6. Services January 11 at Lawton Funeral Home, Lawton, Okla., with burial in Highland Cemetery there. Efforts are being made to locate relatives.

BADGLEY—Don, recently in California. Survived by his widow. Body sent to Detroit for burial.

BAILEY—William H., 94, old-time violinist and violin maker, January 12 at his home in Climax, Mich.

BARNETT—Clement L., 78, known professionally as Capt. David (Doc) Barnett, in Los Angeles General Hospital January 6. He had been associated with show business for over a half century, working with med and whale shows. Survived by a son, William. Services conducted by Pacific Coast Showmen's Association, with burial in Showmen's Rest, Evergreen Cemetery, January 11.

BAXTER—Howard D., 53, organist, in Philadelphia January 13. Survived by a brother, William.

BEHM—John W., 63, singer, in Philadelphia January 6.

BENTLEY—Samuel D., 48, owner of photo concessions at Summit Beach Park, Akron, January 11 in Englewood, Fla., of a heart ailment. His widow survives. Interment in Canton, O.

BUTT—George W., (John Dillon), 86, at his home in Aurora, Ill., January 11. He was assistant steward on the Ringling Bros. and Barnum & Bailey Circus when he retired in 1935 after 37 years with the show. Survived by his widow, Martha; a son, Gerald; a daughter, Dorothy, and a brother and sister. Burial January 14 in Aurora.

COVODE—Harry F., 65, owner and operator of the Walbridge Amusement Park, Toledo, January 3. Born in Ligonier, Pa., Covode worked as a boy in Idlewild Park there. Later, after serving as a page boy in the Pennsylvania State Capital at Harrisburg, and the House of Representatives in Washington, Covode operated the scenic railway when Walbridge Park was founded. At the time of his death he was the owner and operator of the Arcade, all food concessions and seven rides. Surviving are his widow and three daughters. Burial in Woodlawn Cemetery, Toledo, January 7.

In Loving Memory of My Late Husband

DON CARLOS

Who Passed Away January 8, 1941

SOPHIE CARLOS

GAHAGAN—Will, 60, executive secretary of the United States Trotting Association, in Goshen, N. Y., January 3. Born in Hudson, Mich., Gahagan had been connected with harness racing 34 years and during that time had become popular with fair men throughout the country. Until recently he had also served as secretary of the Trotting Horse Club and the Hambletonian Society.

GALLAGHER—Mrs. Anita U., a founder and for many years social secretary of the Catholic Actors' Guild, January 17 at her home in New York.

HAGAN—James J., 59, former member of the song and dance team of Hagen and Hogan, which toured prior to World War I of a cerebral hemorrhage in Philadelphia January 7. After the team disbanded, Hagan served as ticket taker, prop man and supernumerary at the Forrest, Chestnut Street, Garrick and Broad theaters in Philadelphia. Since 1927 he had been traveling secretary of the Phillies baseball team. Survivors include his widow, Althea; four children, Mrs. Arthur Collins, Jimmy Jr., Margaret and Phyllis; a sister, Mrs. Catherine Haney and four grandchildren.

HALL—Al, 44, former representative for the Charles Schribman ork booking office, lost at sea November 22, 1945, it has just been learned. He was employed as skipper of a tugboat out of Boston. Body was not recovered. Survived by widow, Janet, North Scituate, Mass.

HAMMERSTEIN—Mrs. Mary Emma, widow of opera impresario Oscar Hammerstein, January 17 in Syracuse, N. Y. Survived by a brother and sister.

HIGGINS—Joseph L., 87, former sharpshooter with Barnum & Bailey and Buf-

falo Bill, January 16 at New Rochelle, N. Y., where he was caretaker of the Huguenot Yacht Club. He entered the circus field in 1891 and played thruout America and made three world tours. Survived by his widow, six daughters, a son, five brothers and a sister.

IRVIN—Al, 50, former ticket taker for the Ringling circus, in Houston January 4. He was with a Houston theater chain at the time of his death.

KEATON—Joseph, 79, old-time vaude performer, at his home in Hollywood January 13 after a lengthy illness. Keaton, born in Terre Haute, Ind., was the leader of the Three Keatons and also performed for a time with the late Harry Houdini. A son, Buster, movie actor, survives. Burial in Hollywood January 14.

LaPEARL—Harry, 61, veteran clown, in Hollywood January 13. His career began at the age of 5, when he did a single trapeze with his father's J. H. LaPearl's Allied Show. He clowned when 16, and two years later trouped with rep shows and musical comedies for eight years. Following that, he went with Barnum & Bailey as producing clown for four years, and was at the New York Hippodrome for two years. He appeared in several movie shorts and also in the feature, *Polly of the Circus*. He also appeared with the John Robinson, Hagenbeck-Wallace, Sells-Floto and Walter L. Main circuses and at parks and fairs. Surviving are his widow, Leretta; his mother, Mrs. Nellie Farris, and a sister, Mrs. Ruby Schwarzwald, all of Los Angeles.

LOGAN—Matt, 69, retired carnival man, in Washington, recently. Survived by his widow, Kempton (Madam Irene); a daughter, Mary Sue; a brother-in-law, Grover C. Graham, carnival trower, and a half-brother, Mack Phillips. Interment in Congressional Cemetery, Washington.

MANS—Marcel Le, ex-stage and film actor and an ace in the famed LaFayette Escadrille of World War I, in Veterans' Hospital, Lyons, N. J., January 9. He came here from his native Belgium (Antwerp) some years ago with a French production and appeared in Broadway plays, including *Americans All* (1920) and *The Lady* (1923). His widow and two daughters survive.

MANTANIAN—George Mike, known professionally as George Martin, of a heart attack in a Miami night club. He was a former bingo operator with the Johnny J. Jones Exposition and Bucky Allen shows. Burial January 16, with services from Armenian Apostolic Church, Providence. He was a member of the National Showmen's Association.

PEARSON—Oscar (Twisto), 72, Swedish contortionist in vaude and night clubs for the past 60 years, in Meyer Memorial Hospital, Buffalo, January 9. Services thru the AGVA and Ray S. Kneeland, Buffalo booker, for whom Pearson worked.

POWELL—Art, veteran circus and carnival man, killed January 15 when his car was sideswiped by a truck near Itasco, Tex. He had been in Texas helping with reorganization of Austin Bros.' Circus. Powell had trouped with a number of outdoor attractions, including Barney Bros.' Circus, Billie Dieh's Side Show, Harley Sadler's Tent Show and the Alamo Exposition, Tidwell and Harry Craig shows. Body was taken to Brown-Rees Funeral Home, Itasco, pending instructions from relatives in Philadelphia.

In Memory

Of Our Good Friend and
Former Employer

MIKE ROSEN

Who passed away Jan. 27, 1945

**Winona and Ted
Woodward**

RYAN—Charlotte, 54, Metropolitan Opera soprano from 1922 to 1932, of a cerebral hemorrhage in New York January 15. In 1933 she appeared with the Chicago Opera Company at the old New York Hippodrome and had also sung with St. Louis and Cincinnati operas companies.

SCULLY—Irvin J., press agent, 48, of heart disease, January 10 in DePaul Hospital, St. Louis. He was for many years a press agent for various shows

in St. Louis, and was also publicity director for Forest Park Highlands, St. Louis, for many years. Requiem Mass January 14 at the Blessed Sacrament Church, with burial in Calvary Cemetery, St. Louis. Survived by his widow, a daughter and two sons.

SILBERT—Norman H., 43, (Don) of the novelty comedy team of Ron and Don, and a pianist, in Philadelphia January 5. The team was organized 15 years ago. In recent years they were heard regularly on stations WDAS and WFIL. Survived by his widow, Florence; a sister, Mrs. Florence Heist, and three brothers, Joseph, Herbert and Wilmer.

ALBERT O. SWOPE

Passed away December 28, 1945, and is missed by his sincere friend

BUNNY WELDON

STAMP-TAYLOR—Enid, 41, musical comedy and film actress, in Wimbledon, England, January 13 after an operation for a skull fracture received in a fall. She debuted in the chorus of *A to Z* at the Prince of Wales Theater in 1922, was featured in *The Cabaret Girl* and had successes in *Madame Pompadour*, *The Punch Bowl*, *The Looking Glass*, *RSVP* and *Vaudeville Vanities*. After her marriage in 1929 she retired, but returned a few months later to join *Wonder Bar*. Among her movies were *Okay for Sound*, *Action for Slander* and *Lambeth Walk*. She left the cast of the current London hit, *Is Your Honeymoon Really Necessary?* because of overwork. A daughter survives.

STIEFEL—Mrs. Sadie, 85, widow of Hyman Stiefel, Philadelphia theater owner and operator, at her home in that city January 9. Her four sons, Morris, Harry, Barney and Oscar, are owners of the Roxy Theater Circuit, with houses in Downingtown, Ephrata, Lewisburg and Lock Haven, Pa. In addition to the sons, she is survived by five daughters, Ethel, Mollie, Jean, Olga and Lillian.

STIFFEL—Thaddeus J., 51, retired vaude singer, in Camden N. J. January 5.

TATRO—Wilfred B., 62, suddenly at his home in Warwick, R. I., January 12. He operated concessions and rides at Rocky Point Park, Warwick, for many years, retiring in 1938.

TUCKMAN—Joseph, 45, concessionaire, January 14 following an auto accident near Austin, Tex., January 12. He was a member of the Showmen's League of America. Body will be sent to Chicago for burial January 21.

VENABLES—James G. Sr., 69, secretary of South Dakota State Fair Board from 1932 to 1935, in Abbott Hospital, Minneapolis, January 8. He had been confined there since December 5 following an operation. His widow; two sons, Thomas and James Jr., and a daughter, Mrs. Peter Heemstra, survive. Burial in Huron, S. D., January 12.

WHITE—George X. (Snooky), comedian, recently in Gramercy Rest Home, Los Angeles. His family name was Weiss. From 1914 to 1925 he produced for the Monte Carter Company on the Coast, and later for his own show in Salt Lake City, and Oakland, Calif. He created the Snooky cartoon character for the stage. Survived by a brother, George Jr. Services from Breese Bros. & Gillette Funeral Home, Los Angeles.

WILLIAMS—Aaron Foster, 69, retired banker and owner of a string of harness race horses, January 15 in Corning, N. Y., after a year's illness.

Marriages

BENJAMIN-PERKINS—Leroy Benjamin, of the Leroy Brothers, marionette act, to Etta Perkins, nonpro, January 6 in Chicago.

CALLAN-MADSEN—Joe Callan, Frederick Bros., Chicago band booker, to Betty Madsen, model, in Chicago January 12.

CHRISTADORE-ADAIR—Joe Christadore, nonpro, to Adrian Adair, chorine and vocalist at the Grand, St. Louis burlesque house, in Clayton, Mo., January 8.

DUNN-DAVIS—Al Dunn, manager of the United Artists Theater, San Francisco, to Virginia Davis, cashier at the Golden Gate Theater there, January 17 in San Francisco.

GERMAIN-PARRISH—Mack Germain, owner-operator of Wild Life shows, to Virginia R. Parrish, formerly of Little Rock, in that city recently.

GOMEZ-WINTER—Al Gomez, musician, to Gracie Winter, dancer, in Philadelphia January 7.

Dance Remotes Must Be Programed Right

(Continued from page 8)

chance to look at the figures and decide what should be done, it was said by one station spokesman that the survey revealed the listeners want good remote programs and plenty of them.

The vast majority said that after 11:30 p.m. they wanted dance remotes—provided they were produced and programed properly. Initial breakdowns of the survey, it has been said, reveal, for one thing, that listeners prefer different types of music on different nights. For example, the preference on Friday and Saturday nights was for swing stuff for the bobby-soxers. Reason for this being that these are the only nights the kids can stay up that late (no school the next day). At least that is what those questioned in the survey said.

The survey also revealed preferences for other types of music on other nights and other facts that WGN execs are not talking about right now.

Altho they are not saying too much about the survey, WGN execs will say definitely that in the near future WGN remotes will have a producer assigned to them to give them a lot of polish and smart production. Three men are being considered for the job now. One will be picked when Schreiber gets back.

Since this plan is still in the embryonic stages, WGN boys are not sure yet just how the new type dance remote programing will be put into effect. They don't know yet whether they will go as far as to try to pipe the music of orchestras with different styles on different nights or what other kinds of gimmicks they are going to weave around their remote productions.

Contemplated move on the part of WGN has national as well as local implications. Local MBSer feeds plenty of dance remotes to Mutual each week. It makes pick-ups at the Bismarck Hotel, the Palmer House, Aragon and Tranon ballrooms and the Blackhawk restaurant and feeds programs from these spots to Mutual. The station has long been recognized as an outlet that carries one of the largest dance remote schedules in the country. The trade knows about WGN remotes and has watched them thru the years. For this reason, if WGN comes up with something new that is good, it can be expected to have effects on dance remote programing elsewhere.

Interlochen's Maddy Guns for Petrillo

(Continued from page 3)

to pin the board down as to what constituted unfair action against the union, all they got was the answer that the board had the right to decide this point and could say what was unfair, over what they had jurisdiction, and whatever they wanted. When Maddy's lawyers pointed out that would give the union power, for example, over whether or not union members could or could not be shoeblacks, the board agreed.

Petrillo Not a Meeting

Petrillo was not present at the Maddy hearing. The board, thru its counsel, Joseph Padway, said the fight between Maddy and the union was strictly a union problem and therefore Petrillo did not appear, in order to emphasize the fact that it was nothing personal to Petrillo. This stand was taken in spite of the fact that the fight between Petrillo and Maddy has been personal since Maddy tried to broadcast while leading an amateur band and at that time, according to some reports, Petrillo threatened Maddy with bodily injury if he continued his attempts to get anything but AFM members on the air.

After the meeting with the AFM exec board here, Maddy told *The Billboard* that during his entire four-hour quiz by the board he did not have a chance to argue the merits of the case on a justice level. All the board wanted to find out, he said, was whether or not he continued to teach at the camp after it had received the unfair label.

Maddy To Keep Teaching

Maddy also told *The Billboard* he would continue to teach at Interlochen whether or not he was an AFM member. He also said that he would undoubtedly go to Congress and try to have it speed passage of an anti-Petrillo Bill in view of the fact that the AFM had now taken upon itself to decide what its members could do for a living.

Illinois Wants Cash on Mahog!

Loos Set Thru 1950 at Laredo

LAREDO, Tex., Jan. 19.—This city's annual Washington Birthday celebration will find the midway attractions of the J. George Loos Greater United Shows back on the same stand they have occupied for 23 successive years.

What's more, the veteran carnival operator disclosed today, the Loos attractions have been awarded additional contracts calling for appearance at the event thru 1950.

This year's celebration, to be held February 16-March 3, is shaping up rapidly, with 40 floats signed for the parade, fireworks, a beauty contest and other features already arranged.

Winston Churchill, Generals Eisenhower and Wainwright and leaders of the Mexican government head a list of celebrities who have been invited to attend.

Strates Buys Gerety Wagons

SHREVEPORT, La., Jan. 19.—Barney S. Gerety announced today that he has completed a deal to sell 65 wagons, 5 complete show fronts, 1 Merry-Go-Round, 2 office wagons, tractors, considerable electrical equipment and other miscellaneous show property to James E. Strates, with delivery to be made immediately.

Strates lost his entire show, with the exception of his railroad cars, in a fire recently, and bought the Beckmann & Gerety property as a major step toward rebuilding so he will be in a position to fulfill all his contracts for the 1946 season.

W. C. Fleming, general agent for Strates, announced at the Columbia, S. C., meeting Wednesday (16) that he booked Spartanburg, Anderson, Orangeburg and Charleston fairs.

Art Powell Killed In Tex. Auto Crash

WACO, Tex., Jan. 19.—Art Powell, outdoor showman, was killed, and H. M. Harrell, Waco billposter and stagehand, was injured January 15 when the automobile in which they were returning from Fort Worth to Waco overturned near Itasca, after being sideswiped by a truck.

Powell's skull was crushed between the car and pavement. Harrell received treatment here for a split ear and bruises.

Powell, whose home was in Philadelphia, had been in Texas helping with reorganization of Austin Bros.' Circus. At one time he had been with Barney Bros.' Circus and had also trouped with the Harley Sadler Tent Show, Billie Dieh's Side Show and the Alamo Exposition, Tidwell and Harry Craig shows.

Capells Buy Tilt, Merry-Go-Round

HASKELL, Okla., Jan. 19.—Small Merry-Go-Round and Tilt have been purchased by Capell Bros.' Shows from the Ira Burdick Shows, Jack Capell, recently discharged from the service and now in winter quarters, announces. Purchase of the two rides gives the show a total of 10. Capell says the unit will have 7 shows and 50 concessions.

Lee Hinchley, circus band leader and show painter, is in charge of repainting here. Jack Delmar and family have returned from Denver and are building concessions. Delmar plans to have eight, including corn game. Sammy George, Girl Show manager, announces he will arrive soon from Texas to start building his new show. Ed Walen, legal adjuster, arrived in quarters from Arkansas.

Carl Bohn advises he will be here soon from Mississippi. He plans eight concessions this year. Bob Capell is now stationed in the States with the navy and expects his discharge soon.

Showmen Show Big at Columbus

COLUMBUS, O., Jan. 19.—It wasn't difficult to tell that the Gooding Amusement Company was represented here this week at the annual convention of the Ohio Fair Managers' Association.

Placed prominently in the Deshler-Wallick Hotel lobby was a big Gooding flash, roughly 25 feet long and 5 feet high, consisting of mirrors from a Gooding Funhouse, a Merry-Go-Round organ, and a huge red-bulbed midway entrance sign which emblazoned "Gooding" with effectiveness—and in good taste.

Gooding, himself, was much in evidence, and some of his key personnel and their wives were also on hand. Included among the latter were Mr. and Mrs. Buck Saunders, Mr. and Mrs. Jack Lampton, Mr. and Mrs. John Enright, Mrs. Lottie Drum and Rene Riffles.

Byers Bros.' Amusements were represented by W. D. Byers and Don Stewart; Howard Bros.' Shows, by Ray S. Howard and C. D. Howard; W. S. Curl's Rides, by Mr. and Mrs. W. S. Curl and Mr. and Mrs. Lee Becht; the J. R. Edwards's Shows, by Mr. and Mrs. J. R. Edwards and Maynard Edwards, and Happy Attractions, by Happy Powelson, Homer Snedeker and Mr. and Mrs. V. Scott.

Grandstand attraction firms and fair suppliers were out in force. Among those noted were Gus Sun Jr., Bob Shaw, Glenn Jacobs and Jinx Hoagland, Gus Sun Agency; Billy Senior, Barnes & Carruthers; Bill McCluskey, Tony Scheffer and Bill Barlow, WLW Promotions, Inc.; Harry Smythe, WOW Attractions; Mr. and Mrs. E. W. Kurtze, WLS Attractions; Mr. and Mrs. C. A. Klein and Jack Klein, Klein Attractions; Mr. and Mrs. B. Ward Beam and Henry H. Lueder.

Walter L. Beechler, United Fireworks; Tom Kirtley, Kirtley Sound System; Al Jones, Al Jones Circus and Rodeo; L. E. Holt, Andy Holt and Andy Broccone, Interstate Fireworks; Lee Lott, Lott's Hell Drivers; Jimmy Van Cise, Jimmie Lynch's Death Dodgers; E. J. Coburn and Frank Prytatas, Fair Publishing House; Harry Hagler, Hagler (See COLUMBUS BIG on page 46)

It's a Friendly Tip as Coast Midway Moguls Pitch to Fairs

SANTA CRUZ, Calif., Jan. 19.—What carnival men and bookers thought was going to be a brush-off turned out to be a grand reception for them at the 23d convention of the Western Fairs' Association here. Introduction of show operators was scheduled for the morning of the last day, when it was figured that most of the fair men would have vamoosed. But the fair operators were there and the carnival men had their say and received a warm reception.

Several of the midway men had cooled their heels at the Palomar for two whole days before getting a chance to make a pitch. But the opportunity of talking shop was well worth it, they later contended. The fair association's meeting this year had plenty of interesting and important measures to discuss, so the secretary-managers and directors almost en masse stayed for the entire show.

Art Craner opened the showmen's pitch by introducing Frank Cushing, of Death's Holiday. Craner went into Cushing's war career, leaving little that the thrill-show operator had to say for himself. The outfit is composed of practically all former G.I.'s.

J. Ed Brown, who was dubbed "Mayor of the Gayway" at the Golden Gate Exposition, explained that he was there only for the ride. He had nothing to sell, he said.

Roy Ludington, manager of Crafts 20 Big Shows, told the group that his show was undergoing a \$70,000 building program and would have an entirely new lighting system, several rides never before seen on the West Coast, and employees in white coats with gold badges. The show, he declared, will open Feb-



MEL H. SMITH, veteran outdoor showman, who has been devoting his talents to park operations at San Diego, Calif., was recently inducted as president of the Pacific Coast Showmen's Association in Los Angeles. Smith pledged his regime to expanding the activities of the organization and to solidifying present projects.

Curley Vernon Stays in Field

CHICAGO, Jan. 19.—Curley Vernon, owner of the United Exposition Shows, announced in a telegram Friday (18) that after 21 years in the carnival business he cannot retire and has decided not to sell his show. Vernon announced a week ago he would sell out and retire, but after giving additional thought to the idea, decided to stay in action.

Vernon's show is in quarters at Orange, Tex., and a crew has been refurbishing the equipment since January 1 under the direction of Vaughn Shomburg.

Spokesman for the J. L. Stuart Manufacturing Company discussed the canvas situation, advising that almost any type of tent desired could be furnished. He explained that his company was handling a flame-proofing solution that added only 4 per cent weight as against nearly 60 per cent when other treatments were used.

Eddie Burke, of Eddie Burke Attractions, met the group for the first time since his release from the army. He said that he would see the fair men later for the pitch. Kathryn Burns, another booker, talked of her stagershows and acts. John Dalenger put in a word for his attractions, as did Joe Bren; Neal Abel; George Hunt, of the Bert Levey office; Charles Ellsworth, of Barnes-Carruthers; Mildred Lane and Dorothea Gray.

Foley & Burk Shows were represented by Charles Albright and Jack Andrews, the latter of the publicity department. Mike Krekos spoke for his own West Coast Victory Shows, and Ted Leavitt put in a word for Bob Schoonover's California Shows. Harry (Polish) Fisher took the floor in the interest of his Golden West Shows.

The main speaker turned out to be Patrick Lizza, of Golden State Fireworks Company. After completing \$22,500,000 worth of government contracts thru which the firm won the Army and Navy "E" with four stars, Lizza is back in the fair-contracting business. He distributed cartridge case blanks to those attending.

Others introduced included William (Circus Mike) Morris, Patrick Treanor, Lee Brandon, Shorty Wrightsman, Bud Bently, "Red" Kearns and Al Evans.

Demand Bond For Show-Up

Ops burn when contracts are asided in favor of more profitable spots

SPRINGFIELD, Ill., Jan. 19.—Operators who have been in the habit of inking an annual and then reneging when they had opportunity to sign another fair that promised more gross, thereby causing the first to wind up holding the well-known bag, are responsible for fair ops here agreeing to demand appearance bonds from contracting carnivals. This agreement was reached during the open forum discussion at the Illinois State Fair Association meeting here Tuesday (15).

Some agents, intent upon securing a route, were accused of soliciting John Hancock's promiscuously prior to, during and following State meetings and then, in privacy, sifting the chaff from the grain and retaining the best. A fair, eventually finding out that it didn't have the carnival it counted on, was hard put to find substitute attractions. Larger annuals were not affected, as carnival ops fought to sign and retain those with assured top-bracket grosses.

Necessity of posting appearance bond money would tie up a big portion of many winter bank rolls. Smaller fry, particularly during so-called "normal times," might find it necessary to seek fresh money, as the season's surplus is generally needed to tide ops over in winter quarters, get it rolling in the spring, bail it out from under the bloomers and finance it thru seizures of rough weather.

Practice, while not prevalent in other parts of the country, has long been in vogue in the East with many of the bigger annuals. Cash outlay on the part of amusements is not always referred to as an appearance bond, but is always held as such and deducted from the final pay-off following the event.

Big Eastern shows, with plenty of long green to lay on the line, have usually preferred to do so, as they figured the insurance worked both ways. It was generally understood that many fair ops held this money, in the form of an advance, as supplemental to operating capital and would use it as such if the need developed.

No stated amount of appearance money will be demanded. It is assumed that cash involved will be agreed upon by fair and carnival ops.

Wagner Adds Nine New Light Plants

ST. LOUIS, Jan. 19.—Al Wagner, owner, Cavalcade of Amusements, purchased nine new light plants and three caterpillar tractors. Two Case motors were added from the John Fabick Tractor Company last week.

This gives Wagner terrific power to light his enlarged 50-car railroad show for 1946.

Francis Fabick and George Epps returned this week in their private plane after visiting Wagner at his Pascagoula, Miss., quarters.

Endy Gets Nod From Ga. State

MIAMI, Jan. 19.—David B. Endy announced here today (19) that Endy Bros.' Shows has been awarded the midway contract at the 1946 Georgia State Fair, Macon.

Ben Weiss Mends in Miami

MIAMI, Jan. 19.—Ben Weiss, carnival man who was admitted to Jackson Memorial Hospital here January 17 with a heart ailment, is getting along well, according to Mrs. Weiss.

Mich. Showmen Select H. Stahl

DETROIT, Jan. 19.—Harry Stahl, superintendent of Eastwood Amusement Park, president of the Michigan Showmen's Association in 1942, 1943 and 1944, was returned to that office Monday (14), succeeding Jack Dickstein.

Others named were Roscoe T. Wade, Joyland Shows, first vice-president; Ben Morrison, Universal Sales Company, second vice-president; Robert Morrison, concessionaire on the World of Pleasure Shows, third vice-president; Louis Rosenthal, Rosenthal Supply House, treasurer; Bernhard Robbins, Eastwood Park concessionaire, secretary.

Elected to the board of directors were Jack Gallagher, concessionaire, Eastwood Park; Al Wagner, owner Cavalcade of Amusements; Ben Moss, concessionaire, Eastwood Park; R. A. Nathansen, concessionaire, World of Pleasure Shows; Sam Maltin, various shows; Samuel Stone, concessionaire, Joyland Shows; Herbert A. Pence, concessionaire, Eastwood Park; Charles J. Bennett, general agent, Joyland Shows; Harry M. Harris, concessionaire, World of Pleasure; Lloyd C. Westerman, Rosenthal Supply House; Nate Golden, auctioneer, World of Pleasure; Irving Borker, concessionaire, Eastwood Park; John Cargan, concessionaire, Eastwood Park; Harry Alkon, concessionaire, Happyland Shows; Joseph Burns, concessionaire, Happyland Shows; Isadore Reinsel, concessionaire, Cavalcade of Amusements; Harry Leving, concessionaire, Cavalcade of Amusements; Edward Gold, concessionaire, Edgewater Amusement Park; George Harris, concessionaire, Cavalcade of Amusements; H. Glenn Hockett, R & H Advertising Agency; Marvin Keyes, concessionaire, Eastwood Park; William Korth, ride builder; Mac McMillen, stage director, Downtown Theater; Arthur Grzann, concessionaire, Eastwood Park, and Charles Schimmel, concessionaire, Eastwood Park.

Retiring President Dickstein was appointed chairman of the building trustees.



SGT. WILLIAM O. HAMMONTREE

Hammontree Builds Silver Slipper Org

TURNER FIELD, Ga., Jan. 19.—Sgt. William O. Hammontree has announced that he and his father, W. R. Hammontree, are organizing the Silver Slipper Shows, consisting of 8 rides, 6 shows and 40 concessions, to tour Tennessee, Kentucky, Alabama, Georgia and Florida this season.

Orders have been placed for a Ferris Wheel, Chairplane, Kiddie Auto Ride and Kiddie Airplane Swing to supplement equipment operated by Hammontree at Warner Park, Chattanooga, Tenn., prior to his induction.

The elder Hammontree, vet operator on Southern shows, will have the cookhouse. Staff members will be announced later.

Joe Tuckman, 45, Dies Following Car Accident

AUSTIN, Tex., Jan. 19.—Joseph Tuckman, 45, concessionaire, died here Monday (14) of injuries suffered in a car accident near here Saturday (12). Edward Murphy, an electrician, riding with Tuckman, suffered only minor injuries. Two passengers, in the other car, both soldiers, involved in the accident, were killed.

Tuckman's body will be sent to Chicago where burial will be made Monday (21).

10 Southern Fairs to Playland

ATLANTA, Jan. 21.—R. E. (Bob) Stewart, general agent, Playland Shows, said here yesterday, that the organization has been awarded contracts to provide the midway at fairs to be held in Tazewell, Va.; Marysville and Sevierville, Tenn., and Cartersville, Canton, Winder, Athens, Sandersville, Monroe and Eastman, Ga.

Name Hank Carlile Arizona Club Prexy

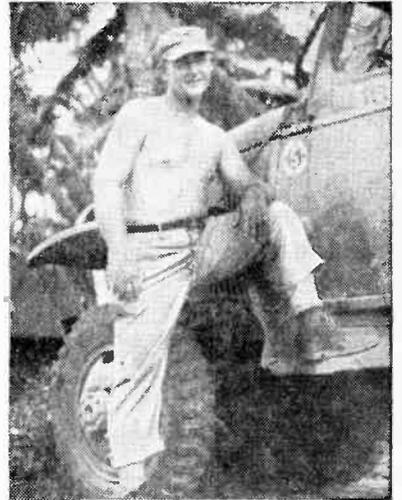
PHOENIX, Ariz., Jan. 19.—Hank Carlile, agent for the Folk's Celebration Shows, was re-elected president of the Arizona Showmen's Association, Inc., Monday (14) in the new clubrooms at 317 West Washington Street.

Other officers elected were Hiko Siebrand, Siebrand Shows, first vice-president; W. L. (Cannon Ball) Bell, retired showman, second vice-president; Les Trump, retired showman, third vice-president; Jack Austin, stagehand, secretary, and Don Hanna, film operator, treasurer. Members of the board are Pete Siebrand, chairman; Dinty Moore and Newell Stewart.

Following committees were appointed: Cemetery—Louis Block, Francis Wilson, H. Benson, Fred J. Codd and T. Springer. Finance—Hanna, chairman; Cal Hoatson, Block, Codd and W. S. Gallamore. House—Police Captain Lea Hornbeck, chairman; Tracy Burlington, Hobart Finley, Earl Wells, M. J. Shaw and Roy West. Press—Codd, chairman, and Harry L. Nace. Entertainment—John Dugan, Nace, Harry L. Gordon, P. A. Stephens, Ray Smith, Charles White and A. J. Bennett. Sick and Relief—Codd, chairman; Curley Hayes, Stewart and J. R. Applegate. Ways and Means—Harry D. Clark, Joe Goad, Bill Bishop and John Siebrand. Membership—Gordon, chairman; John Stone, Leo Akins, William Allman and Jack Phillips. Sergeant at Arms—J. B. Mack. Investigating Committee—Tony Spring, John Bishop, Wilbur Hooper, Charles Bray and W. B. Carter.

Applegate, owner and operator of the Coldwater Theater and who is to be boss canvasser for King Bros.' Circus, has loaned 100 chairs to the club. Gavel was presented to President Carlile by Codd. Johnny Stone won the door prize of \$24 and donated it to the Charity Fund. Harry Gordon was given a life membership.

New members elected were James Hale, Frank Engle, Robert Dunsmore, Harry Nace, J. O. Denny, James Dupree, Emanuel Alfrier, W. H. Rigsbee, Tom Ready, Peter Alfrier, E. J. Trotter, Edward Burdman, Daniel Finnegan, J. B. Lycyer and John Miller.



IT WAS 110 in the shade, reports Lloyd D. Serfass, when this photo of himself was snapped on Guam several months ago. Since then the Stroudsburg (Pa.) carnival owner has been discharged, returned home and completed preparations to take out his show for the first time since 1943. Serfass was a corporal in the marines.

Dobson's United Ink 14 Fair Contracts to Date

WILLERNIE, Minn., Jan. 19.—Dobson's United Shows, completing many improvements in winter quarters here for the 1946 tour, have 14 fairs signed to date, with three more pending. W. C. Dobson disclosed that 12 of the 14 fairs are in Wisconsin and Minnesota. In Wisconsin the show will play annuals at Ellsworth, Wausau, Rice Lake, St. Croix Falls, Spooner, Hayward, Ridgedale, Cumberland and Bayport. Minnesota annuals inked are Anoka, Cannon Falls and Pine City.

Dobson says the show will take to the road early in May with 8 rides, 3 shows and 25 concessions.

Archie Paer Buried in N. Y.

NEW YORK, Jan. 19.—Funeral services for Archie Paer, who died January 10 in Miami, were held Sunday afternoon (13) in Riverside Memorial Chapel here.

Large delegation of National Showmen's Association members attended services and interment in the showmen's plot in Ferncliffe (N. Y.) Cemetery. Paer was also a member of the Miami Showmen's Association and Showmen's League of America. He is survived by his widow, Sadie; three children and three brothers.

COLUMBUS BIG

(Continued from page 45)
Sound System and Race Photo Finish; Steve Phillips, harness horse race starter; Jack Raum, Raum's Rodeo, and Paul Spor, Spor's Attractions.

Also noted were John Gallagan, concessionaire; Gettus Pugh, concessionaire with Triangle Shows; Mr. and Mrs. Clarence Pearce, World of Pleasure Shows; W. S. Myers Sr., W. S. Myers Jr., and Frank Kuba, Myers Concessions.

Among other firms represented included Decker Program Service; Hudson Fireworks Display; R. B. Powers Company, ribbons, badges, etc., and Ohio Fireworks Display Company.

SPECIAL PRINTED—ROLL OR FOLDED TICKETS

100,000 — \$19.85.
Each Additional 10,000 — \$1.45.

Cash With Orders
DALY TICKET CO.
COLLINSVILLE, ILL.

INTERNATIONAL SHOWS

NOW CONTRACTING FOR 1946 SEASON
SHOWS—RIDES—CONCESSIONS.
Address: BOX 64, PRYOR, OKLA.

World of Pleasure Shows

Now Contracting for 1946
Opening in April—Vicinity of Detroit.
JOHN QUINN, Mgr.
100 Davenport St. DETROIT 1, MICH.

L. J. HETH SHOWS

NOW BOOKING FOR 1946

Address: North Birmingham, Ala.

FLORIDA AMUSEMENT CO. PLACE

Legitimate Concessions only, Shows, Rides, Agents, Stock Stores, Electrician. Bob Bryles, answer. Have eight fairs.

Address: Sarasota, Fla.

CHIMPANZEE WANTED

The Bigger and Wilder the Better.

Address or Phone:

P. O. BOX 25 (Phone 2927) Eureka, Mo.

BRIGHT LIGHTS EXPOSITION SHOWS

OPENING EARLY IN APRIL IN VIRGINIA

Can place Shows, Rides and Concessions. Ride Help for new Merry-Go-Round, new Kiddie Auto Ride, new Chair-o-Plane, Wheel Help. Place Show not conflicting with 10-in-1, Girl and Posing Shows; have all new canvas. We will positively carry 10 Rides, 8 Shows, also the Sky High Girl Free Act. Will finance any worth-while attractions. Want Canvas Man to handle all new canvas. Have contracted at this time 9 Old Home Weeks, 7 Fairs and 3 Conventions. Write or wire

JOHN GECOMA or L. C. HECK, 722 Empire Bldg., Pittsburgh, Pa.

P.S.: Will be at the Reading, Pa., meeting and the Virginia meeting at Richmond, Va.

WANTED TO BUY

Two or Three-Abreast Merry-Go-Round, also 75 or 100 Kw. Transformer; will consider complete Transformer Truck. Wire, write, phone

E. A. BODART

Shawano, Wis.

WANTED TO RENT

Round, Square or Oblong Wall Tent With 5,000 to 8,000 Square Feet of Floor Space. To be used as exhibition hall for 4-H Club Farm Show October 3d and 4th, 1946. What do you have to offer and what are your daily rental rates? Please write, giving all information to

CITY OF LYNCHBURG

ROOM 202, CITY HALL, LYNCHBURG, VIRGINIA

JOHNNY J. DENTON SHOWS

WANT

WANT

1946 Season Opening Jasper, Ala., March 30

8 RIDES

6 SHOWS

35 CONCESSIONS

Want Foreman and Ride Help for following Rides: Two-Abreast Merry-Go-Round, Twin Ferris Wheels, Roll-o-Plane, Chair-o-Plane, 7-Tub Tilt-a-Whirl, Octopus, Kiddie Ride. Second Men on all Rides; prefer semi drivers. (Winter quarters now open Jasper, Ala.)

CONCESSIONS

CONCESSIONS

All Concessions open except Bingo, Diggers, Cookhouse, Percentage, Photo Gallery, Custard, Popcorn. Good opening for Ball Games, Hit and Miss Ball Games, Pitch-Till-You-Win, Dart Show (Eddie Kuhn, write), Cork Gallery, Coca-Cola Joint, Penny Pitches. Will sell exclusive on Scales, Snow Ball, Novelties, Guess Your Age, Cotton Candy, Candied Apples.

SHOWS

SHOWS

SHOWS

Have new Top and Banners for Jig Show; will pay salary and percentage for organized show. One 20x40 Top for Snake Show. Good opening for Side Show, Monkey, Wild Life Show (Eddie Kuhn, write), Girl Show, Louie, answer in regards to show. Want reliable Man to take care of brand-new Fun House on percentage basis.

Want Painters, Builders and Working Men. Winter quarters now open, come on. Want two good Men to handle front gate.

This show plays Alabama, Tennessee, Kentucky, Virginia, North Carolina and South Carolina. Have nine fairs booked; three in North Carolina, two in South Carolina, three in Kentucky and one in Virginia. Three more pending.

Have for Sale—4-Cylinder Le Roi Motor, \$150.00; Tangley Calliope, \$300.00; 1936 Ford Panel Truck, \$375.00.

All Address

JOHNNY J. DENTON, JOHNNY J. DENTON SHOWS
JASPER, ALA.

ATTENTION!

With the advent of peace and with many of our former employees returning from the armed services to take up their work under the "PRELL" banner, this show will once again take its rightful place as the largest motorized show operating along the Eastern Seaboard.



FAIRS & COMMITTEES

We have a few open weeks for Fairs and Still Dates. Committees located along the Eastern Seaboard, to those interested in contracting one of East's largest motorized carnivals, we have a very attractive proposition to offer.

CONTACT US AT ONCE.

WANT

Good opening for a few reliable Show Managers, especially want to hear from a Side Show Man. Have complete up-to-date outfit framed by Cash Miller. Can place Girl Show Manager with own troupe, Snake Show Manager, Motor Drome Manager with own Riders. Any Managers who have something new and novel; we will furnish tops and fronts along with transportation. Can place a few Flat Rides. Ride Owners, contact us at once. Ride Men in all departments, write us. Want good combination Special and Press Agent (ahead). Billposter with or without truck. Electrician. Mack Kline, Frank Sheppard, answer. Scenic Artist wanted. Entire season's work. Good opening for "Penny Arcade." Concession space open for Grind Stores, Ball Games, String Games, etc. Want to buy a few Wild Animals suitable for "Wild Life Show." Long season assured—opening early April, closing late December. All replies:

SAM E. PRELL, 216 CUSTER AVE., NEWARK, N. J.

BLUE RIBBON SHOWS

BOB FISHER'S FEARLESS FLYERS

10 RIDES—10 SHOWS

Want for Five More Weeks of Choice Spots in Florida, Then North

CONCESSIONS—Penny Arcade and Merchandise Concessions. Will sell exclusive on flashy up-to-date Photo Concession.

RIDES—Will book live Pony Ride and a first-class Kiddie Ride.

RIDE HELP—Can use sober, reliable Ride Help. Must drive semis. No drunks or chasers.

SHOWS—Have complete Motordrome and Truck to haul same. Will turn over to capable manager that can ride and get help from same. Will book high-class Girl Revue with own equipment and transportation, also Ten-in-One and Minstrel Show. This show has ten-month season with some choice Celebrations and Fairs. Watch this show grow, get on the wagon now. All replies to E. L. YOUNG, Mgr., Lakeland, Fla., thru Jan. 23; then Melbourne, Fla., Jan. 25 to Feb. 2.

GEORGE CLYDE SMITH SHOWS

SEASON OPENS IN APRIL

WANTED—Duck Pond, Bowling Alley, Darts, Swinger, Hoop-La, Candy Floss, Cork Gallery, Basket Ball, Scales, Guess-Your-Age, Novelties, Slum Spindle, Cane Rack. **Wanted**—Side Show, Freak Show, Monkey Show, Fun House, Mechanical City, Wild Life. **Wanted** to book or buy Little Beauty Merry-Go-Round and Tilt. Can place Ride Help, Truck Drivers, Ticket Sellers. Congo, write. All address

GEORGE C. SMITH, P. O. Box 521, Cumberland, Md.

SAVE TIME and MONEY

with this Portable Coin Counter



PRICE \$147.50

F. O. B. Chicago 1/3 Dep. With Order.

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COUNT WRAP and BAG

Pennies, Nickels, Dimes Quarters and Halves with the

DOWNEY-JOHNSON PORTABLE COIN COUNTER

GUARANTEED FOR 1 YEAR

Wraps or Bags . . . no extra equipment necessary to wrap coins in packages . . . every package accurately counted and double checked!

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- Compact . . . simplified, sturdy construction
- Hardened steel helical gears
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- Bronze main bearings, ball bearing thrust collar
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WANT FOR THE TWO BIG

"CREAM OF THE CROP" TEXAS DATES

HOUSTON FAT STOCK SHOW, FEB. 1-10

FORT WORTH FAT STOCK SHOW, MARCH 8-17

LEGITIMATE CONCESSIONS OF ALL KINDS SHOWS OF MERIT THAT DO NOT CONFLICT

All address

BILL HAMES SHOWS, P. O. Box 1377, Fort Worth, Texas

FOR SALE

1 Special-Built Boomerang, 2 No. 16 Eli Ferris Wheels, 1 Caterpillar or Streak Ride with rubber tired wheels, 9 72-ft. Warren Tank Car make Steel Flats, 1 Railroad Berth Car and 1 Railroad Private Car. Also 25 complete Concessions, used by O. J. Weiss with North American Exposition Shows last season, with approximately \$5,000 worth of Flash and Stock Merchandise.

ADDRESS

B. S. GERETY

Box 1434, Shreveport, La.

12 RIDES	HARRISON GREATER SHOWS				8 SHOWS
PATTY FINERITY Business Manager	CHARLES M. POWELL Gen. Agent	FRANK HARRISON Owner and Manager	LEO HIRSCH Concession Manager	MRS. HARRISON Sec. & Treas.	
THOMAS W. RICE Press and Radio	W. HAMMER Mechanic and Transportation Director	EARL TILMAN Electrical Supt.	BERT EDWARDS Assistant Electrician		

WANT FOREMEN and RIDE HELP
TWIN FERRIS WHEELS—MERRY-GO-ROUND—ROLL-O-PLANE—CATERPILLAR—CHAIR-O-PLANE—WHIP—SPITFIRE—ROCKET—KIDDIE RIDE—MAN TO TAKE CARE OF PONY RIDE. GEORGE LUCAS, GET IN TOUCH WITH ME.

WANT SHOWS and RESPONSIBLE SHOWMEN
Our route will take you thru NORTH CAROLINA, VIRGINIA, MARYLAND, DELAWARE, NEW JERSEY, PENNSYLVANIA, NEW YORK and then down the line to our fairs. **GOOD SHOWMEN, GET IN TOUCH WITH ME.**

WANT CLEAN CONCESSIONS—NO COUPONS
Have Following Exclusive Booked—POPCORN, CANDY APPLES, PEANUTS, ROOT BEER, DIGERS AND BINGO. ALL OTHER CONCESSIONS OPEN. **GET IN TOUCH WITH ME—WIRE OR LETTER.**

WANT HIGH CLASS FREE ACT
GREAT BERICENIA TROUPE
CONTACT ME—CAN PLACE YOU FOR LONG SEASON.

FAIR SECRETARIES AND COMMITTEES
My General Agent, Charles M. Powell, and myself will attend the North Carolina and Virginia Fair Meetings at Richmond, February 3rd, 4th and 5th, John Marshall Hotel. Will see you there.

ALL PEOPLE HOLDING CONTRACTS
WILL BE NOTIFIED PERSONALLY OUR OPENING DATE.

ALL MAIL AND WIRES TO

FRANK HARRISON OWNER AND MANAGER 600 Meeting St., West Columbia, S. C.	OR	LEO HIRSCH 115 N. E. 71st St., Miami, Fla.
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MICKEY PERCELL, Mgr.	MRS. A. PERCELL, Sec.-Treas.
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PIONEER SHOWS

Want for 1946 Season—20 Weeks of New York and Pennsylvania Outstanding Celebrations and Fairs.

Concessions not conflicting. NO Gypsies. Bingo and Cookhouse contracted. Shows with or without equipment. Rides not conflicting with what we have. Help—Ride Help and Concession Agents. Those with us before, answer. Want Sensational Free Act. Flying LeClaires, answer.

MICKEY PERCELL, General Manager, Box 106, Waverly, N. Y.

ROYAL EXPOSITION SHOWS WANT

To Hear From Showmen With or Without Outfits

That have and can produce worth-while Shows. Long season in Southern territory with proven spots. Also will book for season or buy Octopus with transportation. Must be A-1. We play Edison Pageant of Light, Ft. Myers, Fla., Feb. 4 to 10, inclusive, but our official opening will be Punta Gorda, Fla., Feb. 18th. Bill Rabon, Calvin Jackson, Charlie Durham, James Boy and others, report here not later than Monday, January 28th.

Address: This week, Punta Gorda, Fla.; then Ft. Myers, Fla.
ROYAL EXPOSITION SHOWS or J. P. BOLT.

FOLKS CELEBRATION SHOWS WANT

For about 40 weeks' work, 12-Piece Uniformed Band. Shows—Monkey Show, 10-in-1; Mechanical City, Teskie, wire; Fat Girl, good Grind Shows, Penny Arcade. Will sell X on Scales, Guess Your Age, Novelties. Ride Help—Foremen and Second Men that can drive Semi Trailers. Norman Prather wants all men working for him last season write or wire.

Address Tucson, Arizona

McKEE'S GREATER SHOWS

Opening May 4th in vicinity of St. Louis, playing a proven string of fairs and celebrations in Minnesota, Missouri and Arkansas, including Albert Lea, Minnesota, July 4-5-6.

Want capable Foremen for Wheel, Chairplane, Loop-o-Plane, Tilt-a-Whirl, Merry-Go-Round, Octopus, Spitfire; also Second Men. Shows with or without transportation; have tops and fronts. Would like to hear from good organized Minstrel, 10-in-1, Fun House, etc. (Girls wanted for Hawaiian Show, WRITE Eddie Coy, Band Box Cafe, 10th and Chicago, Minneapolis, Minn.) Want to hear from Concessions that work for 10¢.

FOR SALE—One 25 KW. Light Plant with McCormick-Deering Engine, also one 8x12 Trailer with awnings, suitable for Grab Joint.

Show People and Ride Help, write: JOHN McKEE, Fisk, Mo.
Committees and Fair Secretaries, write: S. WARWICK, P. O. Box 22, Lemay 23, Mo.

RIDE HELP WANTED

FOR FLY-O-PLANE AND FLYING SCOOTER

For Houston Stock Show, Houston, Tex., Feb. 1-10, and Fort Worth Stock Show, Fort Worth, Tex., March 8-17.

Would like to hear from Thure Peterson, Blackey Williams and Bill Smith and those who have worked for me before. Address:

A. (DUTCH) WILSON, 2201 1/2 Bravard St., Houston 6, Texas

Coast Troupers Frolic at Ball

HOLLYWOOD, Jan. 19.—Nearly 300 members and friends of the Regular Associated Troupers attended the fourth annual banquet held Tuesday night (15) at Florentine Gardens here. Ethel Krug and Cecile Kanthe co-chaired the event.

Taking over the facilities of this well-known night club, those attending enjoyed the show headlined by Allan Jones, with George Givot, Mazzone-Abbott Dancers, the Florentine Lovelles, and Carlos Molina's orchestra.

The incoming and outgoing officers were seated at a long table on the terrace, with the members and honored guests occupying tables nearer the dance floor. Dinner was served, with the reception and cocktails at 7.

Other clubs in the area were well represented, with Sam and Edith Corenson representing the Showfolks of America, Inc. Corenson is serving his second term as president of the group. From the San Diego area were Babe and Moxie Miller.

Also ceremonies were held to a minimum, time was taken to read congratulatory messages from well-wishers. Introduced were Lucille Dolman, incoming president; Gladys Patrick; Milton Cohen, who was observing his 50th birthday, and Frank Cushing.

"START THE 1946 SEASON WITH A BANG"

JOE KANE AL DESERIO

10 DE LUXE CONCESSIONS

Booked with Triangle Shows

Have all new Trucks and Concessions. Can place Agents for Cats or Bottle Ball Games, Fish Pond, Duck Pond, Watchla, Cigarette Gallery, Darts, Dixie, want you. All write:

JOE KANE
38 Rochelle Parkway Rochelle Park, N. J.
P.S.: Fitzie Brown, thanks.

Booking for 1946 Season

Shows with own outfits. Have Penny Arcade, Will lease or sell. Want Ride Help for Tilt, Ferris Wheel, Merry-Go-Round, Mixup. All Concessions booked acknowledge. Open first Saturday in May.

McMAHON SHOWS

Marysville, Kan.

PINE STATE SHOWS WANT

General Agent who knows Mississippi, Virginia, Tennessee, Georgia and Maryland. Also Contest or Publicity Agent.

PINE STATE SHOWS
P. O. Box 242 Hattiesburg, Miss.

FOR SALE

ROCKET RIDE

Park Size Large Capacity
Good Condition

E. D. FITCH
Buckeye Lake, Ohio

PINE STATE SHOWS WANT

For D. A. V. Spring Celebration

Book all Concessions not conflicting. Can place two more Flat Rides and Roll-o-Plane. SHOWS: Hillbilly, Snake, Midget or any good Grind Show. WANT to hear from the following: Buster and Helen Hayes, Little Jimmie Winters and others who know me. Sunnie Mix and Earl, Girls who worked for Jimmie Cunningham, contact immediately. Wire or write. Fair Secretaries and Committees, contact me for a few open dates.

PINE STATES SHOWS
P. O. Box 242 Hattiesburg, Miss.

FOR SALE

36-SEAT CHAIR-O-PLANE
stored at Vermilion, Ohio.
ALL KINDS INSULATED WIRE
at New Orleans, La.
Send All Inquiries to

BUFF HOTTEL

BOX 1025 NEW ORLEANS, LA.

HARRY WAGONER

CONTACT ME AT ONCE BY WIRE

B. S. GERETY
BOX 1434 SHREVEPORT, LA.

WANTED

Man and Wife to operate money-making Stock Concession on carnival that carries no racket. I have the exclusive for this type of Concession on the carnival which has a long season in Texas, Oklahoma and New Mexico. State your experience and for whom you have worked. Address: **BOX 128, c/o Billboard Publishing Co., 390 Arcade Bldg., St. Louis 1, Mo.**

MAGNOLIA EXPO SHOWS

Crestview, Fla., Jan. 21 to 28
American Legion Jubilee

Will book one Slum Skillo, one Roll-Down working with office. All Stock Concessions, \$10.00 per week. Need one Skillo Agent. You can see we are playing money spots. Charlie Greggs, send motor C. O. D.

WANT To Hear From MARY LOU ALEXANDER

or anyone who is familiar with her present whereabouts. Contact **PAT ALBRIGHT** immediately. Phone: Cherry 9165, or address 210 W. 8th St., Cincinnati, Ohio.

WANT TO BUY

Race Horse Mutual Wheel, also Evans Wheel. State price. Must be in good condition.

R. C. "SMOKY" MAGGARD

Victory Nite Club, 2nd & York, Newport, Ky.
Phone: HEMlock 9888

Carnival Routes

Send to 25 Opera Place, Cincinnati 1, O.

(Routes are for current week when no dates are given. In some instances possibly mailing points are listed.)

- Bill's Rides: Orrville, Ala.
- Bistany's: Dania, Fla.
- Blue Ribbon: Lakeland, Fla., 21-23; Melbourne 25-Feb. 2.
- Factotum Shows: Hawell, Ga.
- Gay Way: Rochelle, Ga.
- Great Southern Expo.: Green Cove Springs, Fla.
- Groves Greater: Houma, La.
- Lone Star: Gonzales, La., 21-Feb. 1.
- McFarland United: Weslaco, Tex.
- Madison Bros.: Carencro, La., 21-30.
- Magnolia Expo.: Crestview, Fla.
- Majestic Greater: Orlando, Fla.
- Rainbo: Vienna, Ga.
- Royal American: (Fair) Largo, Fla.
- Shipley's Am.: Youngsville, La.
- Tassel, Barney: Klissimnee, Fla.
- Victory Expo.: Harlingen, Tex.
- Victory Shows of America: Sicily Island, La.
- Wonder City: Lexington, Miss.

Circus Routes

Send to 25 Opera Place, Cincinnati 1, O.

- Bradley & Braley: Hahnville, La., 22-24; Vachrie 25-26.
- Clyde Bros.: Greenville, Tex., 23-24.
- Davenport, Orrin: Grand Rapids, Mich., 21-26.
- Polack Bros.: (Civic Auditorium) Hammond, Ind., 26-31.

Misc. Routes

Send to 25 Opera Place, Cincinnati 1, O.

- Barrett, Roy (Grotto Circus) Worcester, Mass., 21-26.
- Basile, Joe, Band: Miami, Fla., 21-26.
- Birch (Municipal Aud.) Marshall, Tex., 24;
- Atlanta 25; (Municipal Aud.) Texarkana 28;
- Paris 29-30; Bonham 31; (Municipal Aud.) Sherman Feb. 1.
- Campbell, Loring: St. Cloud, Minn., 23; Eden Valley 24; Belgrade 25; Morris 26; Appleton 28; Webster, S. D., 29; Sisseton 30; Alberta, Minn., 31.
- Couden, Doug & Lola: School assemblies, Gulfport, Miss.
- Darrell, Great (Wilby) Selma, Ala., 23; (Lyric) Mobile 24-27; (Lyric) Waycross, Ga., 29; (State) Greenwood, S. C., 30; (Carolina) Lumberton, N. C., 31.
- Gray, Erman: (School Assemblies) Springerville, Ariz., 22-24; Reserve, N. M., 25; Silver City 28-29; Hot Springs 30; Alamogordo 31-Feb. 1.
- Hubbard, Paul & Betty: Akron, O., 21-25; playing schools.
- Jackson, W. Eschol: DeLand, Ill., 24.
- Lippincott, Mal B. (French Casino) New Orleans, La., 21-Feb. 3.
- Long, Leon: Jacksonville, Fla., 21-26.
- McIntosh Monkey Circus: Bellevue, Mich., 21-Feb. 2.
- Scheetz, Raymond: Maryville, Tenn., 23; Scottsboro, Ala., 24; Eutaw 25; Luling, Tex., 28; San Antonio 29-31; Poteet, Feb. 1.
- Virgil, Great: Bisbee, Ariz., 23; Douglas 24; Silver City, N. M., 25; Deming 28; Las Cruces 29; Anthony 30; El Paso, Tex., Feb. 1.

WANTED WANTED WANTED

25 CARS—AMERICA'S SMARTEST RAILROAD SHOW—25 CARS

Endy Bros. Shows

Everything New From Front To Back For Our 1946 Season

OUR REGULAR SEASON WILL OPEN FEBRUARY 20th, FORT LAUDERDALE, FLORIDA

- WANT—Monkey Show. Have complete outfit.
- WANT—Good Man to manage and to operate world's finest Custard Machine. Start working immediately.
- WANT—To start work now—Winter Quarters is open—Carpenters, Blacksmiths, Wagon Builders, Painters, Trainmen, Tractor and Cat Drivers. Rubin Reimer, contact Arky Bradford quick.
- WANT—Merry-Go-Round Foremen. Start work right away.
- WANT—Canvasmen and General Show Help in all departments.
- WANT—To hear from Showmen that have new, novel money-getting Show.
- WANT—Useful Show People at all times.

A SEASON OF 46 WEEKS—HAVE BOOKED BEST STILL DATES AND FAIRS IN AMERICA

FAIR DATES . . .

STAUNTON, VIRGINIA—STATE FAIR
 HUNTSVILLE, ALABAMA—TRI-STATE FAIR
 CHATTANOOGA, TENNESSEE—INTER-STATE FAIR
 ATLANTA, GEORGIA—SOUTHEASTERN WORLD'S FAIR
 ATHENS, GEORGIA
 MACON, GEORGIA—STATE FAIR
 SAVANNAH, GEORGIA
 JACKSONVILLE, FLORIDA
 ORLANDO, FLORIDA
 TAMPA, FLORIDA
 LAKELAND, FLORIDA
 MIAMI, FLORIDA, AND MORE TO FOLLOW

SHRINE FAIRS

WANT to hear from CIRCUS ACTS that are at liberty in the vicinity of Miami and can start working immediately.

Always interested in adding New and Novel Attractions to our Midway.

WRITE OR WIRE—DAVID B. ENDY, GENERAL MANAGER, 743 SEYBOLD BLDG., MIAMI, FLA.

GREAT SUTTON SHOWS

"Most Beautiful Show in the Middle West"

WANT TO HEAR FROM EVERYBODY FORMERLY WITH THE GREAT SUTTON SHOWS

This will be the most beautiful show of its size on the road in 1946, featuring a big trained Wild Animal Show as a Free Attraction.

WILL FURNISH BEAUTIFUL FRONTS AND NEW TENTS FOR SHOWS! WHAT HAVE YOU?

WILL BOOK ANY MAJOR RIDES.

WANT STOCK CONCESSIONS OF ALL KINDS.

WILL PAY CASH FOR TILT-A-WHIRL, WITH OR WITHOUT TRANSPORTATION. Wire me what you have.

We have the "Circuit A" Fairs in Southern Illinois.

Address F. M. (PETE) SUTTON, JR.

Sole Owner and Manager

BOX 304, OSCEOLA, ARK.

LAWRENCE GREATER SHOWS, INC.

Show opening first week in April. Want Help for Rides and Shows, Semi Drivers or General Help. Will book any money-earning Show. What have you? Want to hear from old friends. Show will play some good Still Dates and Fairs. Opening for Cookhouse and Grab, Bingo, Custard, Photos and all Ten-Cent Grind Concessions. Have opening for good Advance Man. BOB HALICK, get in touch at once. Winter Quarters open February 1. All address Care Show, Sanford, N. C. Sykes, come down to Quarters. Sam Levey, Concession Manager.

BEN HERMAN, Manager

34th SEASON HELLER'S ACME SHOWS, Inc. 34th SEASON

Open in New Jersey April 11th—2 Saturdays, 1 Sunday

Want Shows—Ten-in-One, Monkey Show, Motor Drome, Rep Show, Girl Revue and Posing Shows. Man to manage Fun on the Farm, Fun House on Truck. Good proposition, low percentage to all. Have you anything new? What is it? We have outfits and transportation if you need it. Good proposition for Penny Arcade, work p.c. or flat. Want Ride Help and Foremen for following Rides: 2 Ferris Wheels, Merry-Go-Round, Three-Abreast, Chair-o-Plane, Whip, Spitfire, Swings and three Kiddie Rides. Also Electrician that knows transformers. Want A-1 Mechanic, Billposter, Scenic Artist and Builders. Thurman Marshall, Dink Morell, Harry Lindstrom, Chas. Houston, Bob Roberts, Lucky Nase, Little Pete, Joseph Gingras, Frank Johnson, Joe Milanese, Bert Edwards, Roy Stone and others with me before, contact. Van Lane, write me. Concessions Wanted—Custard, Diggers, Potato Chips, Candy Floss, Waffles, Guess Your Age and Weight, Novelties, American Mitt Camp, Rotaries. All others booked and positively no Gees or Grift of any kind. Want 2 sensational Free Acts. Long season and good working conditions. Fair treatment our way of doing it. All address:

HARRY HELLER, Gen. Mgr., 9 Virginia Ave., West Orange, N. J. Phone: Orange 4-5447.

TAYLOR BROS. WITH HELLER'S ACME SHOWS, INC.

Want Agents for Big Six, Pan Joint, Rat Game, Beat the Dealer, Wash Board, Chuck, Pea Pool, one Dice Color Game. Following people, write: Chas. Whittington, Tommy McDonahue, Frank Hinkley, Eugene Ensley, May Miller. Also Agents for 10 legitimate Grind Stores. Positively no Gees. Others with us before, write to

TAYLOR BROS., 927 North High St., Martinsburg, W. Va. Phone 1383-J.

UNITED EXPOSITION SHOWS

8 RIDES, 6 SHOWS, 30 CONCESSIONS

WANTS

SHOWS—Have tops and fronts. What do you have to put in them? RIDES—Will book or buy Kiddie Auto Ride or will book any Ride not conflicting with what we have. Can use some more Ride Help (top wages).

CONCESSIONS

WANT any Concession working for 10 or 25 cents, Diggers, Ball Game Agents, Bingo Counter Men. Grind Store Agents. Will book Arcade, percentage or flat; Candy Floss or Apples; Popcorn already booked. Will sell exclusive eats to good Cook House. Can always use good useful Help. A-1 Mechanic, answer. Fair Secretaries Texas, Louisiana and Arkansas, we have what you want; see us at your meeting.

C. A. VERNON

Orange, Texas

CRESCENT AMUSEMENT CO. WANTS

Concession Agents, Slum Stores, Ball Games, Man for Over and Under Seven. Paul Renn (Goodman), write. Work with office. Wm. Sargets wants Cookhouse Help, Chef, Waiters, Dish Washers. RIDE HELP. Open March 1st. Second Men that can drive semi trailers. Must be sober. Address: BOX 373, GASTONIA, N. C.

P.S.: Want book or buy Roll-o-Plane with transportation. Buster Morgan, write.

STAFFORD'S UNITED SHOWS

NOW BOOKING FOR EARLY APRIL

Mr. Stafford has leased 4 Rides and Trucks, with his 2 makes a total of 6 Rides for the season. Have a few open weeks. Fair Committees, get in touch. Need First and Second Men for Wheel, Merry-Go-Round, Chair-o-Plane, Kiddie Rides. Top pay; must be first-class. Concession openings, answer at once; no Mitt Camp. I will lease Animal Shows, 50/50, or will book any show for 25%. Stafford's United Shows will carry the Hollywood Thrill Act, featuring Capt. George Higgins. Winter quarters now open, come on. All replies to:

RALPH STAFFORD, 343 La Oledo St., Indianapolis 8, Ind.

Now Booking CENTRAL STATES SHOWS For 1946

WANT SHOWS WITH OR WITHOUT OWN EQUIPMENT. GOOD PROPOSITION. Pit Show, Midget, Mechanical, Minstrel, Monkeys, Illusion, Big Snake, Athletic or any Grind Show. Have a few Concessions still open: Diggers, String, Hood-La, Hi-Striker, Sno Cone, Pop Corn, Candy Floss, Scales, Huckly Buck, Shiv Rack, Jingle Board, Penny Pitch, Nail, Swinger, Cork Gallery, Darts. Good prop for Penny Arcade. Want Foremen for Merry-Go-Round, Wheel, Loop and Second Man for Mix-Up. Also Banner Man and Man to handle Light Towers. Franks Concessions want Agents for Stock Joists. Write below address c/o Franks Concessions. Show Kansas, Nebraska, Oklahoma and Colorado. Good route from opening to closing. Opening middle April Southern Kansas. W. W. MOSER, Box 127, Aransas Pass, Texas.



PENNY PITCH GAMES
 Size 48x48", Price \$30.00,
 Size 48x48", With 1 Jack Pot, \$40.00.
 Size 48x48", with 5 Jack Pots, \$48.00.

PARK SPECIAL WHEELS
 30" in Diameter. Beautifully Painted. We carry in stock 12-15-20-24-and-30-number Wheels. Price\$15.00

BINGO GAMES
 75-Player Complete\$5.00
 100-Player Complete 7.00

1/8 Deposits on All Orders.
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 124-126 W. Lake St. CHICAGO, ILL.

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 All Readings Complete for 1945

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 120 Pages, 2 Sets Numbers, Clearing and Policy.
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"WHAT IS WRITTEN IN THE STARS," Folding Booklet, 12 P., 3x5. Contains all 12 Analyses. Very Well Written, \$5.00 per 100; Sample, 10¢.

Shipments Made to Your Customers Under Your Label. No checks accepted. C. O. D. 25% Deposit. Our name or ads do not appear in any merchandise. Samples postpaid prices. Orders are P. P. Extra.

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 Send for Wholesale Prices.

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 THE VERY BEST QUALITY
POPCORN
 Immediate Delivery—F. O. B. Chicago
 10c Cartons—\$6.50 Per M
 All Sizes of Bags
 Salt and Seasoning.

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 "The Showman's Insurance Man"
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BUDDHA PAPERS
 Blank sheets of paper magically
 turn into written Fortune Telling
 or Character Readings.
 Send Stamp for Catalog.
 S. BOWER, Bellemead, N. J.

NOW BOOKING
 For Season of 1946

HARRY CRAIG SHOWS
 BOX 158 BROWNWOOD, TEXAS

Tivoli Exposition Shows
 NOW CONTRACTING FOR 1946 SEASON
 Address: H. V. PETERSEN, Mgr.
 Tivoli Park, Joplin, Mo.

MIDWAY CONFAB

WORKING or starting?

EDDIE ELKINS, midwayite, left New York last week for a Florida vacation.

LOUIS G. KING has signed with the Lawrence Greater Shows for the coming season as contract and utility agent.

"**JACKPOTS**," advised a listener, "are like cane juice. You have to boil down 50 gallons to get a quart."

JERRY O'BRIEN, after 21 months with the Third Army, is back in San Francisco, with no more first sergeants to worry about. "Only show managers from now on," he says.

MRS. SOPHIE CARLOS, of Detroit, long a member of the Conklin Shows, stopped into *The Billboard's* Chicago office en route to Riverside, Calif., for a visit with James K. Harvey.

WONDER WHERE agents carry those 10-foot poles which they claim they wouldn't touch some fairs with.

ORVAL AND DOROTHY WILLIAMS and "Pal," of Bunting Shows, after a two-month vacation and visit with

CLUCK, Sheriff and Mrs. Joe C. Martin, District Attorney and Mrs. E. James Kazen; **Payne Brisco**, president of Laredo National Bank, and Mrs. Brisco; **Sam Tremaine**, recently returned from Tokyo to head the United Press Bureau at Mexico City; **Sam Johnson**, president of the Laredo Rotary Club, and Mrs. Johnson, and **William Prescott Allen**, publisher of *The Laredo Times*, and Mrs. Allen.

IN THIS AGE inured with strip-tease and posing shows, isn't it funny that the gals still throw cold-cream jars at dressing room Peeping Toms?

JAMES J. O'BRIEN, with William Cowan on Cetlin & Wilson Shows, is convalescing at Jefferson Hospital, Philadelphia, following an operation December 26. **Edward K. Johnson** and **Russell C. Harms** have been regular visitors at his bedside. . . . **TWO LEONARDOS**, impalement act, will again be with the side show on World of Today Shows, writes **Harry Leonard** from Muskogee, Okla. . . . **BEN B. WILEY JR.**, recounting a host of old-time shows which he and his father, the late Ben Wiley, have sponsored at Boone, Ia., the past 40 years, reports that he expects to play another one or two in 1946. . . . **CAPT. F. M. SUTTON JR.**, army liaison officer in Manila, advises that his replacement has arrived, and that he expects to leave soon for the United States.

NATIVE SAID that he wanted to learn some foreign language, preferably pig Latin, because it would come in handy when a carnival came to town.



DOC ARTHUR TRAVIS and wife, Alveta, are shown here with their pet cat, Skipper. Familiar figures on Eastern midways, they have been with Germaine & Eastman Amusements the past two seasons.

friends and relatives in Tampa, are en route to Biloxi, Miss., New Orleans and then back home to St. Louis.

ACHMED (DOC) HAGAAR has contracted with Owner W. G. Wade to produce four shows this year on the W. G. Wade Shows. Hagaar has ordered new canvas and banners for all shows. He is now building a new Mickey Mouse Circus to augment his Side Show, Girl Show and Animal Show. Hagaar plans new fronts for all except his Side Show and he will enlarge that. He is also adding a new semi and 14-foot stake body.

"**TO BUILD a newer midway**," stated an old-timer, "we'll need fewer designers and more men that can use a saw and hammer."

MR. AND MRS. GEORGE LOOS, of Greater United Shows, Laredo, Tex., held open house New Year's Eve for more than 150 guests, including General and Mrs. Harry Johnson, Mayor and Mrs. Hugh S.



BENNIE GIBSON, operator of the Wonder Bar on Al Wagner's Cavalcade of Amusements, and **Muriel Crouse**, concessionaire, were enjoying the sunshine at Hot Springs as the guests of Keith and Peggy Chapman when this picture was snapped.

MR. AND MRS. FLOYD SHEAKS, concessionaires with the A.M.P. shows, are vacationing at home in St. Marys, O. After attending Ohio fair meeting, they will return to Bamberg, S. C., where their equipment is stored, to get ready for 1946. . . . **MR. AND MRS. W. CLARENCE BURNS** booked their photo store with Gerens' United Shows during the Indiana fair meeting at Indianapolis. They are visiting Mrs. Burns' parents, Mr. and Mrs. Bill Lambert, in Indianapolis. . . . **SAMMY LOWERY**, drome operator with Max Goodman's Wonder Shows of America, signed Jack and Ann Faircloth for the coming season on a recent trip to Florida. They will work with Sammy in

JOHN MCKEE says:
 "Looks like we will be bigger and better than ever for next year. Of course the show is all built around our **BIG ELI WHEEL**." Many owners of Amusement Companies give credit to a **BIG ELI WHEEL** for the beginning of their success—and that is not fiction. While we can promise no more positive shipments for 1946, why not consider a **BIG ELI WHEEL** for 1947?

ELI BRIDGE COMPANY
 Builders of Dependable Products
 800 Case Avenue Jacksonville, Illinois



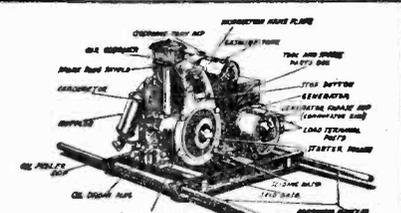
GENERAL ANNOUNCEMENT

On February 1st there will be an increase in price on our entire lines of games. At the present time we are taking no orders on portable frames on account of the material situation.

We will not accept orders for Fish Ponds, but those already sold will be delivered on time. We have the material to cover same.

We have three new games ready now. Clown Dart Game, works the same as balloons or our famous Jap Heads. Shoot-a-Crown, with numbers on the back. New Penny Pitch Board with full inch and a half squares. This will be a real work house.

RAY OAKES & SONS
 BOX 106 BROOKFIELD, ILL.
 HOME OF THE WORLD'S FINEST ZOO



NEW—GASOLINE GENERATOR SETS
 2.5 KW., 110V, 1 Phase 60 Cycle, with 6.5 H.P. Engine. Complete tools and repair parts. Sacrifice. Also 5-10-25 K.W. Gasoline or Diesel, Export Packed.

Sprayed Insulation, Inc.
 78 Hawthorne Place. Montclair, N. J.

POP CORN

Giant South American Yellow, high popping volume, shipped in moisture proof bags, \$8.75. F.O.B. Neosho, Mo.

Over 5 Bags, \$8.50.

SAM TURNER
 Stella, Mo.

FLOSS OPERATORS

We repair all makes of machines. Our new Model #100 AC is ready—Single Spinnerhead, \$175; Double Spinnerhead, \$190; Single Band and Ribbons, \$5 ea.; Double Bands, \$13 ea. Terms: 25% with order, balance on delivery, F.O.B. Toledo. **CONCESSION SUPPLY CO.**, 1857 Ottawa Drive, Toledo, Ohio.

NOTICE! BALL GAME OPERATORS

If in need of Cats for your Ball Game I can make immediate shipment while present supply lasts. These Cats are made in two sizes—14" and 16" overall height, 9" and 10" wide. These Cats are made of best materials much more attractive than ordinary dolls. No fear of competition when you use the Newman Dolls. If you want the best and a sure top money getter write for prices, description and picture. Guaranteed to please you or money back.

FRED NEWMAN
 Route 9, Box 114 ATLANTA, GA.

OCTOPUS ROLLOPLANE FLY-O-PLANE
 World's Most Popular Rides
EYERLY AIRCRAFT CO., Inc., Manufacturers, Salem, Ore.

POPCORN
 LARGE SOUTH AMERICAN PERFECT POPPING CONDITION
\$11.00 TEN BAG LOTS **\$10.50** SINGLES
 All You Want, Immediate Shipment. Also a Complete Line of Popcorn Supplies.
GOLD MEDAL PRODUCTS CO. 318 E. THIRD STREET CINCINNATI 2, OHIO.

WANTED

Must be Mason Deluxe Race Horse Wheel, Evans Pari-Mutuel and Big Six Wheel of Fortune. Write information.

FRANK BATES
 6014 Fountain Ave. Hollywood 28, Calif.

WHEELS
OF ALL KINDS
Tickets—Paddles—Laydowns
Complete KENO Outfits
CARNIVAL SUPPLIES AND EQUIPMENT
GAMES, ETC.

ALUMINUM MILK BOTTLES
Now Available . . . Write

Write for Catalog
H. C. EVANS & CO.
1520-28 W. Adams St., Chicago 7

TENTS
CIRCUS, CARNIVAL
CONCESSION

NOW IN STOCK: FIRECHIEF FLAME-PROOFED TENTS. All sq. hip roof 12.29 oz. Green Army Duck. Sizes 20x30, 20x40, 20x50, 20x60, 20x80, 30x50, 30x60, 30x70, all 8-foot wall. 40x60, 40x80 with 10-foot wall. Write today for prices.

UNITED STATES
TENT & AWNING CO.
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Chicago's Big Tent House Since 1870

TENTS
MERRY-GO-ROUND TOPS
CONCESSION TENTS
For Immediate or Spring Delivery.
CENTRAL CANVAS GOODS CO.
Harry Sommerville Forest Gill
906 Central St. KANSAS CITY 6, MO.

TENTS
Immediate shipment. Concession Tents—8x10, 8x12, 10x12, 10x14, 10x16. Also 20x30 and 20x40. Sidewall, any height.
D. M. KERR MFG. CO.
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TENTS—BANNERS
CHARLES DRIVER — BERNIE MENDELSON
O. HENRY TENT & AWNING CO.
4862 N. Clark St., Chicago 40, Ill.

WANTED
Talker, Ticket Sellers, Freaks and Novelty Acts for the coming season on the Cetlin & Wilson Shows.
Wendel (Props) Kuntz
Exeter Road Hampton, New Hampshire

O. J. Bach Shows, Inc.
OPENING APRIL, ELMIRA, N. Y.
Now contracting Rides, Shows, Concessions, Sound Car, Billposter, Free Acts, Ride Help.
Address: BOX 293, Ormond, Florida.

W. G. WADE SHOWS
NOW CONTRACTING FOR 1946
Opening Early in May.
19199 Woodingham Dr., Detroit 21, Mich.
Telephone: UNIVERSITY 4-0056

GEM CITY SHOWS
NOW CONTRACTING FOR
1946 SEASON
Address: Permanent Winterquarters, Quincy, Ill.

a flying trapeze act. . . JEAN TAL-MENA (Jean Alexander) is vacationing in New London, Conn.

WHAT HAS HAPPENED to the old-time manager who on a cold, rainy tear-down night told his cook to prepare 30 gallons of coffee for his workmen?

MRS. LUCILLE ANTHONY, wife of Milo Anthony, side show op, was the guest of Mr. and Mrs. M. H. (Able) Stark during a recent shopping stop-over in St. Louis. . . JOHNNY SOMERS, who was sold a bill of goods on the Hot Springs baths by Dick Gilsdorf, left Philadelphia for the Arkansas spot Saturday (5). . . EMIL MOSKOVITZ and his bride are now in the housekeeping biz in their apartment at the Hotel Senator in Philly. . . RUSSELL HARMS is on the prowl for a mugg joint location at Easton, Pa. . . JOE WELSH is still a spark plug at the Reading Terminal Florida stand on Market Street 52 weeks a year. . . DOROTHY MAE VELEZ has returned to Raleigh, N. C., after guesting thru the holidays with Bobby Barrett, Nancy Young and Dorothy Hewitt at Eddie Lamay's hut in Gibsonton, Fla. They're all with the *Paradise Revue* on the Cetlin & Wilson Shows.



PFC. BILLY JOE LAMBERT, now in Manila, hopes to get back to the United States in time for the opening of the season, according to his mother, Mrs. Marion Lambert, Indianapolis. His address is ASN 35911057, 3768 QM Truck Co., APO 75, care Postmaster, San Francisco.

PORTER in a fair men's convention hotel reported that he has passes for every Mid-western show—and that he isn't a pass collector.

HARRY H. ZIMDARS, owner Zimdars Greater Shows, will again operate his rides and concessions at the permanent park location in Hot Springs this season, making this his fourth consecutive year at the spot. He plans to use five rides and 15 concessions and will not hit the road in 1946. Zimdars reports good business at the location the past three years. . . MRS. MARIE BECKMANN, who visited Mr. and Mrs. E. S. (Ted) Webb in Topeka, Kan., for 10 days, really had her share of bad luck in flying to and from Topeka from San Antonio. En route to Topeka she was caught in a terrific snowstorm and was forced to land in Kansas City and have Ted Webb drive her to Topeka. En route home the plane was caught in the East Texas cyclone and she was compelled to land in Dallas to wait out the storm, arriving in San Antonio 10 hours late. . . EUGENE J. (SHEENEY) FRANKLIN while en route from St. Louis to Detroit left his train for a bite of lunch in Decatur, Ill., and upon returning to the station found that the rattlers had pulled out with all of his luggage. Some tall hustling finally enabled him to catch up with his baggage on getting to Detroit. . . JACK EDWARDS, who again has his Ferris Wheel booked on Greater United Shows, will depart for Laredo, Tex., opening spot of Loos aggregation January 22, after enjoying two months of fishing in Aransas Pass, Tex., where he was host to many outdoor showmen. . . MR. (See MIDWAY CONFAB on page 55)

WANTED TO BUY
FOR CASH
No. 5 or 12 Eli Ferris Wheel, small Merry-Go-Round, 3 or 4 Kiddie Rides.

SHOWMEN'S EXCHANGE
707 GEE STREET, N. W.
WASHINGTON, D. C.

RIDE FOR SALE
8-CAR KIDDIE AUTO RIDE, \$475
NEEDS SOME REPAIR—FURNISH TRANSPORTATION. WRITE—WIRE
HERMAN BRODSKY
c/o Radio Station WSBC Chicago, Illinois

POPCORN
—One Bag or a Carload—
HYBRID S. A. YELLOW—Perfect Popping Condition
\$9.80 Per Cwt., F. O. B. Dallas
SPECIAL PRICES ON LARGE QUANTITIES
Complete Line of Bags, Boxes, Seasoning, Salt
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2401 SOUTH ERVAY ST. DALLAS 1, TEXAS

ATTENTION, TO OUR FRIENDS EVERYWHERE
CLIMAX THE TEXAS FAIR MEETING BY ATTENDING THE
BIG BALL IN THE PALM ROOM AT HOTEL ADOLPHUS,
DALLAS, TEXAS, FEBRUARY 2.
LONE STAR SHOW WOMEN'S CLUB

WANTED FOR WANTED
America's Newest and Finest Side Show
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America's Most Beautiful Railroad Show
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JAMES E. STRATES SHOWS, INC.
Freaks, Novelty and Working Acts, Talkers, Grinders, Ticket Sellers, Bill Sylvin, write me: good proposition for you. Best of treatment, long season. Excellent Cook House. Help for Side Show, Cook House. All address:
CLAUDE BENTLEY
2515 K ST., N. W., c/o HOMER APT. 708 WASHINGTON 7, D. C.
WANTED WANTED

OHIO SUPER YELLOW POPCORN
New Crop — High Expansion — Ohio Grown
Packed in 100 lb. moisture-proof bags or in our exclusive 50 lb. rodent-proof cartons. Processor's ceiling prices. Testing sample free on request. Also complete stock of Popcorn Cartons and Supplies.
BETTY ZANE CORN PRODUCTS, INC.
638 BELLEFONTAINE AVE. MARION, OHIO
Growers and Processors of Selected Popping Corn

EDDIE'S EXPOSITION SHOWS
Opening April 17, with Eight Rides and Five Shows.
WANT Manager for Funhouse, Ten-in-One and Girl Show.
A Few Concessions Still Open.
FOR SALE—1 Ten Horse Single Phase Motor.
EDWARD M. DIETZ
165 N. Monroe Street, Butler, Pa.

FOR SALE
TILT, Very Good Condition. Just the Ride for a Park.
S. W. (Nick) Nickerson, Nick's United Shows
350 W. WASHINGTON ST., FRANKFORT, INDIANA

NEW IMPROVED
SPITFIRE RIDES
Available for 1946 Season
FRANK HRUBETZ & CO.
Front and Shipping Sts. Salem, Oregon

TENTS
TENTS—Concession, Gypsy, Camping. Flashy trimmings. Tents of all sizes. Merry-Go-Round and Caterpillar Tops, Big Tops.
ANYTHING IN CANVAS
Quick Deliveries. Wire
TENTCO CANVAS, INC.
130 GREENE STREET Phone: Walker 5-1299 NEW YORK 12, N. Y.

TENTS
All Sizes — All Styles. Khaki — Blue — Olive.
E. G. CAMPBELL TENT & AWNING CO.
ERNE CAMPBELL JIMMY MORRISSEY
100 CENTRAL AVE. (Phone 3-3313) ALTON, ILLINOIS

NOW 11 RIDES—9 SHOWS—2 FREE ACTS
35 Concessions

AMERICAN UNITED SHOWS



12th Season in the Pacific North West
THE PLAY GROUND OF AMERICA
OPENING EARLY IN APRIL
WANT—FOR THE 1946 SEASON—WANT

Ferris Wheel Foreman for Twin #12 Eli Wheels, Tilt-a-Whirl Foreman. Ride Help on all Rides. Semi Drivers that can drive heavy equipment. Night watchman, prefer ex-serviceman with M.P. experience. Arcade Mechanic to take charge of Arcade. Talkers and Grinders for Congress of Fat People, Wild Animal Show, Monkey Circus, Paris at Midnight, other useful Show Help. Billposter with or without truck that can and will get up paper. SHOWS—Will book or finance any show of merit that does not conflict with what we have. Winter quarters now open.

AMERICAN UNITED SHOWS, INC.

P. O. Box 315

Seattle 11, Washington

PORTABLE
ENGINE DRIVEN
**GENERATOR
SETS**

TAILOR-MADE FOR THE SHOWMAN

by **CJIM**
STEWART & STEVENSON SERVICES

LOW DOWN
PAYMENTS

4516 HARRISBURG BLVD. HOUSTON 3, TEXAS

DEPENDABLE
ECONOMICAL

WANT FOR F. E. GOODING AMUSEMENT CO.—SHOWS

Especially interested in Side Shows, Midget Shows, large Snakes, Monster, Animals, outstanding Freaks, Dog and Pony, Fun House, Silodrome and other clean, entertaining Shows. No Girls or Geeks. We have booked best Carnival Routes in Middle West, also 50 of the largest Fairs in Ohio, Michigan and Indiana. Will book first-class Super Rolloplane Ride.

FOR SALE

ONE ELECTRIC GENERATOR—E. B. Kelley Make, 35 Kw. D. C.
Same in first-class condition. Cash price \$1,000.00.

Address inquiries

F. E. GOODING, General Manager

1300 Norton Avenue

Columbus 8, Ohio

GIRLS—WANTED—GIRLS

Have contract and exclusive rights for TWO Girl Shows with J. J. Kirkwood Shows for 1946 season. Salary \$35.00 plus bonuses. Strip, Rhumba, Hula and Oriental Dancers looking for fine opportunity to make top money. WRITE, DO NOT WIRE, stating age and enclosing photo. Wardrobe furnished. Vickie Whitaker and Kay Wholey will be with this show. Tom Carson and Al Gerant, contact me. Also wanted is Girl Talker to work on salary or percentage.

JAMES V. FERENZI, M. C. Speed Derby

414 St. Chas. St., New Orleans, La.

GEREN'S UNITED SHOWS

Want Special Agent, must have car. One with souvenir advertising program experience preferred. Salary and P.C. A splendid opportunity. Start last week in March. Want Sound Truck, twenty-four weeks' work; prefer one with Concessions. All replies:

W. R. GEREN

Box 246, Greensburg, Ind.

FROM THE LOTS

Alamo Exposition

SAN ANTONIO, Jan. 19.—Terry Martin, representative, left on a booking trip and to cover fair meetings. Construction has started on the new semi-trailers for the new Diesel light plants. General Manager Jack Ruback purchased several new tractors and semis for the rides obtained at the Chicago meeting. New Midway Diner is under management of Bob Mayes. Joe Ulcar is expected soon to start work on several new concessions. Joe Rosen continues to do good business with his photo booth on Houston Street. Some of the rides and Funhouse will be sent to Laredo, Tex., for the celebration there in February, for which George Loos's Greater United Shows have the midway contract. Albert Wright advises he will be here soon. Bill Tank will have the front entrance and p.-a. system again. Tony Kitterman arrived and has recovered from his recent illness. Captain Taffen has started work on his Circus Side Show and Oddities on Parade. Ben Hyman is building a new bingo stand. M. O. Williams and Ted Custer will make the Stock Shows at Houston and Fort Worth. Mr. and Mrs. Bill Williams plan to add several acts to their Hollywood Circus, where Jerry, chimp, will be featured. Jimmy Lukens, electrician, has all electrical work about completed. Mrs. Mike Ruback, Martha Rogers and Sophie Mullens will be tendered a party by women members on return from their vacation. Combo plan to carry 10 rides, 10 shows, free act and 50 concessions.—TED CUSTER.

Sparks Bros.

LAUREL, Miss., Jan. 19.—There is plenty of activity in quarters, with repainting, repainting and the building of new fronts and light towers keeping everyone busy. Plans call for construction of a new Funhouse to be built on a 32-foot trailer.

Pat Brown has completed his shooting gallery and will begin construction of new towers and office concessions. Dad Grant and Scottie Sullivan, of the paint department, are putting the finishing touches to the Merry-Go-Round and the Octopus.

Jack Oliver has returned after a booking trip. He signed a contract for the Wayne County Fair, Waynesboro, Miss. Plenty of visitors every day. Harry Harris, lot superintendent and animal show operator, and Joe Pockery arrived with their trailers and equipment after spending a few weeks in Pascagoula, Miss. Harry C. Starbuck, ride operator and concessionaire, returned to quarters after spending the holidays in Memphis. Ross Crawford, *The Billboard* sales agent and operator of the office-owned Minstrel Show, is supervising the building of the new front.

Delivery of neon for the front entrance and Minstrel Show was made this week. Charley Bailey closed negotiations for the Bailey concessions for the third season. Mr. and Mrs. Bill Womack, who will operate their stock stores here for the coming season, are expected soon.—ROSS CRAWFORD.

Madison Bros.

CARENCRO, La., Jan. 19.—Work continues at a fast pace during the layover here, and the equipment is rapidly being put into tip-top shape. Dale Parrish has his midway diner nearly completed. Max Madison is building new Merry-Go-Round platforms and a new entrance arch, and Ray Deer will have all the trucks and motors in first-class shape when the show reopens January 26 at St. Martinville, La.

Maxine Madison has arrived in the States from Hawaii and will soon join her parents, Mr. and Mrs. Max Madison. Harry and Nels P. Madison are out on advance work.

Mrs. Edna Madison held a watch party in her trailer New Year's Eve. Guests and Mrs. Max Madison, Nels P. Madison, included Mr. and Mrs. Harry Madison, Mr. and Mrs. Ernie Woodward, Mr. and Mrs. Claire Winters, Mr. and Mrs. Andy Rasmussen, Mr. and Mrs. W. P. Gawle and Mrs. Margaret Hoffman.—KATHLEEN GAWLE.

Pine State

HATTIESBURG, Miss., Jan. 19.—Show closed and went into winter quarters here, using a warehouse and lot on the Dixie Highway south of the city. Despite cold and rainy weather, a lot of work has been accomplished in preparation for a February opening on a downtown lot under auspices of the VFW. Show will open with 6 rides, 5 shows and 36 concessions.

Jimmie Cunningham, quarters superintendent, and his crew are working full time, weather permitting, to get the show in shape. Four rides are undergoing repair.

Pete Hendrix, chief electrician, is busy getting the new wire and transformer wagon in shape. His wife, Betty, and son are in Nashville, Tenn., visiting her mother.

Manager Johnnie Caruso and his wife, Jean, have returned from a business trip into the Delta and points north. They attended the Sugar Bowl game at New Orleans. They bought a new trailer which is being used as an office.

Arcade Midway

CORPUS CHRISTI, Tex., Jan. 19.—Shows moved here from Robstown, Tex., for two weeks of good weather and business. Rides and concessions did capacity. Several new concessions were added, including Curly and Ruth Livly with two; Cotton Elio, two, and Harold Livingston, one. Jack and Virginia Barnes added two new stands and are putting their photo gallery on a trailer. The Flying Millers, free act, purchased a new truck. Bill Gooch has had a busy week visiting Brownie Miller. Bill Miller and family were guests of the Flying Millers. Visitors included Bob Hansel.

20 Ft. GMC Semi-Trailer Smooth Panel Van, Rear Tailgate and Double Doors Above, 8.25x20 Tires.

\$397.00 COMPLETE

24 Ft. GMC Semi-Trailer Smooth Panel Van, Open Top With Tarpaulin, Full Rear Doors, 9.00x20 Tires, Excellent Condition.

\$894.00 COMPLETE

16 Ft. GMC Semi-Trailer Smooth Panel Van, Rear Tailgate and Double Doors Above, 8.25x20 Tires.

\$350.00 COMPLETE

ALL UNDER OPA CEILING—MANY OTHERS TO SELECT FROM

CARLEY TRAILER & EQUIPMENT COMPANY

"CHAPMAN SPRINGS"
COLLEGE PARK, ATLANTA, GEORGIA

10,000 USED COSTUMES MUST BE SOLD

Our warehouse lease ends Feb. 15th. Carnivals, circuses, amusement parks—we have the perfect "bally" and chorus costumes. Also job lots of Braid and Trimmings and good material in costumes which can be remade.

SORRY NO MAIL ORDERS—

PLENTY OF BARGAINS

LESTER, LTD.

2nd Floor Rear
67 E. Lake St. CHICAGO, ILL.
Open daily 12 to 5 o'clock.

FOR SALE

#5 Eli Wheel with factory built van with Chevrolet tractor, also 1939 Tilt with factory built trailers and Chevrolet tractors. One eight-car Kiddie Auto Ride, shop built, nice looking; also one 37 1/2 K.V.A. General Motors Diesel Light Plant, like new, mounted in special built van with Chevrolet tractor; also fifty-two foot Entrance Arch, Show Tents, Concession Tops, Ground Cable, etc. This is an organized show operating in the Rio Grande Valley, winning money every week. Will sell all together or piecemeal. Owner selling account ill health.

All Address:

TOBE D. McFARLAND
Westlaco, Tex., Jan. 22nd to Feb. 3rd

NOW BOOKING

Shows and Concessions for 1946 season. Ride Foreman and useful Help, write.

J. F. SPARKS
311 Westover Drive BIRMINGHAM, ALA.

3000 BINGO

No. 1 Cards, heavy white, 5x7. No duplicate cards. 35 cards, \$3.50; 50 cards, \$4.00; 75 cards, \$4.50; 100 cards, \$5.50; 150 cards, \$8.25; 200 cards, \$11; 250 cards, \$13.75; 300 cards, \$16.50. Remaining 2700 cards \$5 per 100 for cards only—markers or tally omitted. No. 3 cards—Heavy, Green, Yellow, Red—Any set of 50 or 100 cards, per card 6c.

3000 KENO

Made in 30 sets of 100 cards each. Played in 3 rows across the cards—not up and down. Light-weight cards. Per set of 100 cards, tally card, calling markers, \$3.50.

LIGHT WEIGHT BINGO CARDS

White, Green, Yellow, Black on White, postal card thickness. Can be retained or discarded. 3,000, size 5x7, per 100, \$1.25. In lots of 1,000, \$1 per 100. Calling markers, extra, 50c. Large Numbers Board, 6 in. type, 4 ft. by 15 ft., in 3 collapsible sections, non-electrical, \$75.00
3,000 Jack Pot Slips (strips of 7 numbers), per 1,000 1.25
M. W. Cards, 5x7; White, Green, Red, Yellow, per 100 2.00
3,000 Small Thin "Brownie" Bingo Sheets, 7 colors, pads of 25. Size 4x5, per 1,000 1.25
3,000 Featherweight Bingo Sheets, 5 1/2 x 8, loose, per M 1.40
Round Gray Cardboard Markers, 1800 for Thin Plastic Markers, brown color, M 2.00
All above prices are transportation extra. Catalog and sample cards free. No personal checks accepted. Immediate delivery.

J. M. SIMMONS & CO.
19 W. JACKSON Blvd., Chicago 4, Illinois

Dickson United

OKLAHOMA CITY, Okla., Jan. 19.—Building program is well under way and management plans to open the season early in March. An expansion program is under way and all old equipment is undergoing the regular check-up. J. H. Dickson returned after a 30-month stint with the air corps in the Southwest Pacific. Carl Davis was a recent visitor. Mr. and Mrs. Arthur Moss and daughter, Eleanore, inked their photo gallery, penny pitch and sound system. Mr. and Mrs. L. S. Nichols joined with three concessions. Nichols also signed as electrician. Line-up this year includes 5 rides, 4 shows and 25 concessions. Shows will be transported on trucks. Manager Dickson returned this week from a booking tour.—H. B. DICKSON.

City Rides

GREENVILLE, S. C., Jan. 19.—City Rides, owned by Mayo Tinsley, will hit the road this year with five new rides supplementing those already owned. New rides on order are Merry-Go-Round, Caterpillar, Chairplane, Octopus and Roll-o-Plane. New tractor-trailers and light towers will be added.

Agent H. S. (Tommy) Thompson is planning to extend the shows' route. Quarters activity is under supervision of George Bennett.

Recent visitors included Mr. and Mrs. W. B. Reid. Mr. and Mrs. John Grix, Tommy Scott, C. W. Jones, J. W. McGhee, Mr. and Mrs. Clarence Sargee, Mr. and Mrs. Ben Cheek and Troy E. Williams.

B & C Exposition

HEMLOCK, N. Y., Jan. 19.—Returning here from a buying tour thru Virginia and the Carolinas, Owners D. R. Barnes and Bob Colegrove said shows will open May 4 and current plans call for the organization to play celebrations in the State. Shows will carry 4 rides, 4 shows and 30 concessions. Local quarters are under direction of Carlyle Scott. New fronts are being built and rides, which were purchased on the Southern tour, are being redecorated. Organization will be transported on semi-trailers, and new canvas has been ordered for all show-owned concessions. Paul Barnes is building new lead gallery. While in New York, Hilda Colegrove purchased stock for her cat rack. Recently purchased transformers have arrived.—BETTY SCOTT.

Wallace Bros.

JACKSON, Miss., Jan. 19.—Mrs. E. E. Farrow Sr. and Mr. and Mrs. E. E. Farrow Jr. were hosts at a Christmas dinner to personnel of the show in winter quarters.

Work in quarters is progressing satisfactorily. James Reid has a full crew working.

Mrs. Farrow Jr. returned from a visit to her home. Mack Hodge is building his new cookhouse. Buster and Helen Hayes have returned from Florida and have started building several new concessions.

Recent visitors have been Mr. and Mrs. Starbuck and Dad Ross, of the Sparks Shows, and Mr. and Mrs. Monroe Hoge. Recent arrivals were Mr. and Mrs. Glen Osborne. Osborne is the show's legal adjuster.—BOB FRAZIER.

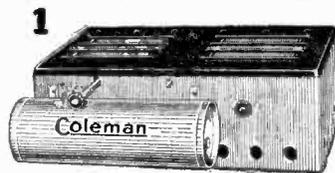
Jackson Bros.

BUTLER, Ala., Jan. 19.—M/Sgt. Larry Fitzgerald, recently discharged after nearly four years of service, joined several weeks before closing in Mississippi. His service in England, France, Normandy and Germany earned him four battle stars and the Bronze Star Metal. Mr. and Mrs. Milton Jackson are in charge of local quarters. James and Grady Jackson spent Christmas with their families here before leaving to attend the Rose Bowl game. While there they were guests of Bob Gillmore, son of Red and Marge Gillmore. The Gillmores and Larry Fitzgerald spent Christmas with Maj. Larry Gillmore, who is stationed at Stout Field, Indianapolis. Vee Jackson is understood to be dicker for a plantation.—M. MASON.

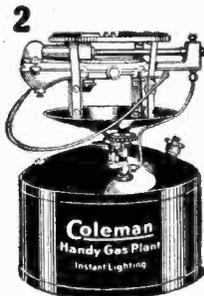
American United

SEATTLE, Jan. 19.—Wayne Endicott, superintendent, has quarters buzzing with activity preparing for an April opening. Manager O. H. Allin recently took delivery on three new trucks, bringing the total to 56 including semi-trailers, on which are transported 11 rides, (See FROM THE LOTS on page 75)

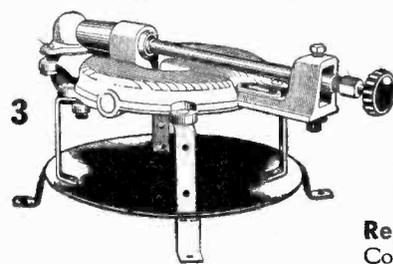
Showmen Everywhere Need These Helpers!



1. Coleman Hot Plate—Gives you city gas cooking anywhere. Instant lighting. Solodur Metal Fuel Tank, resists rust and corrosion. Built-in pump. Hinged top. Fine for lunch counters, hot-dog stands, etc. Two and three burner models.



2. Coleman Handy Gas Plants—Ideal portable heating units that supply speedy gas heat adjustable to any volume for cooking, heating water, for work and repair shops. Light instantly; 8 1/2 in. grate. Cost only a few cents a day to operate. Supplied in 5 and 7-in. burners.

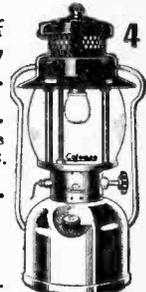


3. Coleman Burners—Highly popular for popcorn stands, lunch counters, hot-dog and hamburger stands, under candy machines, hot plates, coffee urns, steam tables, water heaters. 5 in. and 7-in. burner models.

4. Coleman Floodlight Lanterns

America's greatest outdoor lights. Light instantly. Floodlight a 100-ft. area with powerful brilliant light. Storm, wind and rain can't put them out. Genuine Pyrex glass globe. Safe, can't spill fuel even if tipped over. One and two mantle models.

Repair Parts now available. If Coleman dealer cannot supply you, write nearest Coleman office.



* These Coleman Appliances all make and burn their own gas from gasoline.

Coleman

WRITE for prices and complete information. Address nearest office, Dept. 13-13.

THE COLEMAN CO., Inc.
Wichita 1, Kansas
Philadelphia 8, Pa.
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Los Angeles 64, Calif.
Honolulu, T. H. Toronto, Can.

ATTENTION CARNIVAL PEOPLE

Write now for our 1946 Catalogue of Carnival Equipment.

Amusement Enterprises

1001 Louisiana, Houston 2, Texas

WANT TO BUY FOR CASH

2-Abreast Merry-Go-Round, Ferris Wheel and Chairplane, or will lease same for season 1946. Write or wire P. O. BOX 525, St. Albans, W. Va.

BAKER'S GAME SHOP

Wheels, all kinds
30# Ball Chucks
30# Red and Black
30# 3 No. Horse Wheels
Laydowns for any Wheels
Wheel Counter Posts
Under and Over Cloths
Beat the Dealer Cloths
15 Horse Race Tracks
Jumbo Skillets
Baker Buckets
Huckley Buck Keg Sets
Bottles, Steel and Aluminum
Soup Peps, Two Sizes
Roll Downs and Razies
Penny Pitches
Pan Joints and Pea Pool Outfits
Big Dice and Roll Down Charts
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Daisy B.B. Guns

WATER FALL BLOWERS
Baker Bingo Blowers
CATALOG & PRICE LIST ON REQUEST
MAKE YOUR BUSINESS KNOWN
2907 W. Warren, Detroit, Mich.
Phone: TY 5-0334

WANT TO BUY LONG RANGE SHOOTING GALLERY FOR STORE

Write full details and size

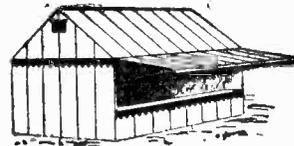
JOE APELL

316 JEFFERSON AVE., MIAMI BEACH, FLA.

Happyland Shows

NOW BOOKING SPECIAL DATES IN MICHIGAN, OHIO, INDIANA FOR 1946
Wanted—Shows and Concessions.
3633 SEYBURN, DETROIT 14, MICH.

"ANCHOR"



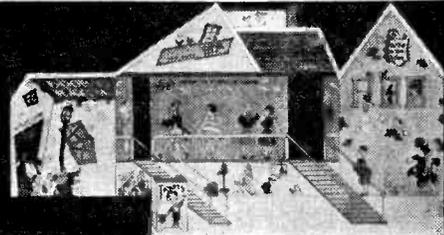
Concession Tents are now available. Please order now because we can not guarantee delivery on orders placed after January, 1946.

We will furnish the same good, perfect fitting, full size "ANCHOR" tent to which you have been accustomed.

ANCHOR SUPPLY CO.
Evansville, Ind.

NEW FUN HOUSES

WRITE TODAY!



KING AMUSEMENT CO. 30 Ferdinand St., Mt. Clemens, Mich.

B. & V. SHOWS

NOW CONTRACTING SEASON OF 1946 — WANT

SENSATIONAL FREE ACT—Cannon act, contact. ALL CONCESSIONS OPEN.

WANT—ARCADE, COOKHOUSE, DROME.

WANT SHOWS—10-in-1, Monkey, Wild Life, Midget, Fat, Girl Revue and Posing. Will furnish outfits.

CAN PLACE—Fly-o-Plane, Rolloplane and Tilt.

FAIR SECRETARIES OF PENNSYLVANIA—Will be at Reading, if interested in a clean reliable show contact us.

J. VAN VLIET, Mgr., 5 Westminster Pl., Garfield, N. J.

BRAND NEW KIDDIE RIDES LOW PRICED

10 AND 16 PASSENGER CAPACITY.

GUARANTEED SPRING DELIVERY—FREE PARTICULARS.

MULTIPRISES, Box 1125, Waterbury, Conn.

ANNOUNCEMENT

JACK GILBERT

AND HIS MERCHANDISE CONCESSIONS
NOW WITH THE

ENDY BROS.' SHOWS

Agents and Help in all departments, write or wire
JACK GILBERT
Care Endy Bros.' Shows, 743 Seybold Bldg., Miami, Florida
Or At Home, 4300 Post Ave., Miami Beach, Florida

SPONSORED EVENTS

Veteran, Lodge and Other Organization Festivities

Communications to 155 No. Clark St., Chicago 1, Ill.

Mallett To Direct Merchant Tucson Arena Boss Portland Rose Fete

PORTLAND, Ore., Jan. 19.—Portland Rose Festival Association has appointed LeRoy W. Mallett, East St. Louis, Ill., executive manager to revive the festival, which has languished during the war. Mallett, recently placed on inactive status with the navy, spent the last year of his service in the Portland area. During the war years the festival has been a mere token event, chief features being election and presentation of queens and princesses, but this year it will return to its pre-war glory from June 2 to 9.

TUCSON, Ariz., Jan. 19.—Richard Merchant, well-known rodeo figure, has been appointed arena director of Fiesta de los Vaqueros, Tucson rodeo, February 23-24. Otho Kinsley, of Kinsley Ranch, has been awarded the stock contract. He will furnish all stock for the rodeo, transport it and feed it for \$3,500.

WANTED

Clean Carnival with (4) Rides, Side Show, Legitimate Concessions to play white and colored lots in New Orleans, La., winter and summer, American Legion Post 140. Contact

FRANK V. McENTEE
Police Headquarters NEW ORLEANS, LA.

WANT **WANT**

MIGHTY PAGE SHOWS

Opening Pensacola, Fla., March 2

This Show Will Play Alabama, Tennessee, West Virginia, Virginia, Ohio, North Carolina and Georgia. We have Eight Bona Fide Fairs Under Contract With Others Pending.

Want Musicians and Performers for the biggest and best Jig Show in the motorized show world. Salary out of office. Want to book or buy Fun House. Want to book Motor-drome; Mr. Apple, contact. Want Side Show. Frank Zorda, contact. Will book any money getting Show with own transportation, or will build for reliable people.

RIDES—Will book any Ride that does not conflict with what we have.

CONCESSIONS—Want Cookhouse that will cater to show people. Want Bingo, Bowling Alley, Slum Blower, Coke Bottle, Basket Ball, Jewelry, Novelties, Snow Ball and Candy Apple. All people contracted for 1946, please acknowledge this ad.

ALL REPLIES TO P. O. BOX 87, PENSACOLA, FLORIDA

Thos. Niswander, Gen. Agt. Bill Page, Gen. Mgr.

Halifax Skeds Bi-Cent
HALIFAX, N. S., Jan. 19.—Plans for the 1949 celebration of this city's 200th anniversary will take definite form this year with the appointment of a director for what is expected to be a summer-long event.

Kentville Apple Fest Set
KENTVILLE, N. S., Jan. 19.—Annual apple blossom festival will be held here in early June. Plans call for a three-day event.

WANTED

FOR AMERICAN LEGION STREET FAIR
Antwerp, Ohio, June 24 to 29
Complete Carnival—Shows, Rides, Concessions. Please make appointment by mail to
POST COMMANDER.

NOW BOOKING FOR 1946

SHOWS AND RIDES THAT DON'T CONFLICT

Want Man and Wife for Cookhouse.

Wanted: Corn Game and Photos, Ball Game Agents, Grind Store Agents. Electrician that does mechanic work. Also want Legal Adjuster and Secretary. Giff Roberts, get in touch with me.

CENTRAL AMERICAN SHOWS

BOX 812 PRYOR, OKLA.

Special
News

CARNIVAL AND PARK
AMUSEMENT DEVICES
NOW AVAILABLE

PLACE YOUR ORDER HERE
FOR THE

L O O P E R

M O O N R O C K E T

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WRITE FOR OUR NEW CATALOG

ALLAN HERSCHELL COMPANY, INC. WILL CONTINUE TO BUILD AND SERVICE ALL RIDES AND EQUIPMENT THAT HAVE BEEN MANUFACTURED BY BOTH ALLAN HERSCHELL COMPANY INC. AND SPILLMAN ENGINEERING CORPORATION.

ALLAN HERSCHELL COMPANY, INC.

NORTH TONAWANDA, NEW YORK

WANTED — WANTED — WANTED

By I. N. PRODUCTION CO., Inc.

1216 SURF AVENUE CONEY ISLAND, N. Y.

FOR THE WORLD CIRCUS SIDE SHOW

Freaks, Mind-Reading Act, Talkers, Bally Workers, Lecturers and Novelty Acts of all kinds. Top salary. Seven days a week work. State salary. Very pleasant and cordial surroundings and conditions.

Address

JULIUS N. SCHOENBERGER, Manager

285 Scherectady Brooklyn 13, N. Y.

What have you to offer as a worthy and feature attraction?

The TILT-A-WHIRL Ride

On Midways All Over America
Its Grosses Are Getting Better All the Time

—Manufactured by—

SELLNER MFG. CO. Faribault, Minnesota

Can take a few more orders for shipment in late summer, no earlier shipments now possible.

WANT **WANT**

SOONER STATE SHOWS

FOR 1946 SEASON, OPENING APRIL 1 IN OR AROUND OKLAHOMA CITY

Small Cook House or Grab, Bingo, Mug Joint and other Stock Concessions that don't conflict. Want Mechanical Show, Snake Show or any Grind Shows with own transportation; 25 per cent. Will book Rides that don't conflict. Want Merry-Go-Round Foreman and Mix-Up Help. Buddie Lamb and Buck Owens, let me hear from you at once. All people that were with me last year, get in touch with me now. Fair Secretaries and Committees, let me hear from you. Address All Mail

K. E. (JELLIE) VANDERFORD, Owner and Manager
SOONER STATE SHOWS
ROUTE 4 EDMOND, OKLAHOMA

COLEMAN BROS.' SHOW

To Open at Middletown, Conn., Early in April

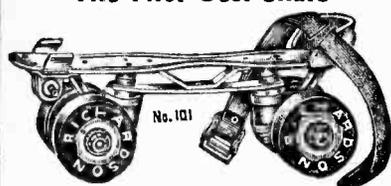
WANT SHOWS—Circus Side Show, Monkey Show, Midget, Illusion, Fat, Pony Arcado, Revue, Posng. Man to handle Drome; have Drome complete, also outfits for all Shows. Any new or Novelty Show, Pit or Platform. Some Grind Stores open. Help in all departments. Foremen for Rides, Drivers, Working Men on all Rides.

Thomas J. Coleman, 508 Main St., Middletown, Conn.

HARRY DUNBAR

Contact me at once
BOB K. PARKER
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The First Best Skate



QUALITY

RICHARDSON BALLBEARING SKATE CO.
Established 1884
3312-3318 Ravenswood Ave. Chicago, Ill.
The Best Skate Today

G. B. Zindel Feted On 35th Anniversary Of His Michigan Spot

GRAND RAPIDS, Mich., Jan. 19.—George B. Zindel recently observed the 35th anniversary of Coliseum Rink here under his ownership. There were many features, including the skating of several families represented by three generations. Katherine Schoendorf, who has been employed at the spot since it opened, also received flowers and congratulations.

Nancy Lee Parker, Detroit, represented the young generation, while Edward W. Smith, 80, who was known as the Great Rexo when appearing as a professional, gave an exhibition and commented on the improvement in rinks under RSROA guidance. "It is wise to have definite restrictions upon the execution and style to be expected of the amateur," he said. "It serves to make him perform upon a higher plane. He knows that the other skaters will perform the same movements and that to win, he must be a better performer."

With regard to professionals, Smith said that pros of today may really contribute to the advancement of the sport, but they must always strive to improve themselves beyond the proficiency of leading amateurs.

URO Survey Shows Jan. Take Up 25%; Ex-G.I.'s Problem

ELIZABETH, N. J., Jan. 19.—Recent survey by the United Rink Operators' Association reveals that the first two weeks in January showed an average increase in business of 25 per cent over the same two weeks in 1945, according to William Schmitz, secretary.

Returning servicemen are a problem. Analysis showed that most of them did not return to rinks after their initial visit because they failed to find their former buddies, many of whom are still in the service. Secretary Schmitz believes it will require at least two years to rebuild this type of business and suggests the following to URO members:

Hold free welcoming parties for servicemen, but make a charge for feminine escorts. This may lead to formation of veterans' clubs. Such parties will be tried soon in Schmitz's America-On-Wheels rinks and a report of results will be made to the URO.

No Street Skates Since '42

The fact that no street skates have been made since 1942 has retarded the flow of new customers to rinks. To combat that condition, plans are being made for children's sessions each Saturday, with games, candy, gifts and lessons as inducements for beginners.

URO estimate a take of at least \$100 per person per year and are trying to induce operators to increase the sale of shoe skates at cost, rather than selling them at a profit, for it is believed that owners of shoe skates are more apt to become regular patrons than people who rent them.

Suggestions for Valentine party features have been issued to members, with emphasis on the servicemen angle.

CARSA Sets Contest Date

MARTINEZ, Calif., Jan. 19.—California Amateur Roller Skating Association, affiliated with USARSA, has set March 17 as the date for the CARSA State Championships. Event will be held at Del Monte Roller-drome, Monterey, Calif. Martinez Figure Skating Club will present its circus again January 29, with all proceeds to go to the CARSA State Championship Fund. Show is to be presented at Skateland here, owned by Hazel G. Barker. Paul J. Gilbert is directing activities.

Ventura Skateland Bows

VENTURA, Calif., Jan. 19.—Skateland, formerly Civic Roller Rink, opens February 1. Application has been made to join the RSROA by Charles L. Doering, one of the owners and a recent discharger from the service. He formerly worked for K. Bartlett, owner of Skateland, Aurora, Ill.

ROLLERCADE, Cleveland, presented *Rolling Rhythms of 1946* January 18-20. Many patrons took part in the show.

MARGE VICKERTS, pro at Skateland, Cleveland, is advisor to the Welcome Club, which greets returning servicemen.

PARKE H. STRUTHERS JR. is mulling plans for the opening of a rink in Syracuse, he reports from his home there.

C. S. MASON operated College Inn Rink, Miles City, Mont., for 10 years before he opened his Hippodrome Rink, Redondo Beach, Calif., two years ago.

FRED A. MARTIN, manager of Arena Gardens, Detroit, will hold the annual benefit show for the Infantile Paralysis Fund, February 5-6, presenting two successive nights of skating revues.

RSROA of Canada Elects '46 Officers

TORONTO, Jan. 19.—RSROA of Canada, governing body of roller skating here, is headed by these new officers: Harold E. Cornwell, Trianon Rink, Vancouver, B. C., president; George C. Dowling, Moonlight Rink, Vancouver, first vice-president; Robert H. Mills, Pacific Rollers, Victoria, B. C., second vice-president, and Norman Sangster, Vancouver, secretary-treasurer. Elected to the board of directors were Alfred S. Barker, Vancouver Roller Bowl; Frank Richards, Nanaimo Rink, Nanaimo, B. C., and J. W. Pickavant, Strathcona Roller-drome, Toronto.

Articles of Alliance between the RSROA of the United States and RSROA of Canada, are:

IT IS HEREBY mutually agreed that the Articles of Alliance between the undersigned, dated December 13, 1945, be as follows:

1. The RSROA of the United States recognizes the RSROA of Canada as having sole control over roller skating in the Dominion of Canada.
2. The RSROA of Canada recognizes the RSROA of the United States as having sole control over roller skating in the United States of America.
3. Each party to this Alliance shall respect and enforce all penalties, suspensions and disqualifications imposed by the other party or its affiliates within its jurisdiction.
4. All roller skating competitions or exhibitions held in either Canada or the United States shall be held under the rules and sanction of the parties hereto, or their affiliates, in whose territory same are held.
5. Registered amateur skaters from either party hereto shall be recognized by the other and be eligible to compete in such sanctioned events held by either as may be open to them. In all such cases the skaters must present a permit from his governing body.
6. That the RSROA of Canada and the RSROA of the United States will cooperate each with the other to the early formation of a World Congress of Roller Skating Bodies.

These Articles of Alliance may be terminated by either party on one year's notice to the other.

RSROA of the United States (Signed) WM. T. BROWN, Pres.
RSROA of Canada (Signed) H. E. CORNWELL, Pres.

ATTEST:
(Signed) FRED A. MARTIN, Secy.
RSROA of the United States (Signed) NORMAN SANGSTER, Secy.
RSROA of Canada.

BALTIMORE Figure and Dance Club, of Elmer M. Norman's RSROA Coliseum, Baltimore, is sponsoring two one-hour classes a week under the direction of Arthur Eglington. Speed classes are held after regular sessions every Friday night.

Asheville Replaces Arena Lost in Fire

ASHEVILLE, N. C., Jan. 19.—City Manager P. M. Burdette said this week that the skating rink at Asheville Recreation Park, destroyed by fire last year, will be replaced before the opening of the season at a cost of about \$14,250.

Burdette said the city collected \$5,500 in insurance on the rink, and the new installation, which will be of wood and steel, will constitute an improvement over the old one.

MIDWAY CONFAB

(Continued from page 51)
AND MRS. J. GEORGE LOOS and son, George Jr., spent several days in Aransas Pass last week trying their luck at fishing but from all accounts, the Loos's failed to get a "nibble." They returned to their home in Laredo to get things in readiness for the Washington Birthday Celebration next month.

WITH SHOWMEN'S clubs springing up in almost every city, why not organize a three-car traveling unit and make week stands with shows while they are en route? Oh, Yeah! And a one-car ladies' auxiliary!

"FIRECHIEF" FLAMEPROOFING

FIRE RESISTANCE that won't Wash Out. Water and Mildew proof and adds Wear Resistance to Canvas. NEW COLORS: Royal Blue, Forest Green, Khaki, White. Coming Soon—Tents With the Underwriters' Seal of Approval.

Write Today for Full Information.

UNITED STATES TENT & AWNING CO.
2315-21 W. Huron CHICAGO 12
Chicago's Big Tent House Since 1870

SKATING RECORDS

With STANDARD DANCE TEMPOS

Write for Complete List.

SKATING RHYTHMS RECORDING CO.
P. O. Box 1338, Santa Ana, Calif.

WE BUY AND SELL

New and Used Rink Roller Skates

Advise Make, Size, Condition and Quantity. Also Best Price.

JOHNNY JONES, JR.
244 Blvd. of Allies, Pittsburgh, Pa.

WANTED

8000 feet, more or less, No. 1 clear Maple Flooring, boards 33/32"x2 1/4", or will buy 50x100 or larger portable sectional Maple Floor if in A-1 condition. No unsupported ends. Describe fully. Also 200 pairs good Chicago Rink Skates. Write or wire

JOE J. ROOK
12708 Powell Lane Houston 15, Texas

WANTED TO BUY

ONE 40'x100' PORTABLE SKATING RINK

JACK J. GRAY
EDMOND, OKLA.

WANTED

Portable skating floor or 4,000 feet maple flooring. Advise what you have, giving price and condition. Write, wire or phone.

OREN WILLIAMS
BOX 282—PHONE 581 HENDERSON, TEX.

500 Pair Chicago Skates

Regular rink run, \$5 per pair in lots of 100 or more.

DON McELHINNEY
Box 207 Phone 953W Marion, Iowa

WANTED

Portable Roller Skating Rink, 50x110, or about that size, with or without equipment. All must be good condition or do not reply. State full details in first letter. Write

P. O. BOX #341, St. Louis, Mo.

No. 321 DUSTLESS FLOOR DRESSING

Cleanses the air, providing a snug grip with less cone wear and lower maintenance cost. \$4.00 per gal., \$3.75 per gal., in 5 gal. containers. Terms: 25% with order, balance C. O. D.

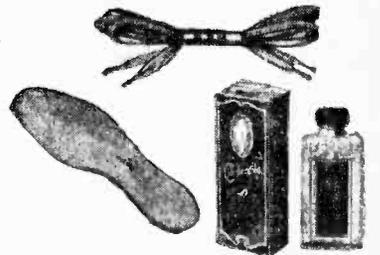
GAGAN BROTHERS
444 Second St. Everett, Mass.

ORGANIST

Available for AAA-1 Rink. Union, Highest references and experience. Write

BOX D-103, Billboard, Cincinnati 1, Ohio.

ROLLER SHOE Accessories AVAILABLE TO-DAY



LACES

54" — 63" — 72" and 81" black and white.

CINDERELLA POLISH

That Famous White Buck Polish, the finest made.

INNER SOLES

for smooth comfort and fit Men's and Women's.

RUBBER HEEL TOE STOPPERS

Your skaters need.

Write for Complete Service Bulletin TO-DAY!

HYDE ATHLETIC SHOE COMPANY
Manufacturers of those famous BETTY LYTLE Roller Shoes
CAMBRIDGE, MASS.

WANTED

Will pay cash for Portable Maple Floor Skating Rink, complete with Tent, Music and Skates. Would prefer 50x100 to 120.

KENNETH LIBBY

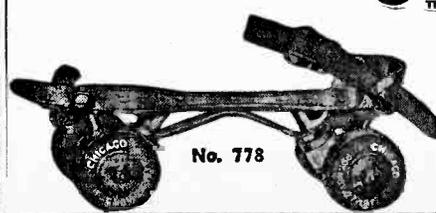
303 North B WELLINGTON, KANSAS

ROLLER RINK

Will sell my complete Portable Rink, in fine condition and used two seasons and now stored. Sectional maple floor, 40x100, with underpinning, top complete, 150 pair real good Chicago Skates, complete Rink Sound System. Can load today. This is the only rink I have left, intended to set up myself but plans have been changed. This is a good outfit. Wire, write or phone.

Ph. 7849 HENRY SIEPMAN Cedar Rapids, Iowa

RINK MEN WHO USE "CHICAGO" SKATES



TRADE MARK REG. U.S. PAT. OFF.

ARE SUCCESSFUL

There's a Reason!!

CHICAGO ROLLER SKATE CO.
4427 W. Lake St. CHICAGO, ILL.

Beatty Truck Show To King In Fla. Deal

Sells Property at Macon

MACON, Ga., Jan. 19.—Floyd King arrived here Tuesday (15) to take possession of the Clyde Beatty Circus property which he and his partner, H. J. Rumbaugh, purchased in its entirety from Beatty in a transaction completed at Fort Lauderdale, Fla., Monday (14).

The new owners will consolidate the Beatty equipment with the Bud E. Anderson Circus property, which they purchased last fall as the nucleus of the show they will tour next season under the banner of King Bros.' Circus.

Thus augmented, King Bros. will take rank among the country's major motorized shows when it moves out of Hartford, Ky., winter quarters April 12.

The King-Rumbaugh deal followed closely the announcement two weeks ago that Beatty had negotiated with Art Concello for the use of the Russell Bros.' Circus equipment, including railroad cars. He will open the season at El Paso, Tex., in March, billed as the Clyde Beatty Pan-Pacific Circus.

The show property involved in the King Bros. sale includes all of the equipment used on the Beatty show last season. It has been stored in quarters here since October 25.

Until Beatty purchased it in 1944, the property was operated for many years by its former owner, Ray Rogers, who toured it as Wallace Bros.' Circus. It was enlarged and improved by Beatty a year ago for the 1945 season.

King expects to remain here two weeks before deciding upon the disposal of some items which are duplicated thru ownership of the two shows. Some of the surplus will be sold at Macon, he said.

Bailey Bros. Sign Nealand for Press

NEWBERRY, S. C., Jan. 19.—Walter D. Nealand will be general press representative of Bailey Bros.' Circus, according to recent announcement by Owner Bob Stevens. Nealand was press agent for R & S Amusements last year.

New acts include Tanit Ikao, whose hypnotic influence over animals will be featured in the concert, and 19-year-old Rudy Rudynoff Jr., who will handle the Liberty horse act. Young Rudynoff and his parents also will be featured on their dancing stallions.

Frank Ellis and Mrs. Bud Anderson will have the concessions.

Stevens recently bought his third 25-k.w. light plant.

Clyde Beatty Wins Nod From Fort Lauderdale Dads

FORT LAUDERDALE, Fla., Jan. 19.—City's seasonal foray on Clyde Beatty's jungle zoo appeared at an end, with the announcement by City Manager J. H. Philpot that Beatty was not infringing on a city ordinance and there was no basis for prosecution. Several citizens here made charges that the zoo was a fire hazard and constituted a danger because of the animals lodged there.

City Commissioner Lacey Croft declared that "Beatty is doing much for the city, and I want to see him stay here."

The animal trainer's statement that he is planning a \$20,000 investment at the zoo, provided the city with some clarification on the subject. Commissioner Croft said: "Let him know that he can stay here. We've never given him that assurance."

G. W. (Butt) Dillon Dies

AURORA, Ill., Jan. 19.—G. W. Butt, known as John Dillon during the 37 years he tramped with the Ringling Bros. and Barnum & Bailey Circus, died at his home here Friday (11). He was 86. Dillon was assistant steward of the Ringling-Barnum show when he retired in 1935.



HAVING A BIG TIME AS GUESTS OF THE REGULAR ASSOCIATED TROUPERS in Los Angeles, some of the Polack Bros.' Circus personnel look over club's plans for 1946. Left to right are T. Dwight Pepple, Hubert Castle, Roy Jones, Jack Klein, Harry Golub and John Castle. Golub was chairman of the affair for the club. (Photo by Sam Abbott.)

Zack Terrell Says Trick Lights for Cole Next Season

LOUISVILLE, Jan. 19.—Owner Zack Terrell hinted here today that he'll spring with some startling new colored lighting effects when Cole Bros.' Circus opens here in April, but he was strictly hush-hush on details.

Innovations, devised by Walter Rice, chief electrician, will be used in the three rings and on the track, but up to now only Terrell, Rice, Noyelles Burkhardt, show manager, and Harry Thomas, producer, have had a peep at them.

New color emphasis will also be apparent in the wardrobe, which is being developed by Mrs. Harry McFarlan and Mrs. Katie Lucky, wardrobe supervisors.

Shipment of sea lions, monkeys and a Malayan bear has been received by Eugene Scott, menagerie superintendent. Other animals will be added before the opening.

Mr. and Mrs. Jack Biggar, who have been vacationing in Sarasota, Fla., have returned to quarters here. Biggar is general superintendent.

High Rental Knocks Out Jamaica Show

NEW YORK, Jan. 19.—Jamaica, L. I., will be minus its usual midwinter indoor circus this year as the New York State Guard Armory, where the shows under the Frank Wirth banner have been staged for several years, has upped the rental to a point which the circus promoters consider too high.

Last year's Jamaica Circus (February 17-25) was sponsored by the Jamaica Regiment of the New York State Guard, but previous shows were benefit affairs staged by Wirth for the Jamaica Hospital.

Phoenix Jaycees Set Dates

PHOENIX, Ariz., Jan. 19.—Annual Phoenix World's Championship Rodeo, sponsored by the Phoenix Junior Chamber of Commerce, will be staged at the State Fairgrounds April 12 to 14, with night as well as day shows. Neil Swearingen is general chairman of the event. Members of the general committee are H. Foster, Harold Britt, Joe Donofrio, Simpson Cox, Jay Stuckey, Ed Sherman, J. B. Hughson, John Egan, Ray Stull and Joey Star.

WON, HORSE & UPP COMBINED CIRCUS

An Equine and Canine Paradox—The Show With a Leaf of Gold

By Starr De Belle

Highball, Tex.
January 22, 1946.

Dear Pat:

This isn't one of those "Good morning men; put on the car" stories. The bosses decided to take the gamble out of winter showing by playing under auspices. About two weeks ago the show's general agent, Les Boroughs, contracted Flying Switch, Tex., under auspices here and after to be known as the Pumpcar and Gandy Dancers Frolic. The boys were trying to raise funds to motorize their handcar. To say that our agent is a go-getter, one who never lets snow pile up under his feet on winter tours, would be belittling his ability. He's a livewire that does his work quickly and silently, with emphasis on "silently." Two weeks ago while Boroughs was passing through Flying Switch, he stuck his head out of a coach's window, called the depot agent to the window and signed contracts for the show's appearance there. The agent held up the train long enough for Boroughs to run across the aisle of the coach, and from a window on that side he saw the lot. After advising agent to have the water tank well filled on our arrival to guarantee enough water for the animals and cookhouse, our agent waved the burg a cheery "goodbye" while patting the contract

in his pocket. Our billers arrived a few days later and covered the town, or what there was to cover, with Won, Horse & Upp Railroad Circus paper. (We're still using what lithos were on hand from our railroader, the summer show. The winter unit is traveling overland.) On the eve of circus day the committee stayed up all night to greet the show and to give it its co-operation.

Promptly at daybreak the braying of our .60 mules (a wagon show mule knows when it's close to the lot, and starts crooning for it's oats), and the jangling of trace chains advised the waiters that the show was coming over a steep hill leading to the lot. The auspices was upset over our mode of travel and the magnitude of "The Show That's Different." The committeemen were afraid that the towners wouldn't support a wagon show after seeing railroad-show billing. Manager Upp quieted their fears with, "Our street parade of gold and glitter, open dens and an elephant will square them."

At noon the parade left the lot and swung around the burg's only store to be witnessed by our committee and a few natives. The parade didn't square the boys. They wanted to know where the other 19 elephants were that were advertised on a 24-sheet litho posted (See WON, HORSE & UPP on page 74)

Wallenda Org May Hit Road

CHICAGO, Jan. 19.—Carl Wallenda's midwinter fling with the Great Continental Circus, an endeavor that scored to heavy bucks in Florida, has encouraged the noted high-wire ace to try it on a grander scale.

That's the gist of reports reaching *The Billboard* here, at least.

The Wallenda act is again under Ringling-Barnum contract for the coming season, but with former members of the troupe returning from military service, Carl Wallenda, manager, figures to count enough heads to be able to branch out.

Story is that the Great Continental is already half booked thru next summer and fall under auspices and indoors. Tige Hale is reported to have the band and to have purchased a 30-passenger bus for conversion into a passenger sleeper.

Show recently completed a swing thru Florida, with stands at Ocala, Orlando, Daytona Beach, Key West and Sarasota.

Andres Equipment Damaged By Fire; Off Road in 1946

TULSA, Okla., Jan. 19.—George Andres Circus, badly damaged by a fire in quarters here December 26, will not go out in 1946 but will be rebuilt for 1947. H. P. Harvey, acting legal adjuster, said.

Show's canvas, seats, rigging, all but eight wagons and much personal property belonging to George Andres Jr. and his family was destroyed in the fire which wiped out the quarters barns in North Tulsa, used for the first time in 12 years. Cause of the blaze was not determined.

Show had gone into storage only the day before Christmas. No insurance was carried, Harvey reported. Tulsa firemen saved the home of George Andres Sr. and E. S. Andres.

Ore. Round-Up Directors Decide to Enlarge Stands

BROWNSVILLE, Ore., Jan. 19.—Enlargement of the grandstand to handle an anticipated record crowd at the 30th Annual Callapoolia Round-Up to be held July 3-4 at Crawfordville, Ore., was decided upon at the annual meeting here of the association.

Grandstand will get an addition of 200 feet and the bleachers will be extended a similar distance. Officers and directors elected were Avery Larkin, Monroe, president; Walter Frum, vice-president; Mabel Frum, secretary-treasurer; Harry Sprenger, general manager, and Harold Knuths, Lyle McKinley, Darrell Frum, Sky Huntington, Christenson Brothers, Lester D. Porter and Warren Isim, directors.

Sunbrock Firm Opens Office In Cincy; Plans Florida Tour

CINCINNATI, Jan. 19.—Rodeo, Inc., producer of the Wild West Rodeo and Hollywood Thrill Circus, has opened an office in the Keith Building here to serve as Midwest headquarters for the firm, according to Larry Sunbrock, general manager.

Staff line-up includes John Andrews, general agent; Joe Evans, arena director; Tom Auman, equestrian director; Bud Decker and Crash Davis, in charge of thrill shows; Marion Sunbrock, treasurer, and John Wiethe, local attorney, secretary and legal advisor.

Combined Sunbrock shows will play two towns weekly, opening in Florida in January, Sunbrock reports.

Great Continental Winds Up Winter Swing Thru Florida

SARASOTA, Fla., Jan. 19.—Great Continental Circus, comprised of acts recruited from Ringling circus, has closed a successful winter tour of Florida cities. Performance was produced and directed by Carl Wallenda.

Circus closed at Sarasota after having played Ocala, Lakeland, Daytona Beach, Miami, Fort Myers and Key West. Acts included the Wallendas, the Loyal-Repensky Troupe, W. C. Richards's Elephants, Blue Jacobs, and clowns. William E. Baker handled press.

BEERS-BARNES CIRCUS

**NOW CONTRACTING FOR COMING SEASON
OPEN IN SOUTH CAROLINA IN APRIL**

Agent with car, Billposter, Lithographer, Performers doing two or more acts, Clowns, Side Show People, Cook and others for small circus that will contract for full season—not just until fairs. Address:

591 N. W. 63D ST., MIAMI, FLA.

WANTED

GIRLS for first-class High Act. State age, weight, experience. Send photo if possible.
Reply: **BOX 730, Billboard, 1564 Broadway, New York, N. Y.**

Wanted Bar Performers

Long season. No objection to good amateur.

BOB EUGENE

R. D. #1, North Adams, Mass.

WANT

Family Acts for Big Show. Can use 2 more Clowns, Girls to ride meadow, Wild West People, Side Show Acts, Dancing Girls, Ticket Sellers, Banner Man. All Concessions open. Address:

FISHER BROS.' CIRCUS
Box 104, Jackson, Mich.

WANTED SINGLE LADY LEAPER

For first-class Flying Act. Solid bookings. State experience and ability.

BOX 2673, Tampa, Fla.

OWING TO ILL HEALTH

Must sell and will sacrifice small Motorized Show, complete in every detail from stake to bale ring. Acts enough to produce one-hour Show alone. Include Horses, Ponies, Goats, Dogs. All new rubber cable. Complete Side Show, good Light Plant. Could open on couple days' notice. Hay, grain, tools; nothing to buy, all here. Must have the cash, no dickering. Address:

BOX D-106, c/o Billboard, Cincinnati 1, Ohio.

BANARD BROS.' CIRCUS

Can use Family Act, Clowns, Mechanic, Circus Cook, Billers. Concessions open. Boss Canvasman. Bluejay, write.

BUCK LUCAS, Etna, Ohio

FOR SALE

SINGLE HIGH LADDER RIGGING
Made for one or three people. Made of steel. Complete, ready to put up. Price for quick sale, \$400.00 Cash.

ORVILLE LAROSE

Route 2, Dothan, Ala.

PROMOTER WANTED

To Organize and Supervise Rodeo, to be held during the coming spring or summer. Sponsorship of Junior Chamber of Commerce. Members will assist promoter. Write

JUNIOR CHAMBER OF COMMERCE

Box 282, Bristol, Va.

1945 SELLO BROS. Season Route \$1.00

A 12-Month Souvenir Illustrated Book. Also Sello Bros., 1944, @ \$1.00; Walter L. Main, 1937, @ 50¢; Mills Bros., 1942 and 1943, @ 50¢ each.

ROBERT M. BURNS

BILLBOARD CINCINNATI, O.



NATIONAL SHOWMEN'S ASSOCIATION

GREET'S YOU

You are eligible to Membership in this fastest growing showmen's organization if you are a showman or affiliated with the amusement business. Clubrooms in the center of the amusement world.

Meetings 2nd and 4th Wednesday each month
Palace Theatre Building,
1564 Broadway,
New York 19, N. Y.

Mostly everyone of the Eastern amusement family is a member. Are you?

Write For Information.

Initiation \$10.00
Dues \$10.00 Yearly

UNDER THE MARQUEE

OLDSTERS reminiscing.

PAPE AND CONCHITA have been relaxing in Florida for several weeks. Billy laments the loss of his father, who died recently.

CIRCUS FOLK spotted recently in a Market Street cafe in San Francisco included Charles (Butch) Geggus, Tom Heney and Jack Beldin.

TELEPHONE OPERATORS' walkout didn't include those in boiler rooms.

JIMMIE TROY, who recently closed five weeks at the Swing Club, Rochester, N. Y., doing traps and slack wire, is now at Ritz Club, Utica, N. Y. He was with Banard Bros.' Circus last season.

FELIX MORALES and family, en route from the Frank Wirth date in Cleveland to their home in Halls, Tenn., stopped off in Cincinnati last Wednesday (16) and visited *The Billboard* offices. They played several engagements for Wirth this winter.

TRUCK SHOW trailerites know no housing shortage.

S. W. (BILL) BAILEY, clown cop, has signed up again with Bailey Bros., his second season in a row with that org.

CHARLES T. HUNT, owner-manager of Hunt Bros.' Circus, left recently with Mrs. Hunt on a motor trip to Florida.

W. R. HENRY, 930 North Grant Street, Kittanning, Pa., retired showman, recalling circus memories back to the '90s, writes that he'll gladly correspond with anyone interested in old-time showfolk.

BOYS in quarters are gradually getting over the excitement of having meat and butter.

A COLUMNIST on *The Torrington* (Conn.) Register used a column of space to prove that Ringling Bros.' Circus played Winsted, Conn., about the turn of the century.

CECIL EDDINGTON, clown, is taking a vacation after having completed seven weeks in a Milwaukee department store.

CHARLES ROBINSON is appearing in a series of costume poses at the Chicago Institute of Art. WALTER HOHN is resting at Ralph (Specks) Cautin's Beauty Rest Cabins, Pine Bluff, N. C., after a big season with Bailey Bros.

SEEMS AS THO the good workmen are trying to get out of the circus business—with the other kind trying to get in.

JAMES W. GRIST, general agent for the Bob Dickman Circus last season, is at his home in Washington. He will be business manager and press agent this season for Al Porter's Wonderland Shows, slated to open in Washington early in April.

MANY showfolks passed thru Washington en route to various spots to spend the holidays. Included were Sammy Applebaum, en route to Philadelphia from Miami; Harry Allen, formerly 24-hour man with Ringling-Barnum; Lou Ingels, former circus owner, and Benny Wolfe, 101 Ranch concessionaire.

LATE THOUGHT: Too bad that they knocked off Blaze, famous bulldog. With his billing, he'd made a swell side-show attraction.

JACK MARCUS, for many years a biller, last season with Cole Bros., will

TEN PHONE MEN WANTED

Work all of Pennsylvania. Contact

PETE HENRY

131 Chestnut St. Harrisburg, Penna.

CAN PLACE

Brigade Agent capable of handling men and getting up paper.

Electrician for Diesel plants. Address

CIRCUS

Box D-104, Billboard Cincinnati 1, O.

be with Buck Owens's new org when it moves out of Springfield, Mo., next spring. Jack is wintering at Tampa. . . . L. E. (ROBA) COLLINS, who handled Austin Bros.' Side Show last season, expects to leave his home at Patterson, Mo., for Hot Springs soon. He was (See *Under the Marquee* on page 74)

Circus Historical Notes

WICHITA, Kan., Jan. 19.—Walter W. Tyson, CHS No. 2, would like information on the C. Krebs Wild West of 1893 and also on J. T. Johnson's American Circus and Museum season of 1890. Walter Southgate was general agent. C. H. (Dad) White treasures a Christmas card received from Jake Posey, which was taken in 1906 with the Cody Wild West Show.

Harriette Olzendam, with the Travelers Insurance Company, Hartford, Conn., spent the holidays with her parents, Mr. and Mrs. Ned Olzendam at Manchester, N. H. Bill Green Jr. had a real circus Christmas. He received a copy of *Fun By the Ton*, a subscription to *The Billboard* and renewal of his membership in CFA.

Bill Lerche, one of our members, is building a circus room in the new home he recently purchased in Bellevue, O. Lerche recently decorated Columbus, O., for the home-coming of the 37th Division and Lorain, O., for the celebration for Admiral King.

According to *The Clipper*, the King & Franklin and the Hunting circuses showed in Elizabeth, N. J., and the rival employees enjoyed a great fight. That was back in 1888.—BETTE LEONARD.

"Wickenburg Way" Pulls 5,000 for 3-Day Show

WICKENBURG, Ariz., Jan. 19.—More than 5,000 persons attended at the three-day "Out Wickenburg Way" Rodeo. Best time winners during the show were:

Bulldogging—Pud Adair, 8.5 seconds; Chuck Sheppard, 9; Lewis Lindater, 9.3; Fred Cook, 10.4.

Calf Roping—Chris Watley, 14 seconds; Jim Brister, 15.4; Ashbury Schell, 15.7; Tommy Rhodes, 16.

Bronk Riding—Frank Finley, first; Tom Knight and Gene Pruitt, tied for second and third; Jerry Ambler, fourth.

Team Tying—Charles Shields and Andy Jauregul, first; John Cline and Joe Bassett, second; John Nix and Blondy Allison, third; Ike Walker and C. W. Cox, fourth.

Single Steer Tying—Carl Arnold, 21.5 seconds; Joe Bassett, 21.7, and John Rhodes, 23.1.

Brahma Bull Riding—Claude Utterback, first; Jerry Ambler, second; Ken Lacey and Jim Shoemaker, tied for third and fourth.

Beatty Hold-Up on Air

NEW YORK, Jan. 19.—Hold-up of the Clyde Beatty Circus at Alton, Ill., August 18, last year, will be dramatized on a forthcoming *Gangbusters* broadcast.

FOR SALE! FOR SALE! FOR SALE!

SURPLUS EQUIPMENT USED SEASON 1945 WITH THE

Clyde Beatty Circus

28 Trucks, including factory and custom built trailers and straight jobs. Chevrolets, mostly with 1942 motors.

5 Electric Light Plants, complete; 3 15 k.w. and 2 7 1/2 k.w. Menagerie Tent—60 ft. Round Top with four 30 ft. Middles, 10 ft. Wall. Splendid condition for one or two season's use.

Side Show Tent—50 ft. Round Top, three 20 ft. Middles, 10 ft. Wall. Excellent shape. Side show stages and marquee. 20x30 ft. dressing room, 20x30 ft. cook house. Big show marquee, 30x30 ft., with maskings, poles and stakes. Two candy tops with wall, 14x14 ft.

Air Calliope for big show, complete with blower and motor. 12 Sections Grand Stand, 8 high, and 8 sections 7 high. 25 Sections Blue Seats, 12 high, and miscellaneous Circus Equipment of all description. Can be inspected at Central Park. Immediate delivery; priced to move. Phone 4750 or address:

FLOYD KING Dempsey Hotel, Macon, Ga.

CLYDE BEATTY RAILROAD CIRCUS

CAN PLACE FOR COMING SEASON

Electrician (Floyd Lee, get in touch with me). Can use Circus Blacksmith, Carpenter, Mechanic and good Workingmen for quarters now. Roy Garrett, come on. Useful people in all departments, write; your applications given consideration and answered. This show opens early and will have one of the longest seasons on the road. Address:

IRA M. WATTS, Manager, CLYDE BEATTY CIRCUS, Live Stock Coliseum, El Paso, Texas.

FOR YOUR 1946 INDOOR EVENT—

the attraction that holds the crowds breathless and makes the rafter's ring with applause at the conclusion of each, daring and spectacular performance.

THE ONE AND ONLY



Add this outstanding attraction to your program — thrill-packed performances which will induce audience-packed events!

Get set now for your biggest event in history—indoors or outdoors—by booking the best in entertainment—Selden, The Stratosphere Man.

Write today for complete information, Care **THE BILLBOARD**, Cincinnati 1, Ohio

ACTS WANTED

FOR MY

CIRCUS AND FAIR DATES FOR 1946

CAN ONLY USE FEATURE ACTS

ERNIE YOUNG

155 N. CLARK ST.
CHICAGO, ILL.

TICKET SALESMEN

WANTED

Good talkers, neat dressers. For Disabled Veterans. Deal finishes Feb. 22nd. No phone tap. Call on corporations and business men. 20% on turn-in. Two Ford giveaways and 24 other awards. This is it for a fast one! Like to hear from those that worked with me before.

WILL FOY

24 E. Kinney St. NEWARK 2, N. J.
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HIGH ACT GYMNASTS

Want good cradle bearer who can do handstands and several all around performers. Long 1946 season, April-November. Edward Knipshield, Ray Perez, contact immediately. Salary \$50-\$70. State everything. Write

CRASH DUNIGAN

237 Osgood Avenue New Britain, Conn.

OHIO ASKS GATE TAX REPEAL

State Meeting Urges Action

Legislative committee instructed to use influence—many resolutions adopted

COLUMBUS, O., Jan. 19.—Ohio fairs this week joined in the growing movement by fairs thruout the nation in seeking the removal of the 20 per cent front-gate tax on admissions.

A resolution adopted at the annual convention of the Ohio Fair Managers' Association at the Deshler-Wallick Hotel, January 16-17, instructed the association's legislative committee to use its influence in securing the repeal of the tax.

Harnden Present

Clarence H. Harnden, of Saginaw, Mich., president of the International Association of Fairs and Expositions, who has been active in spurring State associations to join in the campaign, was among those who urged action here.

The resolution was one of 14 resolutions adopted at the convention. These resolutions touched a wide range of subjects and resulted from the many group meetings held during the two-day session.

Three resolutions were introduced regarding the youth at fairs. One of these urged the State Department of Education to give school attendance credit to students who exhibit at fairs. It was mentioned that the youthful exhibitor gets substantial educational value out of exhibiting and that it is only proper that he should be credited with school attendance when exhibiting.

Urge Junior Fair Survey

In another resolution, the Department of Agriculture was urged to make a survey of junior fairs and draft a uniform plan by which these might be operated. It was contended that the actual operation of the junior fairs should rest with the boys and girls and this responsibility would give the junior fair added merit and provide greater stimulation for the youth.

The director of agriculture was requested, in another resolution, to provide engineering specifications on buildings which would be used to house Junior Fair Exhibits and Exhibitors. Not a few of the fairs plan substantial improvements for their junior fairs within the next few years and some contemplate the construction of new buildings.

Women representation on fair boards (See OHIO PLANS ACTION on page 75)

Chillicothe Fair Rated Ohio's Best

COLUMBUS, O., Jan. 19.—Ross County Fair, Chillicothe, held for the first time in four years, was judged the outstanding county fair of 1945 at the annual convention of the Ohio Fair Managers here this week.

The Myers Y. Cooper Trophy, offered for the winner, was accepted in behalf of the winning fair by Howard D. Rice. Individual awards were also made during the convention, with secretaries balloting for the most popular male secretary, woman secretary and concessionaire, oldest secretary and for several other lesser honors.

Ralph C. Haines, of the Montgomery County Fair, was voted the most popular secretary. Mrs. J. Robert Bryson, Xenia, was picked as the most popular woman secretary. For the past seven years she has been secretary of the Greene County Fair, having taken over at the death of her husband in '37. Floyd E. Gooding, of the Gooding Amusement Company, was voted the most popular showman in the State.

1,047 Buy Tickets, Many Turned Away at Ohio Fair Convention

COLUMBUS, O., Jan. 19.—Long regarded as one of the best—if not the best—of all State fair conventions, the 21st annual meeting of the Ohio Fair Managers' Association held here at the Deshler-Wallick Hotel, January 16-17, topped all its predecessors.

A record attendance—1,047 tickets were sold for the banquet, with scores turned away—marked the two-day session, which was "well-balanced," to coin a term, with strong sessions and a smash five-hour banquet-stageshow finale.

It was a productive meeting, not only for fair secretaries but for their department heads—the speed superintendents, the treasurers, the presidents and vice-presidents, the women department superintendents and the supervisors of the youth departments.

Close Contracts

And it was productive, too, for the showmen, as it produced an avalanche of closed contracts, as most of the fairs were eager to close—and most had their entire fair boards represented in the hotel room confabs with attraction peddlers.

That the convention was stamped as successful was reflected in the re-election of all the '45 officers. They are Walter J. Buss, Wooster, president; E. W. Lampson, Jefferson, first vice-president; Lawrence P. Lake, Cincinnati, second vice-

president; Mrs. Don A. Detrick, Bellefontaine, secretary, and B. U. Bell Xenia, treasurer.

What's more, the convention near its close adopted a resolution endorsing the method of presenting the two-day session.

And as for the banquet, it—and its stageshow—has developed over the years as one of the foremost entertainment events in the State.

Strong Stageshow

Former Governor Bricker of Ohio, a likely candidate for the GOP presidential nomination, and Strickland Gillian, humorist, of Washington, were the principal speakers, with President Buss introducing Former Governor Myers Y. Cooper, who served as toastmaster.

Stageshow lived up to expectations. Bob Shaw, of the Gus Sun Agency, introduced acts supplied thru that office. They were Larry and Russell, comedy duo; Emile and Evelyn, teeterboard act, and Edna Mack, accordionist. Bill McCluskey emceed WLW's part of the program, which presented the Harmonaires, 10-man choral group, and Homer and Gethro, musical stylists.

Jack Klein, of the Klein Attractions, introduced the latter's acts, which were Doris Thompson, contortionist; Harry Royal, ventriloquist, and the Walter Duo, skating act.

Mike Barnes Retires After 36 Years Booking Annuals; Levy Takes Over as Prexy

Former Planning Long Rest in St. Petersburg, Fla.

CHICAGO, Jan. 19.—Mike H. Barnes, active in the fair booking and grandstand production business for 36 consecutive years, has sold his interest in the Barnes-Carruthers Theatrical Enterprises, Inc., to Sam J. Levy and Associates.

Barnes, accompanied by Mrs. Barnes, left Thursday for St. Petersburg, Fla., where he plans to take a long rest. In a formal statement mailed to business associates, Barnes explained that "piloting the business of Barnes-Carruthers thru the gruelling war and depression periods has been a severe strain on my health. Altho a prosperous era is ahead of us, I nevertheless, under strict advice of my physicians, find that I must take a long-needed rest."

Levy will serve as president under the new regime, with Fred H. Kressmann, vice-president, and William H. Burke, secretary-treasurer. Associates include Ernest (Rube) Liebman, Gertrude and Randolph Avery, Ainsley Lambert, Dorothy Hild and Billy Senlor. Izzy Cervone will continue as musical director for the org, with Jim Williams in charge of in-

door promotions, and Joe Greer heading the rodeo department. Vera Peters and Bernice Herwitz will comprise the secretarial staff.

Levy is one of the veterans of the fair booking business, having formed a partnership in 1911 with the late Ed Carruthers in the United Fair Booking Association. In 1923 Levy and Carruthers joined with the Barnes Brothers, Mike and Fred, in the organization of the World Amusement Service Association. Since the passing of the latter org, Levy has been associated as a partner in the Barnes-Carruthers combo.

Barnes, shortly before leaving for Florida, told associates he has volunteered to give the organization the benefit of his experience in an advisory capacity, and that he will always have the interests of the fair business at heart.

"I hope that a few months' rest will make it possible for me to visit the circuits next fall. I owe it to my family to retire from active business at this time," he declared.

Illinois Takes Up Fight To Remove Fed Gate Tax

SPRINGFIELD, Ill., Jan. 19.—Illinois Association of Agricultural Fairs, following the lead of the Wisconsin and Minnesota State orgs, concluded its sessions here Wednesday (16) by unanimously adopting a resolution urging abolishment of the federal admission tax at fairs.

Opening blast of a campaign to free fair gate admissions from the 20 per cent tax imposed during the war was

fired two weeks ago by the Wisconsin organization, which adopted a resolution that had been drafted by Clarence H. Harnden, president of the IAFE.

Wisconsin action was followed swiftly by passage of a similar resolution by Minnesota managers at their meeting in St. Paul.

Illinois resolution read: 'Whereas, the agricultural fairs of the nation con-

Sandles Named Ohio Manager

Has task of reviving State Fair, rehabilitating much army-damaged plant

COLUMBUS, O., Jan. 19.—Bryan P. Sandles, named this week as manager of the Ohio State Fair, is no babe-in-the-woods when it comes to fairs and their operations, and, judging by the physical condition of the State Fairgrounds as a result of army usage and by other problems, he will have to call heavily on his experience, knowledge and staying ability to get the exposition back on its feet.

Principal obstacles to full scale revival stem from the army and the damage wrought to the plant during its occupancy. The army is still very much on the fairgrounds and the best obtained from the army has been a promise. If kept, the promise would turn the fairgrounds back to the State in the near future, with the first building scheduled for turnback set for March 1.

Temporary Repairs

Sandles would like to get the entire plant—lock, stock and barrel, as he puts it—by that date, but there is little likelihood of this, according to John M. Hodson, State Commissioner of Agriculture, who this week designated Sandles, the assistant State director of agriculture, to manage the fair and continue in his capacity as assistant director of agriculture.

If the State gets the plant back sufficiently early, it hopes to get the plant whipped into workable shape for its August 24-30 dates. Availability of material and labor will determine just how far rehabilitation can go. One thing is certain—no effort will be made to return it to pre-war condition, because in all probability the State Fair will be relocated on another site within the next few years.

The present site is small, confined to 128 acres, and so situated that parking problems are almost insurmountable and are generally believed as detrimental to the fair's operation.

One suggested site was turned down by the State Legislature, but when that group meets in '47 it is reasonably certain that other suggested sites will be offered.

Track Needs Rebuilding

Fair plant at present gives vague resemblance to its pre-war condition. Staggering damage was done by army. All seats were ripped out of the 8,000 capacity grandstand and out of the Coliseum, and ripping did such damage that it will be impossible to use the seats at the '46 fair.

Present plan is to use planking on (See B. P. SANDLES on page 61)

Mrs. Atwood Named To Head Tennessee Association in 1946

NASHVILLE, Jan. 19.—For the first time in its history a woman was elected to the presidency of the Association of Tennessee Fairs at the group's annual meeting in the Noel Hotel here Tuesday and Wednesday (8-9).

New president is Mrs. Maude H. Atwood, Chattanooga, for many years associated with Chattanooga-Hamilton County Interstate Fair. She is secretary of that event.

Other officers elected are J. B. Waters, Sevierville; G. E. McAdams, Petersburg; A. U. Taylor, Jackson, and Henry W. Beaudoin, Memphis, the last named being re-elected secretary-treasurer. Directors are Rob Roy, W. O. Hake, O. D. Massa, John R. Wade, C. E. Johnson, W. M. Goff, J. W. Shouse, Phil Travis, P. S. Crooks and Pat W. Kerr.

Green Praises County Annuals

Premiums Top Million \$ Tip

Illinois orgs, collectively, in best financial shape in history--reviving casualties

SPRINGFIELD, Ill., Jan. 19.—"The county fair has survived the war; it stands as one of the oldest and finest symbols of community life," Gov. Dwight H. Green said in addressing members attending the 36th annual meeting of the Illinois Association of Agricultural Fairs here Tuesday (15).

Continuing, he said: "The men and women responsible for keeping alive the local fairs of Illinois thruout the war period may be proud of what the record shows. It shows that 62 such fairs were held in this State in 1945 as against 63 in 1944. Collectively, the fairs ended the year in the strongest financial position in their history. They were attended by close to 2,000,000 people, according to conservative estimates, and many individual fairs had larger crowds than ever before.

Premiums Top Million

"Premiums offered to exhibitors also were higher last year than ever, topping the million-dollar mark for the first time. Actual premium offerings were \$1,003,000. Likewise, State aid contributed to these premium funds reached a new high level of \$397,000 as against \$262,000 in 1944."

Governor Green congratulated those fair officials who were able to continue their annuals thru the war years, and pointed out that this year would see the revival of many war casualties. Plans for the 90th Annual State Fair are contingent only upon regaining the fairgrounds from the half dozen or more federal agencies now using it for storage purposes.

Extensive renovation plans have already been drawn up and will be put into effect as soon as possible.

Praise for Farmers

Pointing out the importance of agriculture in winning the war, Governor Green said: "Your own organization has a definite part to play in continuing to promote agricultural progress thru the local fairs, which have done so much to provide both an incentive for improved products and methods, a better understanding of the farmer's problems and a closer relationship between him and the city dweller."

Mayor John W. Kapp Jr. gave the address of welcome.

A floorshow, with talent contributed by the attractions agencies, included the Marbene Sisters, baton twirling; Red, the Walkie Mule; Ned Haverly, vet minstrel; the Burvedells, dancing xylophonists; Collier Sisters and Jack Collier; Harold Boyd and His Jig Saws; Bill King, and Bud and Hallis and the Marbene Sisters in an acrobatic tumbling act. Sunny Bernet was emcee.

At the Wednesday morning session all officers were re-elected. They are Ray A. Dillinger, Decatur, president; Jack Stumpe, Pinckneyville, vice-president, and Clifford C. Hunter, Taylorville, secretary-treasurer.

The directors are Paul Powell, Vienna; Burth Lee, Hartsburg; Dewey Wheeler, Kansas; J. Fred Baker, Princeton; L. E. Tuthill, Anna, and Hilding L. Johnson, Galesburg.

Name Lucey Mgr. Of Orange Festival

WINTER HAVEN, Fla., Jan. 19.—Phil E. Lucey has been appointed general manager on a permanent basis of the Florida Orange Festival. He had been associated for many years with the festival as assistant general manager.

John A. Snively Jr., organization president, said plans have been inaugurated for a long-range program of development.

Four Iowa Execs Named by Gov. To Plan Centenn

DES MOINES, Jan. 19.—E. W. (Deak) Williams, secretary of the Iowa Fair Managers' Association, and three members of the Iowa State Fair board will assist in drafting and executing plans for Iowa's centennial observance this year.

Williams has been named by Gov. Robert D. Blue to the 15-member State centennial committee, and John Mullen, Frank E. Sheldon and Lloyd B. Cunningham, president, vice-president and secretary, respectively, of the State fair board, have been selected as ex-officio members.

Fair men are expected to co-ordinate the participation of fairs of the State in the centennial program.

Appropriation of \$1,000 has been given the committee to handle the planning work.

Saskat'on Exhibition Surplus at New High

SASKATOON, Sask., Jan. 19.—A surplus of \$45,558 for 1945, greatest in the six war years, and a fresh start free of debt were achievements of Saskatoon Exhibition, Ltd., shareholders learned at the annual meeting.

Year's profit was greater than the \$27,235 surplus of 1944 by \$18,323 or 66 per cent, and was more than 100 times as great as the \$444 profit of 1941, lowest war year.

Exhibition had \$35,411 in the bank and \$8,000 in Dominion government bonds October 31.

Mr. Palmer was re-elected president for 1946. Other officers are: Vice-presidents, C. T. Gooding and A. M. Duncan; honorary treasurer, A. D. Munro; honorary manager, Grant MacEwan.

S. C. Fairs Seek State Aid; Initiate Move at Convention

COLUMBIA, S. C., Jan. 19.—South Carolina's Association of Fairs, in its annual convention here at the Wade Hampton Hotel Tuesday (15), made plans to obtain State aid for the State Fair and county expositions and outlined a program for closer co-operation with the 4-H Clubs and other similar youth organizations.

More than 80 delegates, largest number to attend since before the war, participated in the discussions and heard Gov. Ransome J. Williams pledge wholehearted support to the State Fair and all county fairs. Eighteen of the State's 20 fairs as well as 40 amusement firms were represented.

Seeks Supplemental Aid

J. A. Mitchell, association secretary, reported that State aid in the form of supplemental premiums for exhibitors will be sought.

One of the principal speakers at the convention was J. M. Kleazer, extension specialist of Clemson College, whose subject was *How Fairs Can Co-Operate in a Livestock Program*. He urged the association to study the State's 4-H program and provide competent superintendents at expositions who can work with and help boys in livestock exhibitions. He emphasized the importance of publicity and proposed a "livestock day" for every fair.

State Superintendent of Education J. H. Hope gave his reaction to fairs that he had attended in the State and praised the association for its contribution to the education of children. "There is no way to evaluate the things which the school children of this State learn during their day at the fair," he said. "A day off to view the products of the farm and relieves the monotony of school work and

Ill. Ag Head Lauds Annuals

SPRINGFIELD, Ill., Jan. 19.—"The 62 county fairs held during the past year gave the State one of the finest examples of home-front morale building," Arnold P. Benson, director of agriculture, told the Illinois Association of Agricultural Fairs meeting in the St. Nicholas Hotel here Tuesday (15).

"No one realizes better than officials of the State government how difficult it was for these fairs to hold their annual exhibitions with all the handicaps that were present during this last of the war years," he added.

"County fairs have 'held the line' and now stand on the eve of an even greater opportunity for public service in Illinois. The State this year will conduct its own fair, but certainly it will not relinquish its interest in the success of the county fairs and the department of agriculture stands ready to co-operate and assist in every way possible to see that 1946 is the greatest year for Illinois county fairs."

William V. (Jake) Ward, manager of the State Fair, gave a comprehensive resume of the annual IAFE meeting.

Following the regular session, an open forum was held with Wilbur Layman as chairman. Among topics discussed were concessions, exhibit space for government and State exhibits and livestock classification.

Advantages of liability insurance for fairs, which annually run the risk of accidents to thousands of patrons, was pointed out.

Location of exhibits and concessions in relation to one another, so as to give each a necessary "break," was advocated.

Most officials agreed that it would be well to seek appearance bonds from contracted carnivals.

Attendance at the forum was large and enthusiastic, with many operators having a voice in the proceedings.

Everybody Pays

DES MOINES, Jan. 19.—There will be no free passes to 1946 Iowa State Centennial Fair—or any of the succeeding State fairs. President John P. Mullen, of the State Fair Board has disclosed that the board has definitely decided to eliminate all passes, including press ducats. He said the complimentary ticket situation had got out of control at pre-war State fairs here.

Huskisson Tampa Sec.

TAMPA, Jan. 19.—Appointment of J. C. Huskisson as executive secretary of Florida Fair and Gasparilla Association was announced here Wednesday (16) by P. T. Strieder, manager. Post has been vacant since the death of Albert Thornton several years ago.

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ARE CONSISTENTLY RECORD BREAKERS
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Now appearing Coast to Coast at Parks, Clubs, Theatres, etc. National Barn Dance—Saturday Nights Red Network.

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ACTS WANTING ROUTES FOR 1946 FAIRS
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WILLIAMS & LEE WANT
 High-class ACTS for our 1946 Fairs. Thrill Acts, High Acts, Comedy Acts, Singles, Doubles, Troupes doing two or more first-class Acts. Long season to those that are priced right. Photos—terms. 464 Holly Ave., St. Paul 2, Minn.

CHORUS PRODUCER WANTED AT ONCE
 Must have modern routines and ideas. Write or wire
PALACE THEATER
 Buffalo 3, N. Y.

Coast School To Draw 80 Per Cent

Survey Points To Big Turnout

"Students" will study all phases of operations during College of Fairs term

SAN LUIS OBISPO, Calif., Jan. 19.—At least 80 per cent of the membership of Western Fairs' Association is expected to attend the first College of Fairs to be held here February 11-14. A poll of those planning to attend was taken at the 23d annual convention of the WFA held last week in Santa Cruz.

Special rates for space in the dormitory at California Polytechnic College here are being offered fair men. Those wanting to bring their wives will make reservations at hotels.

Louis Merrill, WFA general manager, said that a flat charge of \$10 will be made for registration for the courses, which will run, on some days, from 8 in the morning until 10 at night. Courses will be offered in the various classrooms, with the fair secretaries, managers, and directors attending going from one room to the other. Merrill urged those attending to bring notebooks and pencils.

School Opens February 11

The preliminary schedule for the courses as announced by WFA follows:

Monday, February 11—10 a.m. to 1 p.m., registration-housing. 2 to 3 p.m., purpose of school, one speaker; purpose of fair, three speakers. 3 to 4 p.m., associations that make the fair, Farm Bureau, Grange, Farmers' Union, Chamber of Commerce, California Newspaper Publishers' Association, League of Municipalities, six speakers. 4 to 5 p.m., accounting practices, budgets, audits, preparation, control, two speakers. 7:30 to 9:30 p.m., first annual meeting of the California Horse Racing Board at College of Fairs; racing dates; minimum purses; conditions of racing; cost of racing; advice from board, resolutions, business meeting.

Tuesday, February 12—8 to 9 a.m., auto parking, tickets, space, insurance, two speakers. 8 to 9 a.m., salaries, managers, judges, workers, three speakers. 9 to 11 a.m., department of fairs and expositions, complete fair premium book publication to alter the fair headaches, two speakers. 1 to 2 p.m., carnivals, location, percentage, two speakers. 1 to 2 p.m., contests: hay loading, milking, horse pulling, others, four speakers. 2 to 3 p.m., acts and entertainment: free, paid, needs, contracts, agencies, sequence booking, three speakers. 2 to 3 p.m., concessions: control, flat, percentage, cleanliness, pitchmen, eat and drink, bars and location, two speakers. 3 to 4 p.m., judges: requirements, practices, selection value, four speakers. 4 to 5 p.m., taxes: exemptions, filing, those that must be paid, one speaker. 4 to 5 p.m., responsibilities of fair directors, district and county fairs, one speaker. 7:30 to 9:30 p.m., barbecue (no speakers).

Schedule Is Packed

Wednesday, February 13—8 to 9 a.m., advertising and public relations, three speakers. 9 to 10 a.m., division of architecture, fairground planning, two speakers. 10 to 11 a.m., horse shows (many speakers). 11 to 12 noon, horse shows. 12 to 1 p.m., stunts, ticket contest, parades, three speakers. 1 to 2 p.m., exhibits, features, agricultural displays, four speakers. 2 to 3 p.m., commercial space displays: selling, control, cost, two speakers. 3 to 4 p.m., gates: passes, admissions, three speakers. 4 to 5 p.m., open for discussion. 7:30 to 9:30 p.m., exhibitors: control, rules, passes, livestock, horse show, commercial, others, five speakers.

Thursday, February 14—Review of all courses to be presented. Vote upon the recommendation for adoption by fairs to be printed in premium books. Address: Secretary-Manager, International Fair Association.

Suggestions may be made for particular courses or questions presented for answer at college at meeting February 10, 11 and 12. Classes will last 50 min-

Critics Win Scrap To Split Mutuels; Races at Lincoln?

LINCOLN, Neb., Jan. 19.—Pari-mutuel horse racing appears to have lost out to critics who demanded that it be divorced from the Nebraska State Fair.

State fair board is reported to have decided in favor of such action, loudly demanded last fall when a three-week running race meet at the Lincoln track culminated during State fair week.

Application for a race meet at the State fair plant from July 9 to August 3, immediately following the Ak-Sar-Ben meet at Omaha, has been filed with the State Racing Commission. In former years the last week of the meet here coincided with State fair week, which is September 1-6 this year.

Harness racing without pari-mutuel betting may be scheduled for fair week to replace running races.

Largo Opens Fla. Circuit January 22

LARGO, Fla., Jan. 19.—Florida's winter fair circuit will swing into action here January 22-26 with the first Pinellas County Fair to be held locally since 1941.

Flavored with military displays and color, event will open under direction of County Agent J. H. Logan, secretary-manager, with a timely victory theme, but loaded with the usual pre-war departments and features.

On the midway, Royal American Shows will return with shows and rides and afternoon and night free acts will be presented.

Tuesday (22) opening has been designated Children's Day, followed by Farmers and Fruit Growers' Day Wednesday (23) and St. Petersburg and Tourists' Day Thursday (24). A prize will be awarded the governor of the State best represented Thursday. 4-H clubs and FFA will be headlined Friday (25) and the closing day, Saturday (26), has been designated Boy Scouts and Band Day. High school bands from Clearwater, St. Petersburg, Tarpon Springs and Largo will participate.

Citrus products will come in for a heavy share of the premiums offered, with special emphasis on community and group exhibits. Liberal awards are offered in other classes, including livestock.

Sam Lewis Again At Helm of York

YORK, Pa., Jan. 19.—Samuel S. Lewis was returned as president and general manager of York Interstate Fair for the 17th consecutive year at the annual meeting of York County Agricultural Society Life Members here Tuesday (15). Dates were set for September 10-14.

Four members of the board of managers whose terms expired in 1945 were re-elected and 12 vacancies in the life membership, due to deaths, were filled. Managers re-elected are Calvin Stauffer, C. Halbert Baylor, D. Phillip Young and Harry P. Peeling.

Besides Lewis, in his 34th year on the board of managers, other officers elected include Stauffer, vice-president; John H. Rutter, secretary; Baylor, treasurer, and Clara Trageser, assistant secretary.

Department heads chosen include Peeling, race secretary; William O. Thompson, concessions and machinery; Fred H. Hartenstein, livestock; Stauffer, tickets; Stuart B. LeFean, employment; Horace B. Faber, gates; Harry D. Immel, publicity; Young, police; Lewis, horticulture, and I. D. Weiser, grandstand and bleachers.

Classes will start and end as scheduled. Extra hours in evening for discussions not completed. No entertainment planned.

Regina Ex. Net Hits 37G High

REGINA, Sask., Jan. 19.—Regina's Agricultural and Industrial Exhibition Association, Ltd., wound up its year with a net operating surplus of \$27,781.

A net revenue of \$37,000 was reported on the operation of the summer fair.

Addressing the 39th annual meeting, Hugh McGillivray, retiring president, said: "We are now possibly in the best financial position in the history of the association."

He drew attention to the fact that Regina had canceled \$120,000 covering payments made by the city under an old bank loan guarantee.

Improvements planned for the 1946 exhibition include the moving of the attractions platform closer to the grandstand and the use of a portable section to be placed on the race track for night performances; extension of wickets for the sale of pari-mutuel tickets, and oiling of the grandstand enclosure to combat the dust nuisance.

A livestock sale ring will be built at a cost of \$4,000 for use during the fall, winter and spring shows.

Fall show of sheep and swine drew 425 entries and \$1,910 in prize money was paid. Spring show of horses, cattle and swine attracted 879 entries, a slight decrease from 1944, and prize money totaled \$4,005. Horse show receipts were \$3,882, compared with \$4,231 in 1944.

Entries at the summer fair were down in the horse, swine, school and Indian departments, but all other departments, especially women's and horticultural, showed increases.

Midway receipts were up more than \$2,200. Conklin's Frolicland was on the lot.

Association officers are D. A. R. McCannel, president, succeeding Hugh McGillivray; Walter McInnis and L. A. Doan, vice-presidents; James Grassick, manager, and Miss A. E. Hall, treasurer.

Neb. State Is Set For Cafe, Exhibit Building & Stage

LINCOLN, Neb., Jan. 19.—Contracts for a new concrete and brick building, which will house commercial exhibits and a cafe, and for a permanent stage for the amphitheater have been awarded by Nebraska State Fair.

A bid of \$59,850 was accepted for construction of the 64 by 200-foot Cafe-Exhibit Building. Contract for stage, which calls for dressing rooms, was for \$13,893.

Bids will be received on a building to house historical exhibits of the University of Nebraska and the game commission's wild-life exhibit.

Edwin Schultz, fair board president, has announced that that body's annual organization meeting will be held in connection with the annual meetings of the State board of agriculture and the county fair managers, January 22-23.

New Life for Lapeer

IMLAY CITY, Mich., Jan. 19.—Lapeer County Fair here will be revived this year after being suspended for the past three years. Fair will be held September 9-13, and prizes totaling \$1,500 for races have been appropriated. Two thousand dollars will be spent for free acts. Grounds and buildings have been used for a labor camp the past three years.

Harold Sears Renamed

NANTON, ALBERTA, Jan. 19.—Harold Sears was re-elected president of the National Agricultural Society here. Other officers are William Kitchen, vice-president, and W. C. Cooper, secretary-treasurer. It was decided to hold a two-day stampede and the proposal to build a new grandstand to seat 2,000 persons was okayed. The treasurer's report showed a balance of \$1,500, plus \$500 in War Bonds.

Why, of Course!

CHICAGO, Jan. 19.—President Truman intends to return to Caruthersville, Mo., next October for his 13th annual visit to the American Legion Fair, according to a statement appearing in the January 14 issue of *Newsweek*.

Prediction adds strength to a rumor that the president promised fair officials another visit in 1946 during his trip to Caruthersville last fall.

Magazine did not mention the source of its information.

Plans Rolling At Sacramento

SACRAMENTO, Jan. 19.—Plans for the first California State Fair since Pearl Harbor are well advanced under leadership of F. M. Sandusky, new secretary-manager. The fair is August 29-September 9 for a run of 11 nights and 10 days.

The army, which used the plant as a supply depot thru four war years, has moved out and work has started on preparing the grounds for 1946.

State Legislature has been asked to appropriate \$2,210,000 for new buildings, but construction cannot be completed in time for this year's fair. A number of large tents will house some attractions, including the horse show.

Installation of a lagoon in the middle of the infield, facing the grandstand, is a major improvement which has been completed under the direction of Phil Van Duesen, fair technician. Lagoon will be lighted by colored floodlights.

Thirty-five of the State's 58 counties have reserved space for exhibits, acceptances already exceeding the number exhibiting at the 1941 fair by nine.

Publicity contract has been let to Ralph Clark and Sam Leedom, Sacramento newspapermen.

Calif. Law Snags '47 Meeting Site

SANTA CRUZ, Calif., Jan. 19.—The 1947 convention of the Western Fairs' Association will not be announced until the College of Fairs is held at California Polytechnic College, San Luis Obispo, next month. Then it will be a choice of either Portland, Ore.; San Diego, Calif., or Santa Cruz.

A. H. Lea, Multnomah County Fair, Gresham, Ore., again put in a bid for Portland and it was voted as the convention city, but there was a catch—the State of California will not pay a fair secretary-manager's expenses out of legal boundaries.

When this point was brought up on the convention floor, Eric McLachan, State Department of Finance, advised that it would take an okay from the governor to get expenses okayed. Lea declared that he would see that Oregon's governor wrote the California governor for permission if this city was given the meeting.

Name George Kurts Mississippi Manager

JACKSON, Miss., Jan. 19.—George T. Kurts has been appointed manager of the Mississippi State Fair, succeeding James H. Martin. R. S. Withers, city commissioner and chairman of the fair board, announces tentative dates are October 7-12.

Kurts also will serve as manager of the Municipal Auditorium and director of the city's recreational department.

Increased activity in the city building and permit departments now require Martin's full time. He was credited with highly successful administration of the fair.

Race Take Hits 195G

FRYEBURG, Me., Jan. 19.—Recently issued Maine State Racing Report reveals the take at the four-day meet at Fryeburg Fair totaled \$195,736. It was divided as follows: Fryeburg Fair Association, \$12,722.84; State Commission, \$6,850.76, and pari-mutuel patrons, \$174,312.50; \$327.80 was unclaimed.

Study Outlook At Mich Meet

DETROIT, Jan. 19.—Round-table discussions of the 1946 outlook will be coupled with formal addresses on that subject when Michigan fair managers gather at Fort Shelby Hotel here for the 61st annual convention of the Michigan Association of Fairs January 20-22.

A gala party in honor of the fair men will usher in the first peacetime convention since 1941 Sunday night (20) when Michigan Showmen's Association opens its new home for a buffet lunch, floor-show and dance.

Meeting will open January 21, with roll call and the annual message by President L. R. Schrader, Centerville. Blair Woodman, Hillsdale county agent, will discuss *Contribution of 4-H Club Exhibits to County Fairs* at this session, and Harry Kahn, secretary, Auglaize County Fair, Wapakoneta, O., will cover the topic, *How Much Did You Make?* Ensuing discussion will be directed by President Schrader.

Members of the Michigan Standard Bred Horse Association, meeting in conjunction with the fair men, will hold their annual conclave Monday night. Listed as speakers are Charles Figy, director of the State Department of Agriculture; William J. Dowling, State racing commissioner, and Robert Terry, editor of *The Horseman*.

A special Monday night feature will be the *Quiz of Two Cities* broadcast, with contestants for this network show consisting of Michigan and Ohio fair managers.

B. Ward Beam, auto thrill show promoter, will speak on the topic, *Publicity and Advertising* at the Tuesday afternoon meeting. An informal discussion of the subject *How Can We Make the Michigan State Fair the Best State Fair in the Nation?* is also scheduled.

At the annual banquet Tuesday night Lieut.-Gov. Vernon J. Brown; T. Luther Purdom, University of Michigan, and Clarence H. Harnden, president, International Association of Fairs and Expositions, will be the principal speakers.

B. P. Sandles Heads Ohio Mgrs. Group

(Continued from page 58)
top of the concrete instead of the seats. This would get by, it is believed, until a new fair plant can be built. The race track must be entirely rebuilt, the army having terraced it in step-fashion to provide parking space for cars. Sandles this week had leading horsemen out to inspect track and it was consensus of opinion that the track could be rebuilt and reconditioned enough for the '46 fair this year.

Another problem will be to return livestock buildings to usable shape. Army tore out steel stanchions by using tractors bull-doze fashion. Result is that stanchions are not fit for use and timber will have to be used instead.

Grounds have been mutilated, practically all of the greensward having been covered with cinders, 10 inches deep in many places.

Money Available

Lone building to survive virtually unscathed was Junior Fair Building. Sandles maintained fight during the army occupancy that every possible step be taken by army to protect this building. Result of hounding on his part is that structure's interior is in good shape.

Sandles has served as junior fair manager and supervisor of county fair for the agricultural department since 1929. When the army took over the plant, there was no Junior Fair to manage, but he continued as supervisor of county fairs and for the past year served as assistant director of agriculture.

Hodson himself is no newcomer to the fair field. For 17 years he had been president of the Wilson County Fair, Montpelier.

One problem that doesn't beset Sandles is money to operate on in reviving the fair. Anticipating the need for rehabilitating the grounds and buildings when they were turned back by the army, the State Legislature appropriated \$500,000 for the plant rehabilitation and expansion. It also appropriated the customary \$240,000 operational budget. Another \$350,000 was appropriated for a new youth building, but this will probably go untouched until a new site is set for the fair.

Other Fingers Reach for Cut Of P-M Pie, Calif. Secs Hear

SANTA CRUZ, Calif., Jan. 19.—That attempts may be made to direct the \$5,000,000 per year from pari-mutuel betting and earmarked for agricultural progress into other channels was hinted at the 23d convention of the Western Fairs' Association here. First hint came at an informal get-together when Eric McLachan, of the Division of Audits, State Department of Finance, told of a point system for judging in which fairs would receive State support. Jacob Leonard, assemblyman and chairman of the Interim Legislative Committee on Fairs, did not hint about other fingers in the pie. He told the convention that the "picture is not so rosy."

Leonard declared that fairs were entering a new era in California and that managers had a great responsibility. Interim committee has been asked to investigate fairs and make recommendations.

Fairs Must Deliver

"The best possible fair will have to be given or there will be no protection," he said. "I believe that fairs should have an over-all program for building and long-range use for the community. Build the kind of plant that will be used the year around for picnics and recreational facilities. Plan sanitary facilities first and landscape the grounds. If these things are done, I believe the fairs can throw off any serious threat."

McLachan's informal talk brought fair men to thinking of a threat to their funds. Altho the point system will not remove any threat to divert funds, it will make payments to fairs on the basis of size and degree of success. As the matter stands, fairs are automatically cut in for a portion of the money, with the exception of fixed-fee fairs.

Base Points on Exhibits

The State is thinking along lines of allowing points for exhibits. There are many things to be improved in the system, the auditor advised. Poultry and rabbits will count 1 point; sheep, swine and other penned animals, 10; cattle, 15; agricultural, horticultural and floricultural exhibits, 3; horses, 30; home economics, 3, and booth exhibits of 100 square feet, 45.

Questions were raised on commercial equipment exhibits. McLachan declared that these were not "yet in," as were several other things. He explained that the State is only studying the system in the hope of arriving at an equitable way of apportioning the money. Point placing on herds also came in for discussion, with the auditor taking the stand that smaller fairs have more single exhibits than herds. However, this point remains to be handled.

Ernest R. Geddes, assemblyman, Los Angeles, offered his co-operation to secretary-managers.

Dwight H. Stephenson, assemblyman, Sacramento County, said that he had attended nearly all fairs in the northern part of the State this past year. "I was

Nags To Get 126G at Ill. State

SPRINGFIELD, Ill., Jan. 19.—William V. (Jake) Ward, manager of Illinois State Fair, announced here Tuesday (15) that his annual would post \$126,000 for stakes and overnight events during five days of harness racing.

ILL. FIGHTS GATE TAX

(Continued from page 58)

tribute much in the elevation of the national morale and are a tremendous influence in bettering the educational standards of their respective communities, as well as the country at large, and whereas, the federal admission tax results in a financial burden to these fairs, be it resolved that the Illinois Association of Agricultural Fairs strongly urges that such admission tax at the outside gates be abolished."

An increased number of county fairs was predicted by William V. (Jake) Ward, general manager of the State fair and supervisor of the State agricultural premium fund.

"It is now indicated that 75, possibly more, of these events will be held next year, as there will be a great revival of interest in county fairs during the immediate post-war years," Ward said. "Sixty-two fairs were held last year," he said, "and all are practically free of debt."

disappointed in them—until I considered the conditions under which they were staged," he added.

Jesse H. Chambers, WFA vice-president, said that his reaction to Leonard's talk was that he would go home with the determination to "eclipse anything we've done before, see that all departments are properly conducted and put on a fair that can be pointed out as an outstanding event."

E. G. Vollmann, WFA president, offered to name a committee to assist the interim committee in its work.

Harness Race Boom Seen For Maritime Provinces

ST. JOHN, N. B., Jan. 19.—Harness racing in the maritime provinces is on the way to regaining some of its pre-war eminence, with proposed revivals at the Pictou, N. S., and Fredericton, N. B., fairs and inaugural of a new track at New Glasgow, N. S.

Construction at Pictou will include 36 stables, a new fence, bleachers and repairs to the track. New Glasgow track, owned by David Neima, will offer a top purse of \$2,000.

New stables, track improvements and additional bleachers will be added at the Moosepath Track, Coldbrook, N. B.

Racing at the St. John (N. B.) Fair hinges on the possibility of the plant being moved to a suburban site, with space to include a track.

S. C. SEEKS STATE AID

(Continued from page 59)

Johnny J. Jones Shows; Jake Shapiro, Triangle Shows; Frank Bergen, World of Mirth Shows; Ben Herman, Samuel Lawrence Shows; Frank Harrison, Harrison Greater Shows, and John Marks, John Marks Shows.

Also Paul Botwin, Joe Stebler, John Borden, Art Sorensen, Ralph Decker, Curtis L. Bockus, Ben Holliday, A. T. Vital, George Smith, Sam Levy, W. Moore Johnson, C. J. Belton, D. L. Baysinger, R. C. Parish, Bill Cox, C. M. Powell and Fred Hedrick.

JULIUS CAHN, "the Duke of Luxemburg, Wis.," writes from Tampa that "Pa Streider has a big job ahead to get ready for the Florida State Fair opening February 5, but he'll make it all right."

Minn. Will Build 528G Ag-Hort. Hall

ST. PAUL, Jan. 19.—Minnesota State Fair will go ahead with construction of a new agricultural-horticultural building, hoping it will be ready in time for the 1946 State Fair, but fairgoers are expected to pay some of the cost of the new structure.

Cost of the building will run beyond the amount appropriated by the Legislature and private funds of the fair organization, but Secretary Raymond A. Lee hopes the '46 exposition will be "such a money maker" that the fair will be able to make up the deficit.

This was the picture here Tuesday (15) when the State Fair board approved base bid contracts which had been received by the State purchasing department.

General construction bid was let to Lowering Construction Company, St. Paul, for \$444,444. If the specification for seats in the lecture hall of the building is cut out, a \$2,700 saving will be effected.

Reuben L. Anderson Company, St. Paul, was awarded the plumbing, heating and ventilation contract for \$21,830, while the electrical contract was held up pending a re-audit.

Total estimated cost of \$528,943 is about \$53,000 more than the \$400,000 State appropriation and \$75,000 in accumulated funds of the fair board.

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IT SHOULD BE A PICNIC YEAR

Comeback for Outings Seen

Ops plan revival—aim to lure big orgs for special holidays—plan for '46

CHICAGO, Jan. 19.—Remember way back (well, at least to the late '30's) when earnings from picnics totaled up to a respectable slice of your season's gross? Those were the days when management and labor relationships were cemented by an annual outing at the nearest amusement park, with the front office contributing strips of tickets to employees and members of their families. Everyone ate his fill of food and sweets, and the younger and more daring insured digestion by patronizing all of the rides. When it was all over, the employees swore they worked for the best company in the world and, it is safe to assume, went back to their jobs in a happy state of mind. At the same time the bosses felt at peace with the world in the manner of benevolent philanthropists; the funspot's maintenance crew put the picnic benches back where they belonged and cleaned up the debris, and the park management counted its profits.

Picnics a Lost Art?

Smart operators are already planning a revival. Thru the war years, with picnic income negligible, many operators allowed picnic facilities to run down, and promotion in this respect, generally speaking, became a lost art. Now for the first time since the war everything needed in the successful promotion of the picnic trade is available. Chartered busses are available in the needed quantity; industrial, retail and fraternal groups are flush with surplus money, and a day off with a good time financed by management would go a long way toward improving employer-employee relationships.

Reports reaching *The Billboard* indicate that alert managers everywhere are getting ready to cater in 1946 to their former picnic customers and a host of new ones as well. Some are preparing elaborate promotion pieces to shoot to personnel heads of big industrial firms and others who will be in a position to steer mass picnic groups to the nation's parks and beaches.

It Takes Selling

One Eastern operator, whose fun center is located away from the metropolitan zone, pointed out that he had a working radius of up to 50 miles which incorporated a number of cities and towns, and that organizations seeking a combination of picnic facilities, water sports, riding devices, dancing and refreshments could only find them grouped together in either an amusement park or at a beach. Making these advantages known to personnel directors and others involves a selling job, but the financial advantages to be gained are more than worth the initial effort. Proper handling (See *Picnics a Good Park Deal*, page 75)

Hunt Rebuilds Boardwalk Block Destroyed by Fire

WILDWOOD, N. J., Jan. 19.—Rebuilding of the Boardwalk Block, destroyed by fire last summer, has been completed under the direction of William C. Hunt, head of Hunt's Amusement Enterprises, who will rename the center the Hunt Block.

New construction includes a theater, a dozen stores and numerous concession locations.

Hunt's post-war plans call also for modernization of his other holdings here. Staff of architects is at work on blueprints.

Mt. Hood Org Bids for Business

PORTLAND, Ore., Jan. 19.—Program to attract outside interests to the Mount Hood resort has been announced by John W. Cunningham, chairman of the planning committee of Oregon's Mount Hood, Inc., which has proposed formation of a corporation to build and operate commercial facilities.

"An amusement center, including ice arena for winter and summer, hockey arena, convention hall, restaurants, bowling alleys and billiard rooms will be necessary to attract tourists," said Cunningham.

"Our organization wants to develop the Mount Hood area on a year-around basis. Skiing and winter sports will not fill the bill. We need indoor swimming pools, ballrooms and other recreational facilities for tourists who are not interested in winter sports but who would visit the area if other activities were available."

Mapping project is under way to show government and private lands with present commercial and private developments, with recommendations for suitable locations for commercial facilities.

Headquarters for Oregon's Mount Hood, Inc., are in the Lewis Building here. James I. Himes is executive secretary.

Ore. Caves to Resume Full-Scale Operations

GRANTS PASS, Ore., Jan. 19.—Oregon Caves resort will be in full operation in May for the first time since 1941, it was announced at the annual meeting, when officers who have served since 1923 were re-elected.

They are Frank Mashburn, president; Sam H. Baker, vice-president, and A. E. Voorhies, secretary-treasurer. Directors are L. M. Mitchell, Nell Allen, James Christiansen, Charles Cooley and Richard Sabin.

Altho the lodge has been closed since 1941, guide service has been maintained. During the past season 17,552 persons were conducted thru the caverns.

Fla. Beaches May Consolidate

JACKSONVILLE, Fla., Jan. 19.—A proposal to consolidate the beach municipalities of Atlantic, Neptune and Jacksonville Beach will be studied by a committee here. Plans also are being made at present to have bus transportation to the beach from Green Cove Springs, huge naval base.

Fire Destroys Dance Hall At Puritas Springs Park; Estimate Loss at Over 200G

Much Equipment Stored in Basement, Mrs. Visoky Says

CLEVELAND, Jan. 19.—Fire, which broke out at 7 p.m. here Wednesday (16), destroyed the dance hall and much equipment at Puritas Springs Amusement Park. Loss is estimated at more than \$200,000 by Mrs. Pearl Visoky, owner. The funspot is located at 19500 Puritas Road.

The Cleveland Fire Department arson squad is investigating. Mrs. Visoky, who, with her son, James, lives on the grounds, said she and her son saw the flames from their house and both rushed over after turning in the alarm. Four companies of the Cleveland Fire Department battled unsuccessfully against the flames which had gained a big headway by the time the department arrived.

"Most of our rides were stored in the basement of the building," Mrs. Visoky

Venice Pier, Calif. Spot, Will Be Razed

City Solons Nix New Lease

LOS ANGELES, Jan. 19.—Colorful Venice Pier, a historic landmark in Southern California's beachfront picture, will be torn down within the next two months by orders of the city recreation commission to make way for a new master plan program of beach widening, highway and parking area construction and installation of new beachfront recreation facilities.

Abbott Kinney Company, which has operated the pier since 1921, was refused a new lease by the commission after city engineers maintained the structure was in dilapidated condition.

Another group blocking a new lease were supporters of the master plan for beach development. A. C. LeBrun Company had offered rental of \$500 to \$3,500 a month over a period of 49 years, but its bid also was turned down.

Kinney company leased the property from the city of Venice in 1921 at \$1,000 per year for 25 years and in 1925, when the beach city was incorporated with Los Angeles, it did business with the city.

Famed for its Roller Coaster, Funhouse, Ship Cafe and rendezvous of silent film stars, the pier will be darkened March 13.

Founders of A. C. Boardwalk To Be Honored With Plaque

ATLANTIC CITY, Jan. 19.—City will honor the men who conceived the famous Boardwalk and put their idea into operation in a program February 23. American Legion will unveil a bronze plaque in Brighton Park in tribute to the Boardwalk founders.

Inscribed on the plaque will be the names of Alexander Boardman and Jacob Keim, who originated the idea and started it to work, seven men who signed a petition calling for its construction, and G. W. N. Custer, railway executive, who "loaned" Boardman to the project. Plaque sets June 26, 1870, as date of founding.

Observance will be marked by a double parade which will start from uptown and downtown simultaneously, converging at the park.

A.R.E.A. News

By R. S. Uzzell

This unseasonable weather is giving the outdoor amusement fraternity considerable concern. Many fear the summer-like weather in January may mean winter weather in June and even July. In the memorable cold summer of 1926, Salisbury Beach, Mass., had the same temperature July 4 as it had on the previous Christmas Day.

Belmont Park, Montreal, has decided to open for a prevue May 11-12 and open for the season May 18. This is welcome news to concessionaires who can't paint to advantage in cold weather. The cashiers gladly chime in because ticket booths have no heaters.

If building operators can get the desired material fast enough to carry on continuously large pay rolls, it will help avoid a slump. Because of the taking off of the excess profit tax in Canada and the United States, we can make as much net as we did last year with greatly augmented gross earnings.

Everyone in the industry was sorry to hear of the death of Harry F. Covode, manager of Walbridge Park, Toledo. He attended the Chicago meeting and we talked with him several times.

England's Blackpool Eyes Record Run; Subsidiaries' Big Payoff

LONDON, Jan. 19.—Blackpool, England's top beach resort, was one of the few British summer resorts to carry on thruout the war and, due to its sheltered location, suffered a minimum of damage. Amusement and hotel operators at the resort were able not only to operate but to come thru with satisfactory profits and are planning extensive peacetime expansion.

Blackpool Tower Company, operating the big indoor circus, announces that next season the Tower will open on Easter for a run of seven months, longest on record. Annual report of the firm for year ended October 31, 1945, shows net profit of \$361,808.88 against a net of \$321,198.10 the preceding year.

Winter Gardens & Pavilion Company, a subsidiary of the Tower firm, also reports for the year ended October 31 a net profit of \$220,032.58 compared with \$207,378.82 in 1944.

Blackpool Pier Company, operating pier attractions at the resort, announces a net profit for 1945 of \$23,596.68.

Blackpool Tower group is distributing a dividend of 15 per cent plus a 10 per cent bonus—a 2½ per cent increase over handout of 1944. Blackpool Pier is handing out dividends of 17½ per cent.

Feature Writer Recounts Deaths of Bruffy, Peters

CHICAGO, Jan. 19.—Last hangings of two professional stunt men, Elmer (Daredevil) Bruffy and Aloysius (The Great) Peters, are recounted in a feature article written by Warren Hall for the January 13 issue of *The American Weekly*.

Embellished with art, the story deals with the deaths of Bruffy at Jasper, Ala., last fall and of Peters at the St. Louis Firemen's Circus in 1943.

Hall neglects to mention the Great Gregoresko, first to introduce the self-hanging act in this country, who is the only one of the trio still billed as "The Man Who Hangs Himself and Lives To Tell the Tale."

VFW Confab for Wildwood

WILDWOOD, Jan. 19.—New Jersey officials of the Veterans of Foreign Wars will confer with local authorities this week to discuss the 1946 convention which will be held here June 27-30. Joseph Smith, department commander; Benjamin Thomas, quartermaster, and Metz Cohn, State convention chairman, will attend the conference.

JANTZEN PAINTS IT IN BLACK

1945 Biz Pays Off Mortgage

Huedepohl reports 70G building, repair program under way—sees big year

PORTLAND, Ore., Jan. 19.—For the first time in the history of Jantzen Beach Park, the earned surplus account showed in black ink and hopes are that it will be even better when it comes to talking in the past tense about 1946.

And that's not all. The park paid off its mortgage in 1945!

That is the word from Paul H. Huedepohl, managing director, who doesn't have to be urged when it comes to talking about parks, particularly Jantzen Beach Park.

"Our 1944 and 1945 business was gratifying," Huedepohl said, "with operating income, based on a 12-month season, down very slightly from 1943-'44. In fact, all income classification reflected a slight decrease. For instance, our gate was down 10 per cent, our own devices (See JANTZEN PAYS OFF on page 75)

While Strolling Thru the Park

BERT NEVINS, drum beater for Palisades (N. J.) Amusement Park, is headed for Florida.

JOE COLLINS, Dubuque, Ia., glass blower, is reported looking over the ride situation, believing there is more money in pig iron than a glass house.

MARY HELEN SHEA, who took over the job of operating Bayside Park, Clear Lake, Ia., when her husband died last spring, plans to install new Dodgem cars this spring and put up a new front entrance. Mrs. Shea operates a skating rink in the Armory at Mason City, Ia., during the winter.

EDDIE PRATT, ride superintendent and concessionaire at Forest Park Highlands, St. Louis, is popular with Iowa park owners. Seems he's done plenty of helping out when trouble popped up.

ELMER O. THORNTON, who operates miniature trains in several Western parks as a hobby, serves as an engineer on the regular rail line between Des Moines and Fort Dodge, Ia.

EX-ARMY MAJOR ROY WARFIELD says as much as he likes to fly, business at Riverview in Sioux City, Ia., is more attractive. . . . SAN PIKUS, attorney, also of Riverview, representing the purchasers of a Coaster and Funhouse, says the park will have a new streamlined entrance, new Coaster cars from National Amusement Company, and three new rides now on order, not to mention 15 new Dodgem cars.

JAMES M. SCHNEDEN, Rock Island, Ill., arcade owner, it is said, is mulling the launching of an amusement park.

BYRON PIERCE is about to purchase a \$25,000 portable roller skating building for Iowa operation. . . . JAKE L. FIGI, owner of Lakeside Beach, Storm Lake, Ia., has big rebuilding plans. His Cobblestone Inn, which was burned in October with a \$50,000 loss, continues in action, Figi holding dances in the remainder of it. He says construction already has begun to double original floor space.

NOTE TO AL HODGE and Brady McSwigan, NAAPB secretary and president respectively, and the insurance committee and Johnny Campbell: There is a certain Iowa park owner who is ready to join the association and avail himself of the insurance benefits. Now we will find out just who does read this column.

GEORGE MAGOUN Sioux City, Ia., is shopping for a new park and is looking Minnesota way. George recently sold his holdings in Riverview, Sioux City, but still owns the Coaster in Arnolds Park, Ia., which incidentally, he plans to modernize.

QUERY FROM A READER: Wonder if Bill Muir, of Roseland Park, Canandaigua, N. Y., and George Long, of Dreamland Park, Sea Breeze, N. Y., made it to Florida this winter?

REX BILLINGS JR., formerly in charge of exploitation at Edgewater Park, Detroit, appeared over WJR, Detroit, Monday (14) on the Quiz of Two Cities show in company with a group of Detroit magicians. Billings is president of the Detroit Ring of the International Brotherhood of Magicians.

H. W. MULLIGAN, Laurens, S. C., has contracted his new popcorn and peanut concession at Children's Playground Beach-Park, Biloxi, Miss. He will arrive there February 10 to prepare for the opening February 24.

L. E. (LUTCH) HETH is recovering from a recent operation for a ruptured appendix at Biloxi Hospital, Biloxi, Miss.

Name Beares Acting Mgr. at Walbridge

TOLEDO, Jan. 19.—Appointment of Charles Beares as acting general manager of the H. F. Covode Amusement Company, owner and operator of Walbridge Amusement Park here, was announced today.

Announcement was made by Mrs. Eva Mae Covode, executrix and chief beneficiary of the will of her late husband, Harry F. Covode, who died January 3.

Covode, 65, was one of Northwestern Ohio's best known amusement operators and was one of the founders and principal owner of the Walbridge Park enterprise for 45 years. When the park was founded he was operating the Scenic Railway. At the time of his death he was owner and operator of the arcade, all refreshment and food concessions and seven rides.

Park is adjacent to municipal Walbridge Park and opposite the Toledo Zoo. It is the largest amusement enterprise in this area.

Covode obtained his first training in the amusement field at Ligonier, Pa., where he was born. As a boy he worked at Idlewild Park there. Later he was page boy in the Pennsylvania State Capitol, Harrisburg, and in the House of Representatives, Washington.

Covode had been ill only a few weeks. He was well known for his charitable work and annually played host to thousands of crippled children and orphans at the park. He also staged the annual fireworks celebration of the Maumee River Yacht Club, of which he was a member.

Besides his widow, he is survived by three daughters. Burial was in Woodlawn Cemetery here January 7.

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KIDDIE RIDES WANTED TO BUY

Airplane, Auto Ride, Ferris Wheel and any types of Kiddie Rides.

Will pay cash!

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Excellent condition except cars need repairs. New seamless tubing arms. \$1500.00.

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Six Donker Ball Game Units, complete with Compressor. Made by Philadelphia Toboggan Co. Will also sell individually. Write

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- 5—2 years with Olympic Park, Irvington, N. J.

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REP RIPPLES

DOUG AND LOLA COUDEN ran across Jim Aitken recently in New Orleans, where he is booking and doing an occasional juggling act. His wife, Golden, does magic. Another home guard, Jerry Fatzner, equilibrist, has a printing establishment in New Orleans. The Coudens state that the Louisiana city is poor for independent school shows, as are most large cities. However, they did fair thru Arkansas first half of season. In Atlanta, they will visit Mattie Ricton, widow of Dick Ricton. . . . T. W. LEONARD has a religious film show around Ogdensburg, N. Y. . . . THOMAS PLAYERS are busy around Binghamton, N. Y. . . . A. W. DOWNES, who has a vaudepic show around Medicine Hat, Alta., writes: "Business has been okay with my two-person show and I am now in 12th week in Western Canada. Small animals, dramatic sketches and 16mm. pic make up show, and I occasionally work in a religious show on the side under auspices. . . . CAROL PLAYERS are around St. Petersburg, Fla. . . . EVERETT PLAYERS are in Essex County, Massachusetts. . . . BRIGHTSIDE PLAYERS are organizing to play around Seattle. . . . HOMER LEE BOWEN, comedian with the Rabbit Foot Company last season, is working around Memphis with the Vampire Babies. . . . LAWRENCE

PLAYERS, four people, are in Essex County, Massachusetts. . . . N. N. FREEMAN writes: "I opened my religious pic December 11 in North Carolina and am now in the Anniston (Ala.) region and have found biz good. I am featuring the film, I Am the Light."

BYRON GOSH has taken over the Monroe Theater in downtown Detroit, where he will be located for remainder of the winter. He is associated in the venture with Harry Lewiston, side-show operator, and Archie Gayer, of Hennies Bros.' Shows, in the venture. Gosh states that Lewiston and Gayer also operate at two parks in Detroit. . . . JOHN R. VAN ARNAM, vet minstrel and tent show operator, is manager of Temple Theater, Jacksonville, Fla. . . . E. W. LANGLEY, who recently opened his religious pic show at Wharton, Pa., is moving toward Virginia. . . . GRAHAM PLAYERS are busy around Davenport, Ia. . . . SULFAY PLAYERS are showing around Dover, Del. . . . PLAYSTEAD'S SCHOOL SHOW is in the Salt Lake City area, using E. F. Hannan's Oliver Twist. . . . E. B. ROBINSON has a school show (small animals and dramatic sketches) around Moscow, Idaho. . . . OLD STATE PLAYERS, colored, are busy around New Orleans. J. H. Boucher is manager. . . . HENRY PLAYERS are working around Nashville.

SEABEE HAYWORTH and wife, Marion, are en route to Miami for several weeks' vacation. . . . JACK MILLS, formerly Jack Bottorff of the Schaffner Players, is on the staff of Station KFNF, Shenandoah, Ia. After leaving the Schaffners, Mills worked with Joseph Melr's Passion Play for a season and then went into radio. He has his own show on the road at nights, assisted by his recent bride, Louise, and an old friend of vaude days, Ray Sherman. . . . HARMONY PLAYERS are busy around Gettysburg, Pa. . . . ARTHUR DANIELSON has a religious film show in the Niles, Mich., area. . . . EMDEN PLAYERS are in Greene County, Missouri. . . . CURTIS SHOW, vaude-pic, recently left Blackstone, Va., to open in Eastern Tennessee. Troupe is using 35mm. films and dramatic sketches. . . . KEYSTONE PLAYERS are booking around Harrisburg, Pa. . . . VALLEY PLAYERS are playing around Malone, N. Y. . . . CHARLES SINGER, ex-repster, is playing schools in New England with a solo act. . . . TRI-STATE PLAYERS, three people, are in the Trinidad, Colo., area. . . . TURGEON'S SHOW, vaude-pic, is playing around Cripple Creek, Colo.

Gillaum Stirs Nostalgia With "Si Plunkard" Data

Wilkes-Barre, Pa.

Editors The Billboard:

In your issue of December 29 I read an obituary on J. C. Lewis Sr., 86, former vaude vet and circus acro, who did a rube act in vaude, billed as Si Plunkett.

In the following issue, Earl Peck, Tacoma, Wash., came thru with an interesting letter about his connection with John C. Lewis and the Cy Plunkett show for several seasons, ending in 1908.

I remember that J. C. Lewis had a full-length rural play called Si Plunkard, in which he essayed the name part for approximately 20 years. I have a roster of this organization as of Nov. 5, 1890, and also records of dates played in the old third-floor opera house in my hometown, Tiffin, O., September 16, 1893; October 23, 1896; May 5, 1899, and October 17, 1904. The gross receipts on the last specified date amounted to \$185.60, sharing terms 70/30, leaving the show \$129.92 on which to get by. This was plausible, because in addition to the low salaries and cheap hotel rates cited by Peck, railroad rates were reasonable, and in my town, show baggage was hauled at 25 cents per trunk round trip; scenery, \$3 per load round trip, and these prices covered carrying the equipment up and down the 50-some steps between the sidewalk and the stage.

Peck expressed the belief that J. C. Lewis was the originator of the rube band type of parades. That may be true, but I have seen data to the effect that Charles L. Davis, in Alvin Joslin, carried a band and orchestra in 1879. Whether this band was uniformed or in farmer attire is more than I can say. Ed F. Nickerson was the Alvin Joslin band leader, and in 1889 he was directing the Black Hussar band with the A Social Session Company.

Dave B. Levis had a production of Uncle Josh Spruceby in 1899, which luxuriated with two bands, one rube and one uniformed. The rube band appeared first on the noon-day parade, followed soon afterwards by the uniformed band. The two bands would combine in front of the courthouse or at the main street intersection for the customary concert.

Other bucolic plays fortified with bands and orchestras in the '90s or shortly thereafter were Uncle Hiram and Along the Kennebec. There were many other so-called band shows, including practically all the minstrel shows, most of the Uncle Tom's Cabin troupes, and miscellaneous attractions such as A Turkish Bath and James R. Waite's Dramatic Company, a 10-20-30 week-stand outfit.—ROBERT E. GILLAUM.

Kaycee Jottings

By Edmund L. Paul

KANSAS CITY, Mo., Jan. 19.—George W. Pughe, whom old-timers will remember as owner-manager of the Effie Johnson Players, who tramped for years thru-out the Pacific Northwest, as well as the Midwest, was a recent visitor to K. C., where he had charge of the advance ticket sale for the Shrine Circus.

At the annual election of officers January 9, L. Fred Stein, vet repster, was elected first ceremonial master of the Shrine. Chet A. Keys, another trouser of the old days and now city auditor, was elected Chief Rabban.

Arthur Hockwald, of the Rusco and Hockwald Famous Georgia Minstrels, also was a recent visitor. Altho Arthur is generally known as a minstrel man, still he took a flier in rep in 1906. He bought a tent outfit, organized a dramatic company under the direction of Fred Morgan, and shipped bag and baggage on the S. S. Matsonia for Honolulu. He set up the outfit on a close-in lot, where it seemed that nothing could prevent the venture from being a success. But for some reason, neither the natives nor the haoles (whites) would take a chance on it. They would mill around the lot, not getting too close, as tho, instead of a show, a bunch of lepers were being exhibited. After a heart-breaking few weeks, Arthur took his loss and shipped the outfit and the people back to the States.

Mrs. Arthur J. Kelley, widow of A. J. Kelley, who for many years was principal comedian on the Ted North Show, is now a teacher of piano at the University of Kansas City's Conservatory of Music. Mrs. Kelley was pianist for the North and other shows.

Oscar Howland, former rep owner who now is night clerk at Joe Dworkovitz's McGee Hotel, was again the victim of a hold-up man a few weeks ago. This time, however, Oscar suffered no personal injury, except such as might happen to his nervous system from having to look down the muzzle of a "44" in the hands of a man who might be trigger happy.

I am beginning to get inquiries for plays from many managers who have not been on the road for five years and who intend to go out in 1946 if people and transportation can be secured. It looks as tho there might be considerable activity in the rep business this spring.

Old Toms Had Newest One Outclassed, Says Duble

Jeffersonville, Ind.

Editors The Billboard:

Many veteran Tom show troupers and others of the theatrical profession are unaware of the fact that there was an Uncle Tom's Cabin production on the road the past few months playing theaters and auditoriums. The writer saw it October 16, 1945, in Louisville, the engagement being booked for one night only. No mention was made as to owners in the advertising.

I was with William F. Kibble's Uncle Tom's Cabin 30 years ago, joining New Year's Day in St. Joseph, Mo., for the winter. Charles Ackerman was manager and played Simon Legree. The recent Louisville show was the first opportunity I had since to see a Tom show and, generally speaking, the Kibble troupe outclassed them when it came to playing the respective parts. Even the bloodhounds we had barked ferociously as they trailed Eliza across the floating ice of the Ohio River in a snowstorm, but the one lone dog in this late production had not enough ambition to let out a single yelp.

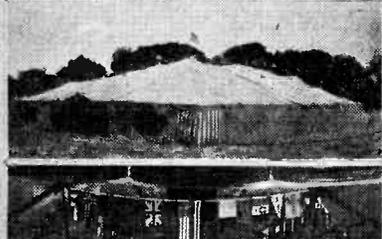
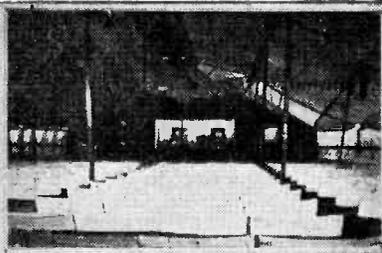
The troupe appeared at Springfield, Ill., later. I recently endeavored to check up their route and was informed it is unknown. No doubt the show has folded by now. The opening was a novelty, with a banjo player extraordinary and all the old favorite plantation songs by Stephen C. Foster and others, sung by members of the cast in a pleasing style.

Those who were fortunate enough to have seen this old play were reminded of the days of Stetson, Kibble, Washburn and other Tom shows that came during the season to the theater, opera house and town hall, and other troupes under canvas during the summer, not forgetting the street parade and evening band concert. Another of the vanishing Americans!—C. E. DUBLE.

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Mail is listed according to the office of The Billboard where it is held, Cincinnati, New York, Chicago and St. Louis. To be listed in following week's issue mail must reach New York, Chicago or St. Louis office by Wednesday morning, or Cincinnati office by Thursday morning.

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COSTUME JEWELRY — HANDMADE SHELL Brooches and Earring Sets, boxed and carded, beautiful colors. Sample, \$2.50; dozen sets, \$27.00. Kern, 410 Barth Ave., Richland, Wash.

DEMONSTRATORS — PITCHMEN, MAKE THE latest developed quickened sellers, cost 2¢, sells 60¢; not a fake, mends pots and pans with match, stand heat of hottest stove; sensational demonstrator. Sample, 25¢. Traveler's manufacturing outfit weighs 8 lbs., \$25.00. Western Chemical, Salem, Ore. fe2

ELECTRIC CIGARETTE LIGHTER — BRAND new post-war item. Lights automatically when lifted. Guaranteed. Send \$2.00 for sample, particulars. Frank Acheson, R.V.A. Club, Aurora, Colo.

ENTIRELY NEW — BY MAKERS OF MAGIC Races. Sensational, different. Can play poker, golf, roulette, auto race; 4 separate games. Quarter brings samples, wholesale prices. Just out. Be first with this winner. Barkley Co., Dryden 14, Va. fe9x

PINE CONES FOR SALE — SUGAR PINE, 1 Grade, 10¢; Pandoro, 2¢; Fir, 1¢; Spruce, 1¢; etc. Send for samples. You pay freight. C. O. D. everything. Albert Granger, Rt. 4, Box 163, Medford, Ore.

FOR SALE — CARDED PECANS, CASHEWS, Almonds, Pistachios, Herring, Dried Shrimp, Walnuts or Peanuts, (24 10¢ packages each card). Cards retail for \$2.40. Your cost, \$1.20 each. Mercier Distributing Co., 2363 37th Ave., San Francisco 16, Calif. fe2

FOR SALE—HOT CONCESSIONAIRE'S ITEMS. Write today for illustrated folder and prices. Pig banks, baskets, ash trays, fur dogs, fans, hand carved walking canes, miniature novelties. La Casa Mexicana, Box 1414, Brownsville, Tex. fe23

HONOR SCROLL — ALL BRANCHES SERVICE, 12 by 16. Agents make big money. Sample, 25¢. Truly beautiful. Condon, Upper Darby, Pa. np

INFORMATION — LOCATING ARTICLES AND products. Wholesale, etc. Also Personal Services. Mention Requirements. Literature free. Rakes Specialty Service, Box 5931-P, Chicago 80, Ill. fe22

KEY CHECK STAMPING OUTFITS — BIG profits stamping Checks. Name Plates and Social Security Plates. The Art Mfg. Co., 303 Degraw, Brooklyn, N. Y. fe2

LATEST SELLING SENSATION — HAND-MIRROR Shaped Compact. Transparent, colored plastic, individually boxed. Dozen, \$17.00; sample, \$2.00 postpaid. N. Y. Article Company, G. P. O. Box 405, New York 1, N. Y. fe16

MAGIC, TRICK AND JOKE NOVELTIES — Send for free wholesale list for stores and salesmen. Theron Fox, 1024 Carolyn, San Jose 10, Calif. np

MAKE QUICK CLEAN UP SELLING PERFUME Beads. Jobbers prices. Particulars free. Sample line, \$1.00. Misson, 2328 West Pico, Los Angeles 6, Calif. de21

MEXICAN SHOPPING AND MAGAZINE BAGS, \$12.00 per dozen; sample, \$1.00; Turtles moving heads and tail and Miniature Guitars, sample, \$1.80 dozen. Mexican Importers, 2624 South Central Park Ave., Chicago. ma23

MEXICAN LEATHER HAND MADE SMALL Curio Horse Saddles, \$6.00 dozen; sample, \$1.00. Mexican Black Spiders, long wire legs, \$18.00 gross; \$1.80 dozen; sample, 30¢. General Mercantile Co., Laredo, Tex.

MILLIONS SOLD — FASTEST SELLING NOV- elty. Generous trial offer, \$1.00. Dime brings samples, wholesale prices. Here's another. Every car owner a prospect. Retail for \$1.50; costs 39¢. Sample, exclusive territory offer, 25¢. Barkley Co., Dryden 4, Va. ja26

MULTICOLORED BUBBLES—4 OZ. ATTRAC- tive cans; \$1.85 doz. F. O. B. Brooklyn; wands free; cash with order; sample 25¢. Ray Products, 1808A Prospect Place, Brooklyn, N. Y. fe2

NO MORE WORRIES ABOUT FLAT TIRES! Ernie Airline Tire Inflator! Retail \$1.00. Distributors wanted. Sample sent postpaid for \$1.00. Box 3145, Cleveland 17, O. fe2

LOOK! NEW WRIST WATCHES!
Immediate Delivery!
IDEAL PREMIUM OR GIFT ITEM!

- ★ BRAND NEW
- ★ MILITARY STYLE
- ★ SWISS ROSKOPF
- ★ RADIUM DIAL AND HANDS
- ★ RED SWEEP SECOND HAND
- ★ CHROME CASE
- ★ LEATHER STRAP
- ★ ASSORTED COLORED DIALS
- ★ BELOW RETAIL CEILING

ONLY \$7.70 EACH, INCL. FED. TAX
 TERMS: 1/2 Deposit, Balance C.O.D., F.O.B. Montgomery, Ala.

AMERICAN MERCHANDISING CO.
 Dept. B W 12, 703 Vandiver Bldg. Montgomery 4, Ala.

JEWELRY FOR SALE

RINGS

MONEL, Signet, Per Doz. \$15.00
 MONEL, with Abalone Pearl, Per Doz. 18.00
 BIRTHSTONE, Ladies, Sterling, Per Doz. 15.00
 SERVICE, Gent's Heavy Sterling, Per Doz. 15.00
 FRIENDSHIP (2-in-1), Sterling, Per Doz. 6.00
 WEDDING RINGS, 10 and 14 K, from \$2.00 to \$3.00 Each

COSTUME JEWELRY

1-Lb. Costume Jewelry Needing Repairs \$ 5.00
 1,000 Costume Jewelry Stones 3.50
 Lot of 25 Ass'd. Pieces (Sell for \$5 to \$10 Each) 50.00
 Lot of 25 Ass'd. Pieces (Sell for \$6 to \$15 Each) 75.00
 100 Jewelry Items (Sell at \$1 Each) 25.00

WATCHMAKERS' SUPPLIES

STRETCH WATCH BANDS, Yellow or White, Gent's. Ea. \$ 2.00
 Per Doz. 20.00

CORD BANDS, Ladies, Gold Plated Attachments, Carded, Per Doz. 6.00

WRIST WATCHES, Swiss, Good Quality, Used, Need Repairs, 5 Ass'd. In White Cases for 15.00
 5 Ass'd. In Yellow Cases for 25.00

CHROME BANDS, Slightly Used, Per Doz. 7.50

WRIST WATCH CASES, Ass'd, White, Per Doz. 6.00
 Yellow, Per Doz. 12.00

MISCELLANEOUS JEWELRY

STICKPINS, Ass'd., Gents, Per Doz. \$ 3.00

COLLAR BUTTONS, Good Quality Yellow, Per Gross 3.00

EARRINGS, Pierced or Screw, Per Doz. 5.00

100 Jewelry Items (Retail at \$1 Each) 25.00
 100 Jewelry Items (Retail at \$3 Each) 100.00

Send Check or We Will Ship C. O. D.
 No Deposit Necessary.

B. LOWE
 Holland Bldg. ST. LOUIS 1, MO.

MONEY CLIPS

Stainless steel. Sensational fast selling novelty. Guaranteed never to tarnish.

1 Doz. Display Cards. **\$2.20 per doz.**

25¢ With Order, Balance C. O. D. Send 25¢ for Sample. Special prices to jobbers.

SALESMAN WANTED. NATIONAL MET. CO.
 168 N. Main FALL RIVER, MASS.

MEN—Build a Wholesale Route GET INTO a Big Pay Business

We Help You Establish a Steady Route of Dealer Customers

Make good weekly earnings selling stores our BIG line of 200 products—all daily necessities. Show merchants in your locality a sensational line of self-selling counter goods. Retail at 5¢ and 10¢. You make up to 112% commission. No large capital required. Easy to start.

A fortune spent for National Advertising has made our products known from coast to coast. Send for our booklet "Your Opportunity in a Wholesale Business of Your Own." It's FREE—no obligation. **WRITE TODAY!**

WORLD'S PRODUCTS CO., Dept. 8T, Spencer, Ind.

JEWELRY WORKERS
COMPLETE LINE HANDMADE GOLD WIRE JEWELRY

Earrings — Pierced, Unpierced.
 Necklaces — Spray Pins — Name Pins — Mother Pins — Rings — Stoneset and Initials — Sword Pins — Bracelets — Many Others. Beautiful Workmanship. Long Profits. Samples, 25 Numbers, \$10.00. Cash With Order.

Dere Jewelry Creations
 625 Highland Bldg., Pgh. 6, Pa.

GUARANTEED TO WRITE 2 YEARS WITHOUT REFILL!



Double-Duty POCKET PEN and DESK SET!

The Reynolds International Pen, pinnacle of perfection and performance:

- Writes on paper, cloth, other material!
Writes fine, medium or heavy!
No smudge—no smear... dries instantly!
Makes 4 to 8 clear carbons!
Won't leak or drip, even in stratosphere!
Writes under water!
Streamline design... variety of colors!
Military-style clip!
Complete with modern desk stand!
Guarantee Certificate with every pen!

Nationally Advertised

The SECRET of SATIN-SMOOTH WRITING! The tiny, precision-made ball does the trick! Not an ordinary pen point... can't scratch, break, clog.



Perfect for Premiums, Promotions or Salesboards

SEND \$12.50 FOR SAMPLE

Complete with Desk Stand, Gift Box and 2-Year Guarantee Certificate. Shipped prepaid. (Discount allowed on sample when quantity order shipped.)

IMMEDIATE DELIVERY IN QUANTITIES

Write, Wire, Phone for Information and Quantity Discounts

NATIONAL SALES CORP., Merchandise Mart CHICAGO 54, ILL. Long Distance Phone: Superior 6790

GIANT BALLOONS

- #10 Inflates 24 inch. In lots of 100... 13¢
#30 Inflates 42 inch. In lots of 100... 16¢

1/3 Deposit on all orders F. O. B. N. Y.

M. "LEFTY" EICHHOLZ

(Of World of Mirth Shows)

1327 Croes Ave., Bronx 60, N. Y.

Mighty Values Always!

- STUFFED TOYS. 3 grades. Big values... DOZEN \$10.50, 12.00.
BOUDOIR DOLLS. Tremendous Flash. 2 Grades... EACH \$2.95, 3.75
COMBINATION COIN PURSE. Sells \$1.00. Genuine leather, gilt stamped, pocket for bills, with 4 rows for 1¢, 5¢, 10¢ & 25¢. Giant value... GROSS \$31.00

1,001 other good buys. Catalogs free. 25% Deposit With Order—ACT FAST.

MILLS SALES CO.

MAIN BRANCH • OUR ONLY MAILING ADDRESS 901 BROADWAY, New York 3, N. Y. WORLD'S Lowest Priced WHOLESALE

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Over 35 Cards and Folders, all in 4 to 6 colors. Cost as low as \$20.00 a thousand with envelopes. All are fast 10¢ sellers. Send 25¢ for sample cards and folder.

M & M CARD CO. 1033-1035 Mission St., San Francisco 3, Calif.

OPERATE PROFITABLE MAIL ORDER BUSINESS, 75¢ profit each dollar. Powell, 5713 Euclid, Cleveland 3, O. fe2

SELL NEW-USED CLOTHING FROM HOME. auto. store. Men's Suits, \$1.17; Leather Jackets, 85¢; Overcoats, 62¢; Dresses, 17¢; Ladies' Coats, 38¢. Other bargains. Catalog free. SAN, 565A Roosevelt, Chicago.

SELL GREETING CARDS — EASY MONEY showing gorgeous All Occasion, Birthday, Religious, Humorous, Valentine, Easter Box Assortments. Wrappings, Stationery, Correspondence Notes. Special offers. Experience unnecessary. Quick service. Request \$1.00 Everyday Assortment on approval. Hedenkamp, 343 Broadway, Dept. BJ, New York 13, N. Y.

SELL WAR HONOR SCROLLS AND DISCHARGE Holders. Fastest selling items. Big profits. Ropicki & Co., 5117 Roosevelt Blvd., Philadelphia 24, Pa.

TREMENDOUS GOOD SELLER—LORD'S SUPPER, 15 inches, finished in rich carved wood effect. \$15.00 doz.; sample, \$1.25. Art Products Co., Box 90, Des Moines, Iowa.

TWELVE INCH LONG JUMBO DOLLAR BILL, \$1.50 per hundred, wholesale only. Looks like the real McCoy; 25¢ for liberal sample. Ken Miller, c/o Old Inn Hotel, Sixth and Main Sts., Louisville, Ky.

TWINE HOLDERS — APPLE, PEAR, DUTCH Heads, 7 inches high. Want brokers, agents. Write Box 90, Des Moines, Iowa.

UP TO 100% PROFIT SELLING FRIENDS sensational \$1.00 All Occasion Greeting Card Assortment. Costs you 50¢ up. Birthday, Baby, Gift Wrapping, Humorous, Scripture Boxes, 35¢ up. Extra bonus. Request \$1.00 box on approval, free personal stationery portfolio. Special offer. Elmira Greeting Card Co., M-50, Elmira, N. Y.

WE PAY YOU \$25.00 FOR SELLING FIFTY \$1.00 assortments Birthday, All Occasion Cards. Tremendous demand. Sell for \$1.00; your profit 50¢. It costs nothing to try. Write for samples. Cheerful Card Co., 22, White Plains, N. Y. ja26

WHERE TO BUY AT WHOLESALE 500,000 Articles. Free Directory and other valuable information. Maywood B. Publishers, 1133 Broadway, New York. fe2

8x10 GLOSSY PHOTOGRAPH FAMOUS NOTED 512 L.S.T. Warship, 500 packed wholesale, 2¢ each. Act quick, excellent 25¢ retailer. Send \$1.00 for sample. Ken Miller, Old Inn Hotel, Sixth and Main, Louisville, Ky. ja26

\$4.97 PUTS YOU IN LIFETIME BUSINESS—Write Midwest Drug Co., Dept. 3, Columbus 15, Ohio. fe23x

127 WAYS TO MAKE MONEY IN HOME OR office; business of your own. Full particulars free. Elite, 214 Grand St., New York. ma30

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RACING TURTLES, \$1.00 EACH. SUPPLY limited; rush orders; live delivery guaranteed. Ross Allen's Reptile Institute, Silver Springs, Fla.

WILDLIFE EXHIBIT—30 CAGES OF ANIMALS, New Cages, Signs, Folding Stands, for spring delivery. No canvas or banners. F.O.B. \$1,500.00. For further information, Chase Wild Animal Farm, Egypt, Mass. ja28

BUSINESS OPPORTUNITIES

BEAUTIFUL RECORD AND PHOTO STUDIO surrounded by night clubs and theaters. Space available for live wire, percentage basis. Write Palace Photo Studio, 1424 Pennsylvania Ave., Baltimore, Md.

BE INDEPENDENT — START A BUSINESS OF your own and enjoy financial freedom. Little or no cash required; 3¢ stamp brings full details. W. M. Drexler, 258 Broad, Newark 4, N. J. fe16

FOR SALE — MINIATURE STEAM RAILROAD. Built by Wagner and Son, A-1 condition, no junk; engine tender and four 8 passenger cars, 1300 feet of track here in Arnolds Park and 1800 feet of track laid at the Spencer Fair Grounds. Ticket box, red, white and green block signal. First \$4,500.00 takes all. Custer Hanks, P. O. Box 323, Arnolds Park, Iowa.

LIFETIME BUSINESS OPPORTUNITY OPERATED entirely from home by mail. Article repeats perpetually. Billions used. Complete instructions, including salesletter copy to solicit business, \$1.00. Satisfaction guaranteed. Young's, 206 Young Bldg., Kent, O. ja26

MAIL ORDER BUSINESS OPPORTUNITIES—Read oldest trade journal in the field. 53d year. Copy 25¢. Mail Order News, Somerville 30, N. J. fe16

MAKE MONEY — PAINT WALL PLAQUES, Statues, at home. Big demand, good profits, small cost. Art Products, Box 90, Des Moines, Iowa.

MAKE BIG MONEY IN COLLECTION BUSINESS, side line or leisure time. Stamp for reply. American Service, 718 Main, Dubuque, Iowa.

MY WHOLESALE HOROSCOPE BUSINESS CAN be bought for \$15,000. Have about 600 active accounts in N.Y.C. area. Name, accounts, merchandise; everything included. You must be a live wire and lit, otherwise I am not interested. Write for appointment only. J. La Tour, La Tour Publishing Co., 382 Marlborough Rd., Brooklyn 26, N. Y.

NEED NAMES FOR A GOOD PROPOSITION? New Jersey veterans, male, alphabetically with rank. All very recent. 100, \$1.00; 2,500, \$18.00. Accuracy guaranteed. Business Adv. Service, Box 297, Hackensack, N. J.

SPECIAL — INCH DISPLAY ADVERTISEMENT in over fifty mail order magazines, year only, \$24.00. Wood's Popular Adv. Service, Atlantic City, N. J. ja26

SUREFIRE PROFIT MAKER — WRITE US TODAY for free information on what sells, who buys and how to reach them. Rennolet B, 1022 9th St., Rock Island, Ill. fe2

WANTED — FINANCIAL BACKING FOR Magic and Dramatic Show under canvas. Season to start in April or May. Reply. James J. Hatch Jr., 204 N. George St., Goldsboro, N. C.

\$24,500 RICHER—USED WINNING SCHEMES, Tips, Opportunities, Formulas, from "Schemer" Magazine, Alliance, Ohio. 47th year, \$1.00. Four special copies, 30¢. ja26

COIN-OPERATED MACHINES, SECOND-HAND

NOTICE—Only advertisements of used machines accepted for publication in this column.

A-1 CIGARETTE AND CANDY VENDING MACHINES. All makes, models, lowest prices. What have you to sell? Mack Postel, 6750 N. Ashland, Chicago. fe23

A-1 STAMP MACHINES FOR SALE. WE BUY all kinds Stamp Machines. Folders immediate delivery. Write U.S.P., 100 Grand St., Waterbury 5, Conn. ma9

AA BUYS! — BRAND NEW POSTAGE STAMP Machines, 14 Lobo and Ticket Weighing Scales. 5¢ Selective Candy Vendors. Free list. Adair Company, 6922 Roosevelt Rd., Oak Park, Ill. fe16

BARGAIN — 5 A.B.T. MODEL F. BLUE CABINETS, \$20.50 each; 2 Genco Sluggers, \$55.00 each; 1 Star Light, plastic bumpers (converted from Triumph), \$40.00. Willie Bak, 2262 Falls St., Niagara Falls, N. Y.

CLOSING OUT SLOT MACHINES, SALES-boards, Scales, Meat Slicers, Diamond Rings, Watches, Restaurant Fixtures, etc. Bargain Pier, 718 Main, Dubuque, Iowa.

FOR SALE—TAILGUNNER, \$75.00; BALLY-bull, \$35.00; Testpilot, \$75.00; School Days (5 ball) \$35.00; Merry-Go-Round, \$20.00; Genco Four Roses, \$45.00; U-Select-It Candy Bar Vender, like new, \$25.00; Mills 5 Column Candy Bar Vender, like new, \$50.00. 1/3 deposit. Red Line, New Hampton, Iowa.

FOR SALE — ONE 5-CENT MILLS ROMAN Head, 3/5 payout, \$125.00; 1/2 deposit. J. Arnold, 619 Cumberland St., Lebanon, Pa.

FOR SALE—2 BIG PARADES, 1 AIR CIRCUS, all in A-1 shape, \$100 each, 1/2 deposit. Mason Anspaugh, Wanakona, O.

FOR SALE — ROUTE IN SOUTHWEST Louisiana. Automatic Pay Machines, Slots, Consoles, Victrolas. Operating for eight continuous years. Present rate of take-in should pay for itself in about 15 months. Owner has other business. Box C-45, Billboard, Cincinnati 1, O.

FOR SALE — CAPEHART MUSIC MACHINE, takes 10 records, plays 20; very clean, \$150.00. Frank Guerrini, Burnham, Pa.

FOR SALE — PENNY ARCADE COMPLETE, ready for road. Leo Stuges, Box 226, Station G, New York City.

FOR SALE—3 WATLING TOM THUMB Fortune-Telling Scales, good condition, extra fortune-telling strips, \$89.50 each, crated. King Pin Equipment Company, 826 Mills, Kalamazoo 21, Mich.

FOR SALE—2 PENNY TARGET SKILLS, 1 Official Sweepstakes Counter games, \$50.00 for all, \$17.50 each. Mark Serbin, 2316 Eldridge St., Pittsburgh, Pa.

GOOD CONDITION AND VERY CLEAN PIN Games. Glamour Girls (converted Sport Parade), \$38.75; Sporty, \$25.00. Rhodes Vending Company, Chanute, Kan.

BRAND NEW TABLE MODEL

★ ORDER NOW

FOR IMMEDIATE DELIVERY!



RADIOS 6 TUBES 24.95

Rich hand rubbed walnut cabinet with 6 RCA Licensed Tubes and a 5" Heavy Duty PM Speaker—tremendous volume—hairline selectivity—outstanding tone. No aerial required. Each radio is packed in an air-cushioned carton, fully guaranteed and immediately shipped when your order is received. Rush your order today and be positive your radio is on its way tomorrow! Order Now!!

OPA Approved F.O.B. N.Y.C.

SUPER-HETERODYNE BUILT-IN AERIAL A. C. - D. C. 110 V. All Electric

SEND 25% DEPOSIT WITH ORDER—BALANCE C. O. D.

ROYMART DISTRIBUTING CO.

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Jumbo Weather Balloons, all red. Per 1000 \$200.00 Medium Weather Balloon. Per 1000 . . . 150.00

- Hot Peppermint Gum (5 Sticks), Per 100 . . . \$ 3.50
Per 1000 . . . 30.00
Transparent Bean Blowers, Per Gr. 5.00
Western All Round Zipper Wallet, Best, Per Doz. . . 24.00
Hunting Knife, Webb Bottle Opener and Fish Scaler Sheath, Per Doz. . . 30.00
Telegraph Key With Buzzer, No Toy; Retail \$4.00; Per Doz. . . 31.60
Herkimer Miniature Aircraft Motor, Retail \$24.00; Each . . . 15.60
O-Johnny Pipes, Per Doz. . . 3.50
Looney Letters, Per Doz. . . 1.80
Ear Phone for Radios, Etc., Per Doz. 15.00
Plastic Telephone With Dial, Per Doz. . . 15.00
Exploding Book Matches, 5 Gr. . . 15.00
Exploding Kitchen Matches, 1 Gr. 3.75
Cigarette Loads, 5 Gr. . . 15.00
Dream Girl Pin Ups, 12 Actual Photographs Burlesque Queens, Retail, \$1.00, Doz. . . 7.20
Liquor Flasks, Leather Coated, Per Doz. . . 9.00
Harmonicas, Army Band, Per Doz. 18.00
Harmonicas, Harmonite Plastic, Per Doz. . . 12.00
New Beer Bottle Lighter, Per Doz. 3.00
Nail Clippers (Best), Per Doz. . . 1.80
Tricky Magnetic Dogs, Per Doz. . 2.00
Magic Dime to Penny Block, Per Doz. . . 2.00
Scout Type Knife, Rejects, 3 Blade, Per Doz. . . 12.00
Legs Nut Crackers, Per Doz. . . 7.20
Dribble Glass, Large, Per Doz. . . 2.00
Woolly Warmers Joke, Per Doz. . . 6.00
Stratford Fountain Pens, Carded, Per Doz. . . 7.00

NO ORDERS FILLED LESS THAN \$20.00

Write for Spring Catalog Hundreds of New Items Send Money Order or Check With Order

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Veterans' DISCHARGE RINGS



Regulation Gold Plated on Sterling Emblem Mounted on Heavy Sterling Silver Ring

Outstanding Value

NO. AR119 PER DOZ. \$16.50

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BINGO

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Write for Bulletin

AMUSEMENT INDUSTRIES, Box 2 DAYTON 1, OHIO

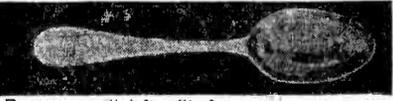
VENDING MACHINES

BE INDEPENDENT—operate a route of new 1946 models of POSTAGE STAMP, STATIONERY, CANDY, PEANUT or BALL GUM Vending Machines. Earnings run as high as \$5.00 weekly profit per machine. Machines cost as low as \$10.50 each. No car or experience necessary. Can be operated in your own spare time or as a full-time investment. ACT NOW—write for our free catalogue.

PARKWAY MACHINE CO. 3046p Tiloga Parkway Baltimore 15, Md.

HAGN Volume Values

All-Metal Windproof Lighters—Flat pocket type with hinged cover. Crackle enamel finish in assorted colors. Per Dozen \$7.25
 218J239B—Gross Lots . . . Per Dozen \$6.95
 Lipstick-Shape Lighters—Red or Black Enamel. 218J228B . . . Per Dozen \$3.00
 "Strike" Lighters—Stainless steel. A firm stroke of the pin lights. 12 on display card. 218J226B . . . Per Card of 12 \$3.50



Teaspoons—Stainless Steel.
 322S267B . . . Per Gross \$18.00
 Open Stock Silver Plated Flatware—Good Pattern. . . Per Dozen \$1.35
 365S152B . . . Per Gross \$15.00
 Dessert Spoons . . . Per Dozen \$1.60
 265S153B . . . Per Gross \$17.85
 Dessert Forks . . . Per Dozen \$1.75
 263S154B . . . Per Gross 19.40
 Fluorescent Desk Lamp—Metal with brown crackle finish. Porcelain reflector. Uses 10-watt tube.
 57E30—Priced without tube . . . Each \$7.95
 All-Leather Billfold—Semi-stitchless. Bill divider. 2 pockets. 8-window passcase. Black or brown. Each \$1.25.
 412L155B . . . Per Dozen \$7.80
 Plastic Weather House—Forecasts weather changes. 6 3/4 x 4 1/2 x 3 3/4". A best seller.
 621N157B . . . Per Dozen \$10.80
 3-Piece Kitchen Set—Wood handles. 8" and 5" serrated blades and 3" straight edge blade. 322S254B—Per set \$1.25. Per Doz. . . \$10.80
 Razor Blades—Mercedea Double-Edge. 20/7's (100 Blades) in Display Carton.
 322K63 . . . Per Carton \$.68
 Bangle Bracelet—Sterling silver. Twist design. 228J803—Each 90¢. Per Dozen \$5.95
 Special Diamond Set Wedding and Engagement Ring Set—Handsome 10K yellow gold mountings. Solitaire has genuine diamond. Wedding ring has three smaller diamonds. Presentation box. 414D251B Per Set \$4.50
 Hair Brush—Standard size wood back brush with bristles set firmly in plastic.
 616H106B . . . Per Dozen \$3.15
 Novelty Plastic Pencil—Automatic. Shaped like a baseball bat.
 215J147 . . . Per Dozen \$1.95
 Keychain Bracelet—Plastic bracelet in colors with metal bead type key holder. Fast moving.
 241K17B—Doz. \$1.45. Per Gross \$15.00
 Genuine Leather Zipper Compact—Round style. Assorted colors. Mirror, sifter and puff.
 223J576B . . . Each \$2.00
 Sterling Silver Baby Cup—Satin finish inside. Ht. 2 1/4". diam. 2 1/2".
 322S276B—Each \$3.95. Per Dozen \$45.00
 25% Deposit Required on C. O. D. Orders.
 Wholesale Only. Catalog Sent on Request.

Hagn JOSEPH HAGN COMPANY
 WHOLESALE DISTRIBUTORS SINCE 1911
 217-223 WEST MADISON ST., CHICAGO 6

AGENTS! SALESMEN!

A SURE WINNER! JUST OUT!
 Beautiful Discharge Emblem, approx. 4 1/2 x 4 1/2, easily attached to any license plate. Aluminum casting, gold lacquered, durable; individually boxed for quick counter sales. Sells on sight to veterans everywhere for \$4. No discharge or P. A. necessary! O. P. A. approved. All sales positively unrestricted! Sensationally priced at \$39.00 per gross to insure volume sales. 1/3 dep., bal. C. O. D. All orders shipped F. O. B. Phila. Sample, including Set-Up for Counter Display, mailed anywhere. (Enclose \$1.00.) Cash orders rushed immediately!
ALBERT KULLA
 S. E. Cor. 46th & Girard Ave. Philadelphia 31, Pa.

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**COUNTER CARD
 MERCHANDISE**
 NOTIONS—SUNDRIES
LEE RAZOR BLADES
 Write for Price List
LEE PRODUCTS CO.
 437 Whitehall St., Atlanta 2, Ga.

BALLOONS
 We have them—Write for Prices
 Also Carnival Goods. Let us know your needs.
HARRY FRIEDMAN
 1065 Mission St.
 San Francisco 3, Calif.

LIQUID RUBBER LATEX—TO MAKE MOLDS for plaster castings, \$3.00 a quart. Rubber Molds for sale. Will sell 8 Molds, ready to pour, \$25.00; all carnival items in the 18" size. 1/2 deposit, balance C. O. D. R. S. Gres, 4420 Magnolia, Chicago.

ONE WESTERN MAJOR LEAGUE, \$125.00; one Wurlitzer Counter Model 61, \$135.00. 1/2 deposit with order. Empire Coin Machine Sales, 799 Coney Island Ave., Brooklyn 18, N. Y. WUckminster 7-0216.

PENNY ARCADE—FINE GROUP OF REAL money makers. Must sell due to termination of lease. N. Lambert, Auditorium Hotel, Houston, Tex. ja26

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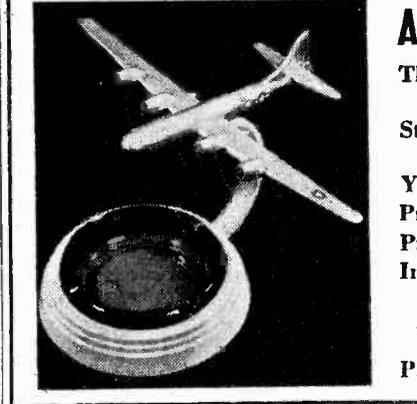
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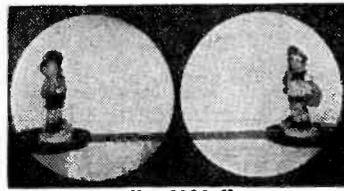
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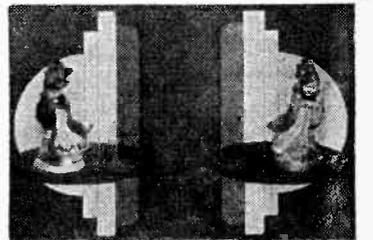
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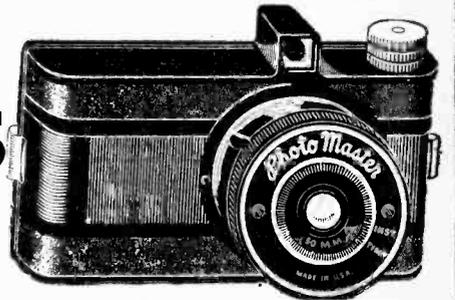
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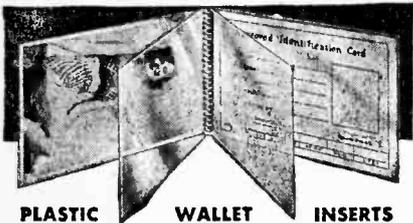
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RHYTHM TEAM AVAILABLE IMMEDIATELY —Drummer and Bass Man. Cut no notice. Al Jonas, Bill Shartzler, San Carlos Hotel, Room 615, Pensacola, Fla.

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TENOR, CLARINET — LEAVING NAME ROAD band January 14. Want contact with commercial hotel band. Good tone, reader; no take off. Good appearance; references. Minimum \$80.00 per. Contact Ralph Hockaday, 118 Locust, Long Beach 2, Calif. ja26

TENOR SAX DOUBLING CLARINET — READ, fake, jam. Union, age 30; discharge, navy musician. Pre-war name band experience. Can join immediately. Can also furnish good Trombone Man. Musician, 434 Thomas St., Fond du Lac, Wis.

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TROMBONES, TRUMPETS FOR 6 BRASS SEC- tion; also Tenor Sax. Must be good. State all. Write, wire Box 2214, Waterloo, Iowa.

TRUMPET — READ WELL, TONE, INTONA- tion. Union. Some jazz, some lead. Prefer section chair. Box C-55, Billboard, Cincinnati, O.

TRUMPET — EXPERIENCED, UNION, READ, fake, jazz, rumbas. Location only. State details as to hours, pay, etc., in reply. S. Sayers, 634 1/2 Carondelet St., c/o Blanchard, New Orleans, La.

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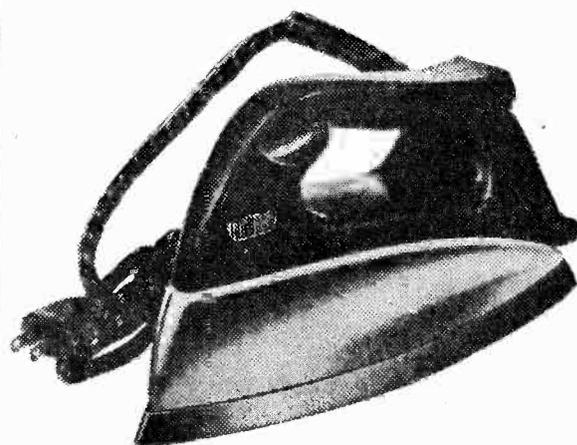
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Write for Full Details.
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Have Good Publications for All Towns and Rural Sections. Also Good Premiums and Maps. WRITE or WIRE

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182 Monitor St., Dept. B, Jersey City 4, N. J.

Pipes For Pitchmen

By Bill Baker

Communications to 25 Opera Place, Cincinnati, 1

DEMONSTRATING what you sell is better than demonstrating what you say.

TOM KENNEDY is still around Peoria, Ill.

EARL McCARTY lines from Terre Haute, Ind., that he is going into the pitch profession instead of following his regular line of salesman. (If pitchmen are not salesmen, then we've been misled—Bill Baker.)

SALES THAT could have been made today may not be available tomorrow.

CHIEF WHITE HORSE is sticking in Columbia, S. C., for the next two months. He says that the territory is expensive but the takes warrant the outlay, with a regular Saturday clean-up taking care of it. The Chief recently heard from Al Lenz, "the Mighty Atom," who has a med opera in view for the Southland.

SOME FOLKS might be able to stand on their own feet if they had heads to balance themselves.

HARRY MAIERS currently working out of Huntington, W. Va., says that there are a number of the boys in that neck of the woods, but that the weather has been extremely cold and tobacco market prices low. He plans to head south soon. Harry says they all had plenty of turkey during the holidays.

WITH SHIRTS so scarce, it's a brave demonstrator who uses his own.

CHIEF GRAY FOX has settled for the winter in Kokomo, Ind., after closing his med show. The chief plans to make the Hoosier City his permanent home, having recently purchased a house from Chief Rolling Cloud.

LACK OF CONFIDENCE and ignorance keep many from being successful.

AFTER AN ABSENCE of two years, Chief Rolling Cloud, med operator, is framing plans at his quarters in Kokomo, Ind., to spring with a new combo this year.

SALES ABILITY makes proficient pitchmen and demonstrators.

Hard Cider

By Tom Kennedy

COUNT SELDOM SKOFF and Doc Lushwell recently worked an indoor doings at Pratt Falls, Ill. This event was promoted by a couple of sheet writers who ran out of cash a few days before the doings were scheduled to start. Pratt Falls is a great cider and pickle center. Most of the natives are (See HARD CIDER on page 74)

REPEATING CAPS AND PISTOLS



Send for Description and Wholesale Prices. Also Fireworks for Store Resale and Display Fireworks for Parks, Clubs, etc.

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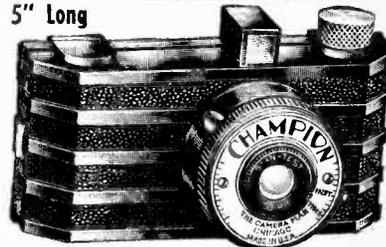
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NEW CONCENTRATED



ALADDIN CLEANER

SUPERIOR FOR CLEANING
ORIENTAL RUGS, CARPETS,
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CLEANS LIKE MAGIC

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The big cleaning season is now on. Get in on the big money. Net earnings up to 45%. Will book stores for you. For full particulars write to

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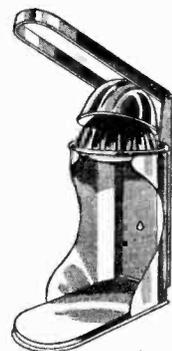
Packed 12 to shipping carton at \$12.00 per dozen

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HEART VANITY

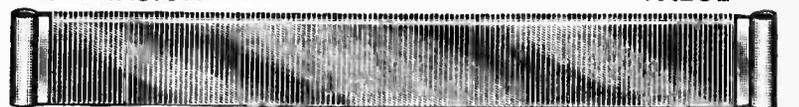
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	Doz.	Gross
Steel Ball and Tube	\$3.00
Bill Tube, Each	2.70
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Wizard Deck	4.80
Foiled Card Trick50
Hindu Bottle	2.50

JOKE ITEMS

	Doz.	Gross
Alarm Clock Candle	\$.40
Auto Bombs	4.20
Comic Cigarette Labels	1.25 Per C
Comic Buttons, 4"	14.40
Comic Buttons, 2"75
Comic Buttons, 1"	8.00
Drizzle Glasses	1.75
Ex. Matches (4 Dz. to Box)40
Hot Gum Sticks (5 to Pack)60
Squirt Label Items	1.75
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1/3 Deposit Balance C. O. D.
All Goods Shipped F.O.B. N.Y.C.
Send for New Price List #9 (Over 300 Fast Moving Numbers).

Jobbers—Write for Special Quotations.
G. K. Magic & Novelty House, Inc.

Dept. BB6
145 E. 2nd Street New York 3, N. Y.

HARD CIDER

(Continued from page 73)

engaged in the manufacture of hard cider, or canning pickles.

Before our two chums left town they managed to consume enough of the cider to get completely pickled.

When our two heroes landed in town they met the two sheet writers on the main stem. They were trying to score for a sawbuck, which they needed to square the light company before the juice would be turned on.

They were hustling a sheet called *The Planters' Gazette*. Doc and the Count tried to get a few subs to help the boys out, but they failed to score. Instead of approaching farmers, they started calling on undertakers. Seems as tho the name of the sheet had our two chums confused. The doings finally got under way after the light company was taken care of.

A fire-eater was booked as the main attraction, but as he couldn't get away from his job as night dishwasher at Nick's Chili Parlor, which he was holding down for the winter, the natives were disappointed.

But the fact that they were spending very little money, anyway, made the promoters sore, so they decided to keep them that way.

They finally prevailed upon our two chums to do their mind-reading act in place of the fire-eater. They could charge 15 cents for one question, or two questions for a quarter. However, it seems that our two pals got their code mixed and the tip got the wrong answers.

As neither of our two chums had suitable costumes for the act, they borrowed a couple of bath robes which they put on backwards. Each wrapped a turkish towel around his head, Hindu style.

All they needed was a cake of ice, and you'd have sworn they were just getting over a bender.

I hear that Doc, in collaboration with Sophie Schmalz, is writing a book titled: *Fun in a Five and Ten, or Keep Your Fingers Out of the Damper*.

The book will be printed in five languages, including hog Latin.

That is because those who are with it and for it will be able to understand it.

Sophie has been pitching in chain stores for years. She works papier-mache hair curlers and squares the beefs with a powder puff.

UNDER THE MARQUEE

(Continued from page 57)

visited recently by Chief Ed Eagle and wife, who are at near-by Des Arc, Mo.

MR. AND MRS. HARVEY MOORE will leave Portland, Ore., in early February for the East. Mrs. Moore (Yvette) is closing a 10-week engagement at the Star, Portland. . . . JEFF MURPHRIES, whiteface clown, is wintering at Mobile, Ala., since closing with the Duttons. . . . HARRISON B. WAITE, Waco, Tex., banker widely known in showbiz, has been elected vice-president of the First National Bank in that city.

WON, HORSE & UPP

(Continued from page 56)

on the store. After the boss took a gander at the paper he was as much surprised as was the committee. Then it dawned on him that the boys had posted his title on another show's country route paper. That beef fell to our legal adjuster, who had been up-town all day hunting for a city hall in a burg where there wasn't a city hall. He took the complaint over with: Gentlemen, it is a foolish thing for a circus to carry more than one elephant—they all look alike. When you've seen one, you've seen them all."

Believing that the matter was squared between the show and its auspices, we returned to the lot that was a low spot near the water tank, which kept on flowing over. We asked the pumper to let up, but he insisted on pumping to furnish the amount of water our agent said would be needed for the large herd of elephants. When show time arrived that night we were 10 inches under water, which canceled the performance. The next morning we learned that the auspices had taken flood and rain insurance to protect itself.

Often wonder who the manager was that said; "An agent can't learn much about a town while passing thru it, at midnight, in an upper berth."

	Doz.	Gr.
Auto Bombs	\$1.00
Betty Bubbles	1.20
Balloons (6-7-8-9-11)	\$2.50 to \$6.50 Per 100
Jumping Candy80 \$ 9.25
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Maglo Bubbles (Large)	3.00
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LEO SUGGS
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\$15.00
Per Doz.

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1/3 With Order—Balance C. O. D.
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• CHECK THIS LIST of fast selling merchandise items carefully. They're all proven money-makers and the companies offering them have thousands of other items.

• PICK THE ITEMS you want, and in cases where immediate shipment is desired rush check or money order to Box Number listed. In case where further information, free catalogs or price lists are desired, wire or write Box Number listed.

Make Checks Payable to the Advertisers, Not to The Billboard.

APPLIANCES

Vacuum Cleaners, Electric Irons, Hot Plates, Radios, Edgewater Appliances, Box 013, Billboard, 155 N. Clark, Chicago 1.

BALLOONS

Write for prices. Canes, \$7 to \$14 gr. Crushproof Lels, \$3 per 100. Birds, Banners, Sticks, Slum, Under Supply, Box 02, Billboard, 155 N. Clark, Chicago.

BIBLE COINS

Bible Souvenir Coins, silver dollar size. Lord's Prayer & John 3:16. 100, \$6; 1000, \$50; 15, \$1 postpaid. LeVite, Box 08, Billboard, 155 N. Clark, Chicago.

BIRDS

Whistling, ass't. colors, \$21 gr. Write for price list Glassware, other items. Quick shipment. Snyder Sales, Box 03, Billboard, 155 N. Clark, Chicago.

BOARD DEAL

Fiance Girl Lighter—Compact deal. Gross profit \$30.00. Write for confidential circular and net prices. John Baker Co., Box 09, Billboard, 155 N. Clark St., Chicago 1.

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SISTER HOOKS

Pear shape, silver or gold plated, gr. \$5.50; 10 gr. or more, \$5.10; Sterling Silver, gr., \$12.00. Miller Creations, Box 04, Billboard, 155 N. Clark, Chicago 1.

NOTE: All box numbers listed above are Billboard box numbers and your orders and inquiries will be delivered promptly to the firm you want to reach. Wire or write today.

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Discharge Paper Wallets40 Ea.
Discharge Leather Zipper Wallets	1.85 Ea.
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Compacts, Assorted Colors50 Ea.
Plastic Cigaret Cases, Ass't15 Ea.
Fine Leather Wallets40 Ea.
3 Pc. Military Brush Sets50 Ea.
2 Pc. Combination Brush Sets40 Ea.
Pocket Lighter, Ass't Colors (Special \$2.00 Retail Value)65 Ea.
Assorted Pocket Lighters25 Ea.
Fountain Pens52 Ea.
Pen & Pencil Set, 14K Point	1.50 Set
5X Trojan Spy Glasses80 Ea.
Weather Houses65 Ea.
5x7 Double Picture Frames, Ass't35 Ea.
Pen & Pencil Desk Sets	1.50 Set
Travelling Mirror & Comb Combination15 Set

Largest Assortment of Novelty Merchandise for Immediate Delivery at the Lowest Prices.

25% Deposit With Order, Balance C. O. D. Send for sample order on approval. Money refunded if not entirely satisfactory. NO CATALOG.

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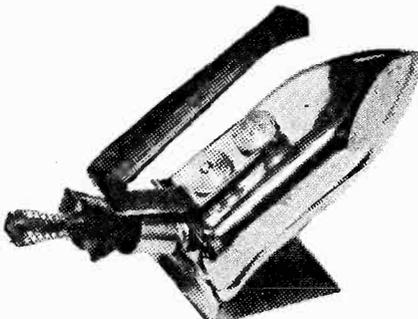
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CONCESSION ENTERPRISES

APPLIANCE AND RADIO DIVISION

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NOTICE, CONCESSIONERS

GEREN'S UNITED SHOWS

Opening April 19th. Playing Indiana's Choice Still Dates and Ten County Fairs. WANT Concessions. What have you? All letters will be answered; write, do not wire. Want to book two Kiddie Rides, reasonable for season; prefer Auto and Planes. Will book flashy Arcade, P. C. or privilege. All replies: W. R. GEREN, Box 246, Greensburg, Ind.

Picnics a Good Park Dealin '46

(Continued from page 62)

Of group outings will result in a large percentage of repeat business.

Other park men have pointed out that following the usual top week-end attendance and grosses, Monday thru Thursday are dull by comparison, with daytime business negligible. Picnics scheduled on these dull days turn idle hours into money. The concessionaire, renting space, will provide an accurate barometer of the biz involved.

The chance to rebuild the picnic end of the biz was never brighter, in the opinion of Managing Director Paul H. Huedepohl, who recalls the pre-war era when as many as 400,000 trekked annually to his Jantzen Park Beach, Portland, Ore., for picnic fun.

"We'll probably handle twice that many this year," he predicts. "Now that the war is over we're going to fix up our picnic grounds, making them as inviting as possible. We're going to make picnics and outings popular again. It means money in the bank."

Huedepohl and other ops pointed out that revenue from the picnickers, usually augmented by the sale of strip tickets for rides and other features, should soar under the influence of modern personnel and public relations ideas.

They contend that huge corporations, searching for methods to combat labor discontent and eager to dramatize a tender regard for employees, will find it smart biz to treat the help to an outing at the park or beach.

"But," continues Huedepohl, "it's up to us. We've got to take the lead to make the right people picnic conscious."

Picnics and outings offer the only means the park has of attracting mass patronage in a "controlled" manner. And there is virtually no limit to the number of persons or groups that can be catered to on the same day.

Park managers can well afford to spend for picnic promotion and improvements as an investment in good will, leading to the development of new customers, in the opinion of most.

Jantzen Pays Off Mortgage in 1945

(Continued from page 63)

down 1 per cent, leased concessions 5 per cent and miscellaneous items 7 per cent.

"This decrease can be traced to curtailment of government contracts and elimination of ship building in our area, immediately following V-J Day. Operating costs, however, were greater than in 1944," Huedepohl said. "The general repair bill was up 10 per cent; light and power bills increased, due to elimination of the black-out, and administrative and labor expenses also were higher."

One thing the Jantzen Beach director tried in 1945, which definitely proved a wise move, was booking name bands. That it paid dividends is shown in final figures for the year.

Huedepohl believes that park men had better be ready to deliver the best in rides, shows, bands and other entertainment.

"There's no denying it," he said, "people have plenty of money and they are going to spend plenty of it on entertainment. They'll want the best entertainment they can get. Cost will be no object. They'll go where they can get it."

As if to back his statement, Huedepohl tells about a few of his improvement plans. He already has rebuilt the skooter building and plans a new entrance to the park and improvement of all lighting effects. Old entrance arch was destroyed during an 80-mile gale last December.

Midget auto racing will bring in considerable revenue in 1946, Huedepohl believes. Always popular, midget racers were shelved along with other gas-using devices during the war. Now the sport can be resumed.

In his rebuilding and repairing program, figured to hit around \$70,000, Huedepohl may enlarge the grandstand and improve the sports arena.

"Yes sir, 1946 should be a big year and we want to be ready for it," Huedepohl concluded.

Ohio Plans Action On Gate-Tax Repeal

(Continued from page 58)

was urged in one of two resolutions adopted affecting women. It was contended that, inasmuch as half of the attendance at fairs by women and that they play a big part as exhibitors, they should be represented on the fair boards, practically all of which are now all male.

Ask Bigger Share

In another resolution, it was urged that a greater share of the premium money be assigned to the women's department, it being held that the women's departments, altho they represent the most important phases of rural living, receive less money than other departments.

The Department of Agriculture was urged, in another resolution, to publish a summary of county fairs, and that fairs co-operate by supplying details of their special features.

Included among the other resolutions adopted was one endorsing the proposal to relocate the Ohio State Fair on another site.

Shortage of Horses

The annual meeting of District 1 of the U. S. Trotting Association, held in conjunction with the convention, brought out the strong possibility of a shortage of harness horse races for the fairs of the State. More attractive purses, lower entrance fees and improved facilities for horses and horsemen were urged to lure and hold trotters and pacers to the State.

General sessions of the convention covered a wide variety of subjects. Speakers and their subjects included: Forest Hall, Hancock County Fair, *Should the Sale of Membership Tickets Be Encouraged and How?*; E. Ward Beam, New York, *Publicity and Advertising for Ohio Fairs*, and Theodore W. Rothacker and Walter H. Vollmer, both of the Dairy and Food Division of the State Department of Agriculture, who both spoke on *Helpful Suggestions for Your Fair*. A paper prepared by Fred B. Karg, of the same department on the same subject, was also read.

Other speakers and their topics included Samuel S. Lewis, manager York (Pa.) Interstate Fair, *A Look at the Post-War Fair*; N. E. Stuckey, secretary

of the Van Wert County Fair, *The Importance of Business Methods in the Management of the Fair*; Clair L. Hill, secretary Lorain County Fair, and Donald D. Baker, secretary Trumbull County Fair, *Suggestions for Improvements on Fairgrounds*; Ray T. Kelsey, editor, *The Ohio Farmer*, *One Hundred Years of Progress in Ohio Agriculture*; William H. Palmer, State 4-H Club leader, and E. C. Road, State Supervisor of Vocational Agriculture, both of whom spoke on *Ohio Youth Helps To Build the Fair*, and Bryan P. Sandles, assistant director of agriculture, who spoke on *The Fair From the Inside*.

Other highlights of the general sessions included a quiz program led by Former Governor Myers Y. Cooper, John M. Hodson, director of agriculture, and W. J. Buss, president of the Ohio Fair Managers' Association, alternated at presiding.

RIDE FOREMEN AND RIDE HELP For ART LEWIS' GARDEN OF RIDES at Ocean View Park, Norfolk, Va.

Ride Men that can and will keep Ride running and repaired. Men that will keep Ride clean. This is a seven-day week park, and you will get a long season here, so why bother about going on road and up and down a ride every week. This is the largest park south. Want for the following Rides: Whip, Eli Wheel #5, Streamline Caterpillar, Smith & Smith Chair Swings, Moon Rocket. All these Rides operate with electrical motors. Want reliable, good sober Men. State lowest salary a week, as you get your money every week here. Yellow Burnette, Blacky Frazer, answer. Other men who wrote me, mail was lost; very sorry; so write me again. THOS. POPLIN, Supt. 4801 E. Princessann Rd. NORFOLK, VA.

FOR SALE

Very neat Cookhouse, 14x24, all complete, ready to go; also good '36 International School Bus to haul same. \$600 each, or \$1,150 for both.

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WANT—MARKS SHOWS—WANT

CAN PLACE FOR SEASON 1946

SIDE SHOW—On account of disappointment have opening now! We have complete outfit for same except banners. Show must have good drawing power. EARLIER INQUIRERS, WRITE AGAIN!

MONKEY SHOW—Midget Show or any other money-getting Attraction. Shows must meet our standard. We furnish complete outfits and transportation.

RIDES—Have opening for any new and novel Ride not conflicting.

This is the largest motorized show in the East with excellent route of Still Dates and Celebrations, plus ten weeks of Class A Fairs.

Winter Quarters now open! Can place Show Carpenters, Builders, Front Designer. Want Truck Mechanics who know International Trucks and understand the business.

JOHN H. MARKS, P. O. Box 771, Richmond, Virginia

FROM THE LOTS

(Continued from page 53)

9 shows, 2 free acts and 35 concessions. Carl Ehrich and Johnny Johnson are busy getting the fleet in shape.

Darwin Carr, aided by Frank Logeray, is painting all equipment. Red Mason is rebuilding the shooting gallery for its first return to the midway since the war.

Mr. and Mrs. Andrew W. Brown are in quarters getting their equipment in shape. Billy Allin, recently discharged from the air corps as a lieutenant, is rebuilding his kiddie rides and will return to the road after an absence of four years.

Herb Dunn has been added to the staff as special agent to assist Charles R. Mason, general agent. Manager and Mrs. C. H. Allin and Charles R. Mason are on a booking tour. They plan to attend the Montana and Idaho fair meetings.

Recent visitors included Ted Schultz, Oscar W. Smith, Tom and Tex Reed, Evelyn O'Kelly, John and May Snobar, Jimmie Greer and Wilfred Peterson.

Wolfe Amusement

ROYSTON, Ga., Jan. 19.—Manager Ben Wolfe has returned to quarters after spending several weeks at Tarpon Springs, Fla., where, he reports, he caught a 50-pound snook. Two new rides have been promised for delivery March 1, and 25 concessions have been booked for 1946. MRS. LESLIE COLEMAN.

SPECIAL CLOSEOUT
60 PONSER POKER TABLES
 Used Very Little.
 Highest Offer Takes All or Part.
PALISADE SPECIALTIES COMPANY
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FREAK TO FEATURE
 Outstanding Side Show Acts, Talker for Side Show, Dancing Girls or good Impersonator for Girl Show. Long season on West Coast. Australia and New Zealand dates to follow.
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NOW BOOKING

FOR CHARRO DAYS CELEBRATION, BROWNSVILLE, TEXAS
 10 DAYS, 10 NIGHTS—FEB. 23 TO MARCH 4—10 DAYS, 10 NIGHTS
 AND FOR 1946 SEASON

WILL BOOK FLY-O-PLANE AND ROCKET.

SHOWS OF MERIT—FUN HOUSE, MECHANICAL SHOW, SNAKE SHOW, GLASS HOUSE, ETC.

LEGITIMATE CONCESSIONS OF ALL KINDS (Space Limited)

WILL SELL EXCLUSIVE ON CORN GAME FOR SEASON

All Address: H. P. HILL, Mgr., P. O. Box 1133, Aransas Pass, Texas.

NICK'S UNITED SHOWS

OPENING THE MIDDLE OF APRIL — SHOW WILL OPEN WITH EIGHT RIDES AND FOUR SHOWS

Can place useful people in all departments. Want Ride Help that can and will get it up and down. All Concessions open except Ball Games and Palmistry. Will book any Show except Snake or Monkey. Winter Quarters will open the 10th of February in Frankfort, Laswell will be Lot and Ride Superintendent.

Show Will Play Indiana, Ohio, Michigan, Kentucky, Tennessee and Alabama.
 ALL PEOPLE WITH ME BEFORE, WRITE. ALL ADDRESS

S. W. (Nick) Nickerson, Nick's United Shows
350 W. Washington St. Frankfort, Ind.

FOR SALE

Complete Carnival or will sell any part. Transformers, Wiring, Tops, Merry-Go-Round, #5 Eli Wheel, Octopus, Scooter, Whip, Kid Rides, with or without transportation. THIS EQUIPMENT PRICED TO SELL—CASH ONLY. No rentals, leases or propositions considered. This is A-1 merchandise. Address.

BOX D-105

CARE THE BILLBOARD

CINCINNATI 1, OHIO

NOTICE, SHOWMEN GEREN'S UNITED SHOWS

Are Now Booking Shows for Season. Opening April 19th. Will book any show with own outfit and transportation for ten weeks of outstanding still dates. Positively free, all we ask is Federal and State tax on tickets. Will take you in ten Indiana County Fairs at 30% plus tax. One hundred dollars required on contract, which you will be refunded on two weeks' notice of leaving show. All replies: W. R. GEREN, Box 248, Greensburg, Ind. P.S.: Reason of this ad, must have back end; have nine Rides, Free Act and 15¢ pay gate. Can you stand prosperity?

AOAA ASKS INDUSTRY DATA

Pick Blendow As President

Launch contest for photos by arcade operators with first issue of bulletin

NEW YORK, Jan. 19.—Starting 1946 with a bang, the Arcade Owners' Association of America have elected officers, sent out a questionnaire to determine industry statistics and issued the first of a regular series of bulletins.

Barnett R. Berkens, executive secretary of AOAA, who is in charge of the bulletin, announces that it will be issued on the first day of every month. Purpose of the mailing is to acquaint arcade owners, dealers, jobbers, distributors and manufacturers with the workings of the association.

Announced to the arcade men is a contest offered for the best photograph submitted by an arcade owner.

"It will be judged," says Berkens, "on beauty or arrangement, general overall appearance, lighting and the like, with judges to be a board of experts in the amusement machine field."

New Officers

Recently installed officers of the association are A. W. Blendow, sales manager International Mutoscope Corporation, president; Louis Fox, New York, first vice-president; Sam Holzman, New York, second vice-president; F. McKim Smith, Atlantic City, third vice-president; Al Meyers, Rockaway Park, N. Y., recording secretary; Mrs. Marion Webster, Staten Island, N. Y., corresponding secretary; Ben Katz, New York, treasurer.

Regional directors are Ken Wilson, Chicago; Joseph Ash, Philadelphia, and Meyer Wolf, New Jersey.

Since its start in 1943, AOAA has featured the benefits of its group insurance plan. First to make claim under the plan was Louis Rabkin, arcade owner at Keansburgh and Seaside Heights, N. J., who was covered by the group plan when fire broke out and destroyed part of his arcade.

Many Benefits

"Many others have received benefits from this insurance saving plan," according to Berkens. "Mrs. Lillian E. Kelleher reports that she has saved over \$350 by this method."

Berkens pointed out that another purpose of the organization is to act as a guide for the arcade owners. Among the first steps taken by the group in this direction was the compilation of available tax rate data in each State, city and community. Information is to be used in a comparative study which AOAA is making. Once the study is completed, officials of the group hope to determine the most equitable and just legislation which can then be used as a guide post when further legislation by State and local bodies is being considered.

Membership in the organization is nationwide and includes members in Hawaii. Membership hailing from all 48 States makes this group one of the largest in the country.

Legislative Aid

Many members of this organization, it is pointed out, are also members of local arcade groups in various sections of the country. Local groups handle the local problem which arise close at hand. But Berkens states, "This national Arcade Owners' Association handles national problems that affect the local areas. An example of this is the testimony given before the Senate Finance Committee in 1945 by Al Blendow, president. Herman Brothers, general counsel of AOAA, along with Blendow have done a great deal of work to secure equitable tax rates on arcade machines."

AOAA meetings are set for the last Thursday of each month, with the meetings held in New York. The association has extended an invitation to all interested parties to attend the meetings. (See AOAA ASKS DATA on page 99)

Editorial

New Factors

By Walter W. Hurd

WHEN cities consider putting high taxes on coin machines, or increasing their present moderate fees, there are certain important new factors in the business picture that should be carefully considered as against a high tax.

1. Earnings on coin machines increased considerably during the war, but now that the conflict has ended the picture has changed entirely and new problems face the coin machine trade. Pay rolls were high during the war and, consequently, the patronage of coin machines also reached a high level. Because new coin machines could not be made during the war, the number of machines also decreased and competition was less. The absence of competition helped to boost the earnings per machine during the war. But all that is changed now.

Decided economic changes follow in the wake of war and they are already setting in. Any inflation in the price of consumer goods cuts down the money people have to spend for amusement and will cut the patronage of coin machines. Lower pay rolls have already cut the total patronage of coin machines all over the country.

These trends that will cut the patronage of coin machines are already appearing, and they suggest that cities should go slow in placing high taxes on the machines.

2. Prices on new coin machines will be much higher from now on, and the much bigger investment required will cut the ratio of earnings as compared with the lush days of the war.

3. When a downward trend sets in, it is always the old machines that become unprofitable first. Thus, higher taxes will reduce the total number of machines in use, and as

taxes are usually on the machine as a unit, the total revenue a city will get is thus cut down. It is sometimes called the law of diminishing returns. Worse still for the business life of a city, as the old machines are taken out of use, it is the smaller stores that suffer first—and it is these stores that need the income from coin machines most.

4. The real issue is whether cities will befriend small business—the hundreds of small stores that contribute to the life of the city—or whether these establishments will be robbed of the aid they get from coin machines. The machines attract customers and also produce income for the small stores. High taxes on coin machines hit at the small stores first and in more ways than one.

5. High taxes on coin machines tend to create monopoly within the trade itself, and such monopolies often lead to violations of regulations and certain trade evils. Monopoly is not in keeping with American ideals.

6. Competition will increase in the use of coin machines during the next few years, and all this competition means increased costs for the owners of machines in many ways. Their earnings also drop decidedly. The total revenue to be derived will increase by encouraging the small operator and the small store. Cities get more revenue by encouraging the small fellow to stay in business.

The long view of the future suggests that cities will have a sounder financial program by encouraging local business, by allowing the small stores to get the aid they need from coin machines and by keeping taxes on machines at a reasonable rate.

ABC B Has Course About Beverage Biz

Coinmen Interested

PHILADELPHIA, Jan. 19.—Coin operators here are looking with interest to the three-week courses in major phases of soft-drink production which are scheduled under sponsorship of the American Bottlers of Carbonated Beverages. Courses are to start March 11 and will be given at Drexel Institute of Technology here.

The courses are on the college level and are intended to aid returning servicemen prepare to enter or return to the soft-drink industry and to help the industry's key personnel improve their knowledge of beverage plant operations.

It is also reported that coinmen here have been canvassing colleges in the area to see if a course helpful to the trade could be inaugurated during the coming term or in the autumn quarter. Some college officials are reported to have been enthusiastic about the project, but approval depends upon the various directing heads of the institutions.

Six Canvassed

Among those canvassed, say the reports, were Drexel, Temple, University of Pennsylvania, Villanova and Bryn Mawr.

In pre-war days some of the leading manufacturers conducted regional schools with the co-operation of coin machine distributors. Purpose of the courses was to instruct the operators and repairmen about the manufacturers' machines.

Proposals have also been made in the past for plans to provide electrical courses for operators, since many types of coin machines have become electrical since 1934.

Many members of the trade feel, however, that the standard courses in electricity, offered by long-established and accredited schools, offer sufficient instruction for coinmen. They point out that the majority of operators and repairmen get their knowledge of electricity and mechanics from one of these accredited schools—located in all of the larger cities—or else they learn their trade in the shop itself.

Juke Training

Announcement came this week that 14 employees of the Aireon Manufacturing Corporation, members of the new field service department, will soon be traveling thru the country to instruct and train coinmen who will service the firm's juke boxes.

The field servicemen are now receiving final instructions before starting on their trips which will take them to every station as well as Canada and Mexico.

W. T. Brase is head of Field Service Engineering and is assisted by Harold Hunt. James H. Beckman has been named special liaison service representative. Other men employed in this field are L. P. Branson; J. P. Cook and his brother, William R. Cook; John F. Guernsey, Bill Hankman, Gene Happle, Walter F. Howk, Herb Klemme, John W. MacNeal, H. J. Smith and Charles F. Webber.

Kentucky Bill Proposes Levy

LOUISVILLE, Jan. 19.—Kentucky Legislature has made its first move of direct interest to the trade.

This week a bill was introduced to license coin-operated juke boxes and to fix an annual assessment.

Revenue from the license, according to the proposed bill, would be used for old-age assistance and for construction and equipment of a State tuberculosis sanatorium. Proposed fee is \$10.

News Digest

VENDER—Cigarette vending machines were in the limelight this week at Midwest convention of NATD. Over 700 were in attendance, many vending men. Three more tobacco association conventions are scheduled for the East, West and South. No new venders were exhibited at the Chicago convention.

JUKES—Plea from overseas G.I.'s for juke boxes came this week. Army chaplains suggest juke as one way of helping to build sorely needed morale. Service newspapers echoed this suggestion, which is one more proof of the juke's universal appeal.

GUM—Coming back into the market "soon" are the standard brand gums of the Wrigley firm. These gums were taken off the civilian market during the war. Vender allocations will be announced shortly.

TREND—Labor disputes and strikes are having their effect on coin machines. Some Eastern locations report play on all types of machines has dropped considerably. Vending sales are cut down in plants where venders are on location.

CANDY—Latest figures released by the Department of Commerce show that very little of the total production of candy was returned to manufacturers during past years. The larger the manufacturers, the less return was noted.

LOCATIONS—Suggested idea for a location for juke boxes says cigar stores

are natural spots for installation. When brand new machines come on the market in quantity, says suggestion, cigar stores could absorb many of the older models still in good working condition.

LUMBER—Observers forecast the end of the lumber strike this week. Long-range result will be more seasoned lumber for coin machine manufacturers, who are not seriously pinched now. If strike had lasted much longer, however, pinch would have come late this year.

POPCORN—Trade interest is reviving in popcorn machines, both the kind which pop corn and vend it for a coin and the kind which vend pre-packaged popcorn. Several firms are reported working on new machines, tho no details have been released.

TYPEWRITERS—One more specialty coin-operated machine is bidding for re-appearance on the peacetime market. Coin-operated typewriters for hotel lobbies and other public places will soon be back, according to announcements from New York.

BOTTLERS—Leading member of the soft drink industry voiced the opinion this week that the nation has immediate need for 60,000 additional soft drink vendors. Prediction came at a time when bottlers themselves are making plans for the end of sugar rationing.

SCHOOL—Trade is studying courses to be offered by the American Bottlers of Carbonated Beverages. Manufacturers of coin-operated equipment are renewing their pre-war practice of sending out field representatives to give short courses in upkeep.

COINMEN YOU KNOW

New York:

GEOGE J. LITOT, Atlantic City coinman, joined the ranks of the "Southern troupers" by heading to Fort Meyers, Fla., last week. . . . JOHNNY SENDERS announces that he is also on his way. . . . SAM HOLZMAN decided to head to Hot Springs. . . . BURTIS S. PERRY is "just heading south—out of New York's wintry winds."

MARION WEBSTER, Staten Island, N. Y., joined LOUIS RABKIN on the sick list last week. . . . JOHNNY WILLIAMS is hospitalized but friends say that he is well on the road to good health again.

NICK GELLETIN, juke op, claims that the "rush is on" in regard to new locations—even before new machines are on the market in quantity. Nick says that New York ops are lining up spots promising that they will deliver new machines "soon." Interest will also jump to new type locations rather than just the same ones that have been handling coin machines since pre-war days.

WILLIAM RABKIN, *prexy* of International Mutoscope, and staff members, LARRY ASCHER and HARRY GOLDBERG, together with A. W. BLENDOW and his wife, were much in evidence at the third annual affair of the A.O.A.A. . . . Arcade owners PEN KATZ and DAVID KATZ with their wives. . . . NAT COHEN and EARL WINTERS, Modern Music, with their pleasant tales. . . . JOE and MIKE MUNVES, Mike Munves Corporation, who kept the gang roaring. . . . MAX LEVINE, Scientific Machines. . . . FRANK MARCUS and CHARLES RUBENSTEIN, arcade owners, and their wives. . . . JOE ASH and IRV MORRIS, perfect hosts to all and tellers of many a yarn. . . . CHARLES SCHAFFER, Times Amusement Company. . . . AL MEYERS, Rockaway Park, and his gracious wife. . . . HERMAN BROTHERS, general counsel of A.O.A.A. . . . HERB HOFF, manager for ED RAVREBY. . . . BILL RODSTEIN and his three managers. . . . and by all means not to be forgotten the spark of the party, BARNETT BERKENS, executive secretary of A.O.A.A.

BEN SMITH and his partner, PERRY WACHTEL, spent a few days last week in Chicago attending the NATD convention. Many vending machine manufacturers, distributors and operators also attended; in fact, almost the entire vending machine colony put in an appearance, according to the large number of empty offices around New York.

AL DENVER, executive secretary of Automatic Music Operators' Association, Inc., reports that the recent closed session of the organization discussed the new machine situation as it applies to the music dealers and "satisfactory conclusions were reached."

PHIL WATTS has just returned from a trip to Midwest manufacturers and reports "Things are buzzing in the coin machine industry." . . . WALTER DAVIS, Los Angeles op, is here in New York looking the ground over for future expansion of his business. . . . Local coinmen report that the entire East Coast biz will start booming "as of now."

Juke box and amusement organizations all along the East Coast—that have been quiet since the war—are suddenly

springing to life now with new blood; machines and locations are in view for the coin machine field—bets are that even more new ones will be formed within the next few weeks, according to Mike Silvers.

Chicago:

HAROLD PINCUS, who was reported as being in California, in *The Billboard* last week, is trying to figure out how that can be, as he's still in Chicago. His wife and two sons are enjoying the California sun, tho, so reports were 75 per cent correct. Pincus just wants the boys out there to know that he hasn't been hiding out. If he were there he'd be dropping in to say "Hello." . . . W. H. KARNETT, cig operator, of Omaha, was in town last week and made the rounds of North Side distributors. . . . JIM MANGAN, in the company of DE WITT (DOC) EATON, general sales manager of AMI, made a business jaunt to Grand Rapids, Mich., during the week of the 7th and inspected the AMI phono. While there they conferred with HAROLD E. ATCHISON, general manager; A. G. (Jack) Bowen, factory director of purchases; and other execs of the firm. Bowen returned with Doc and Jim and will spend several weeks in Chicago.

HENRY FOX and JULES PERES, distributors from New Orleans who are reportedly handling Aircon phonographs and Jennings equipment down south, spent several days in town visiting distributors and manufacturers. . . . ED FRITZLER, now in the navy but a former coinman from Saginaw, Mich., dropped in at Empire Coin to inquire about biz.

"MAC" McLAUGHLIN, assistant sales manager for O. D. Jennings, was out hillbillying last week when looking over the Arkansas territory. Another addition to the Jennings sales staff was made when WILLIAM LIPSCOMB, who is to be Eastern sales rep, joined the firm. Bill came from a shoe manufacturer in St. Louis. J. R. BACON, general manager and vice-president of O. D. J. & Company, was off last week with a siege of flu.

EDDIE GINSBURG and BROTHER MORRIE, officials of Atlas Novelty, report their Seeburg showing thruout the Middle West and in Chicago, particularly, a great success. Much interest was shown by juke operators in attendance. . . . That well-known coinman, HARRY MOSLEY, while in town last week was seen telling Buckley Trading Post execs about his home town activities in Richmond, Va., where he is one of the leading distributors of the South. . . . Distributors in town are beginning to feel the heat of visits from out-of-towners intent on getting the answers to equipment availability, and E. L. McCONVILLE, proprietor of three Airway Recreation parlors in Wichita, Kan., interested in buying coin machine equipment for the setting up of a pin-game route in Caladonia, Minn., made the rounds of distributors.

ED HEATH, of Heath Distributors, Macon, Ga., headed a parade of visitors to Empire Coin the early part of the past week and was followed by H. ROSENBERG, distributor and head of the firm bearing his name in New York; C. M.

McDANIEL, operator from Enid, Okla.; JACK KAUFMAN, representing the K. C. Novelty Company, Philly, and BEN ROBINSON, Robinson Sales Company, Detroit. While here Robinson confabbed with GIL KITT, head of Empire, and both were seen about town while Ben completed business arrangements for the operators back in the Motor City area.

With cigarette venders from all over the nation flocking into Chicago for the Midwest convention of the National Association of Tobacco Distributors, those spotted in the halls, lobbies, meeting rooms and display rooms of the Palmer House included:

WILLIAM KARNETT, of Omaha. . . . TED SCHWARTZ, of Kielson Cigar Company, Cincinnati, and PAT SCHWARTZ, of Covington, Ky. . . . Fort Orange Vending Company, of Albany, N. Y., was represented by JAMES DERASTYNE, while Sterling Tobacco Company, at Seattle, had DAN BRACKEN on hand. . . . B. B. SIMMS came up from Denison, Tex., and LOUIS WECKSLER was representing Standard Cigarette Service at Amarillo, Tex. . . . Also on hand was PAUL GHINNELLI, of Lansing, Mich.

Detroit:

DURWOOD DON BURGMAN, of Prudenville, Central Michigan resort center at Houghton Lake, is organizing the Don Music Company, to operate juke boxes and other coin machines. . . . FRANK and VINCENT A. MELI and JOSEPH SPERRAZZA have joined SAM CALL, who was planning to go to California as partners in the MC Music Company, juke operators. . . . HARRY J. WHITE, of the White Music Company, reports shipments of around a half-million records coming in for disposal here, in response to his recent broadcast for more records.

MAX LIPIN, head of Allied Music Sales Company, left for Chicago to attend the NATD Convention, inasmuch as the company is distributor for the Dugrenier Cigarette Machine. . . . LOU SALESIN, sales manager, reports that Allied has just been appointed distributor for Standard Records.

HARRY WEINBERGER, of the Reliance Merchandise Company, has returned from a business trip to Hartford, Conn., and New York. . . . HENRY C. LEMKE, of the Lemke Coin Machine Exchange, has been spending the past week on further remodeling of his new home on East Grand Boulevard. . . . MICHAEL WEINBERGER, of the S. & W. Coin Machine Exchange, has postponed his plans for a southern trip because of the serious illness of his granddaughter.

ALVIN SCHNEIDER, who used to operate in Canada as well as in Detroit before the war and who was just discharged from the army, is establishing the Schneider Specialty Company at 356 North Campbell Avenue, where he plans to specialize in the refinishing and remodeling of coin machines for local operators.

Indianapolis:

GORDON MOSER and Ambrose Jones have been discharged from the army and have returned to work in the service department of the Vending Machine Exchange. . . . TEX HOLLEY, of the exchange, and his 77-year-old mother visiting him from Birmingham, Ala., flew to Southern Indiana to attend a dinner party last Sunday. . . . The Meeker Music Company has been completely redecorated and refurbished. . . . FRANK HART, Bloomington (Ind.) operator, was a business visitor in Indianapolis during the week.

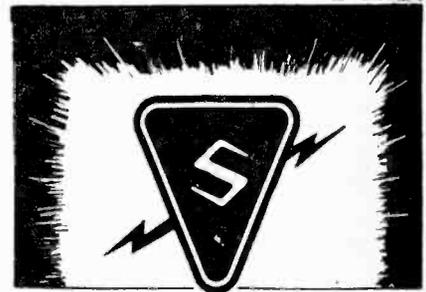
FRANK BANNISTER, of Bannister & Bannister Distributing Company, went to Chicago to call on manufacturers of vending machines. . . .

PETER STONE, formerly a traveling representative for Rock-Ola in the Middle West and Southwest, said he has been appointed factory representative for Rock-Ola phonographs in Indiana. He was discharged from the army January 2. He will occupy the salesroom formerly used by Frank Witzell, deceased.

Los Angeles:

CHARLES A. ROBINSON, of C. A. Robinson Company, and WILLIAM PARR, of General Music Company, had a great time celebrating the New Year. . . . JAMES C. HEIFNER, brother of General Music Company's J. D. TURNER, is home recuperating from overseas service of long duration.

Badger Sales Company showrooms were visited by J. MARTINEZ, of Garden Grove; JACK BAHLER, of Inglewood; (See COINMEN YOU KNOW on page 100)



SYLVANIA ELECTRIC

USE THE BEST

RADIO TUBES

and

PANEL LAMPS

for

REPLACEMENT IN JUKE-BOXES AND PIN-BALL MACHINES



SYLVANIA ELECTRIC

EMPORIUM, PA.

MAKERS OF RADIO TUBES; CATHODE RAY TUBES; ELECTRONIC DEVICES; FLUORESCENT LAMPS, FIXTURES, WIRING DEVICES; ELECTRIC LIGHT BULBS

Look To The GENERAL For LEADERSHIP

NOW DELIVERING

GOTTLIEB'S STAGE DOOR CANTEN

BALLY'S UNDERSEA RAIDER

GENCO'S TOTAL ROLL

CHICAGO COIN'S GOALEE

Seeburg WS-2Z, 5c Wallomatics, Wireless \$39.50

Seeburg WS-10Z, 5/10/25c Wallomatics, Wireless 49.50

Wurlitzer #120, 5c Wallboxes, 2 Wire 25.00

We Are Authorized Direct Factory Distributors of Pfanstiehl and Aeropoint Coin Machine Needles

Established 1925 Growing Steadily Ever Since



The GENERAL Vending Service Co.
306 N. GAY ST. ★ BALTIMORE, 2, MD.

Venders Active at NATD Meet

ATTENTION! OPERATORS IN WEST CENTRAL OHIO

WE HAVE BEEN APPOINTED
EXCLUSIVE DISTRIBUTORS

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MILLS BALLY WILLIAMS

in the following territory

SPRINGFIELD	PIQUA
MARION	GREENVILLE
LIMA	WAPAKONETA
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OPERATORS

When in Dayton visit our Showrooms and see the latest
Equipment

THE MONTGOMERY DISTRIBUTING CO.

Marv. Plummer

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951 Troy Street

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Dayton 4, Ohio

WANTED

SLOT MACHINE AND PHONOGRAPH ROUTE

or

PARTNERSHIP WITH A RELIABLE OPERATOR

or

DISTRIBUTORSHIP FOR A LINE OF PHONOGRAPHS

Have 15 years' experience operating slot machines and phonographs.

JOHN H. HEALY

1037 N. 17 Street

Dial 3926

Manitowoc, Wis.

WANTED

PIN GAME JOBBERS FOR NEW ENGLAND

Factory Sales Agent for outstanding line of Pin Games wants live-wire coinmen to handle line on jobbing basis in Massachusetts, New Hampshire, Maine, Vermont, Rhode Island and Connecticut. Write today.

BOX 726, Care The Billboard, 1564 Broadway, New York 19, N. Y.

PHILIP FABER

STANLEY GERSH

WATCH FOR ROTATION

very fascinating new electrical group game.

PHILIP FABER & STANLEY GERSH

2894-6 WEST 8TH STREET, CONEY ISLAND, NEW YORK

Coney Island 6-2312

Open Series Of Sessions

Attendance tops 700 as
speeches, forums, show
highlight Chi gathering

CHICAGO, Jan. 19.—Leaders in the vending machine industry—manufacturers, distributors and operators—took a major part in the four-day Midwest convention of the National Association of Tobacco Distributors. Convention was the first of four post-war meetings and merchandising fairs to be staged early this year by NATD.

Southern convention of the association, which includes a large number of vending men in its membership, will be held in the St. Charles Hotel, New Orleans, February 14 and 15.

New York will be host to the Eastern convention, to be held in the Pennsylvania Hotel March 18-20. Western convention will be staged a month later—April 18 and 19—in the St. Francis Hotel, San Francisco.

In addition to special features for each of the convention programs, NATD conventions are featuring sales managers' seminars, modern merchandising clinics and management analysis.

Session Industry-Wide

Chicago convention got under way Monday morning (14) with registration. NATD officials in charge of registration estimated that attendance was in excess of 700, fulfilling predictions that the Midwest convention would almost equal in size the pre-war national conventions which the association held annually.

Monday noon the convention settled down to business with an industry-wide luncheon at which S. N. Grossman, chairman of the board of NATD and president of the Chicago Association of Tobacco Distributors, extended the group's welcome to all.

On the speakers' dais in the Red Lacquer Room of the Palmer House were leading representatives of the vending, tobacco, candy, cigar and cigarette trades. Tho they were not called upon to address the gathering, these leaders were introduced by Joseph Kolodny, executive secretary of NATD.

Kolodny pointed out that by these leaders' attendance the luncheon was actually made industry-wide. Kolodny gave the convention its first big moments in an address entitled *The NATD and Industry Relations*.

Greene for NAMA

He traced the reasons for trade associations, stressing the many ways in which an active, energetic association can benefit a particular trade by pointing the way to better business relations and better public relations. Kolodny spoke of the inter-relation of NATD and the National Confectioners' Association—whose president, Phillip P. Gott, sat at the speakers' table. He called for closer co-operation between NCA, the Cigar Manufacturers' Association and the National Automatic Merchandising Association. Representing NAMA at the speakers' platform was Robert Greene, president of NAMA and president of the Rowe Manufacturing Corporation.

After Kolodny had explained the workings of a trade association and the benefits involved, Allan C. Davis, chairman of the group's fair trade committee, outlined the NATD's program for fair trade. Both Kolodny and Davis were well received by the convention attenders.

Following these two speakers, the convention adjourned to the sixth and eighth floors of the Palmer House for trips thru the modern merchandising fair. National, Du Grenier, U-Need-A and Rowe—the four vending manufacturers represented officially on the program—did not show models of their (See *VENDERS ACTIVE* on page 99)

Death Takes A. M. Keene, Famed as L. A. "Smile" Man

LOS ANGELES, Jan. 19.—There was always a laugh along coin row when a picture post card arrived from a far-off place. Somewhere on the card, either near the salutation or near the signature,



was written the word "smile" in a flowing hand with a finely pointed pen. It became a trademark. There was nothing its owner liked better than a big "smile." He always had one for his fellow man; his fellow man had one for him. But the hand that wrote "smile" from all over the world to bring cheer to thousands has been stilled by death. Arthur Marion Keene, 62, died suddenly here Friday, (11).

With "A. M." everything was "smile." he was jovial, he liked to laugh. He liked to see everyone else laugh and he found time to talk coin machines, circuses or newspaper work to those who approached him.

His life reads like a Horatio Alger story. Born in Peoria, Ill., August 28, 1883, his parents moved to Elkhart, Ind., a city which Keene always spoke of as "home." He received early experience in newspaper circulation there and later moved to Chicago, where he was trained further in this work by the late Moe Annenberg. Keene was then associated for a short time with carnivals and circuses, a life he loved.

In 1909 he moved to Bakersfield, Calif., to work on a newspaper, and two years later he represented the paper in Taft, Calif. In 1913 he purchased *The Taft Daily Midway Driller*, of which he was publisher at the time of his death.

There were other business interests—greatest being the Kenomatic Company, one of the largest operating firms in the Taft-Bakersfield area. Altho he was an executive, Keene never missed an opportunity to visit coin row to see what was new in machines. Always jovial, his stock saying was that he was the only editor who could take a coin machine apart and reassemble it.

Loved Circuses

Keene's love for the circus was unending. He never missed a show if it was within 100 miles. On one occasion in Chicago he and his son, Walter, saw three circuses in one day.

Keene is survived by his son; a daughter, Mrs. Elizabeth Cook, Arlington, Va., and a brother, Thomas, editor of *The Elkhart (Ind.) Truth*. Services were held in Taft Wednesday (16), with cremation following.

FOR SALE

- 2 BOLOWAYS\$49.50
- 2 HOROSCOPES 45.00
- 3 SNAPPYS 47.50
- 5 NEW CHAMPS 45.00
- 1 SPORTS PARADE 45.00
- 3 CHAMPS 35.00
- 1 DUPLEX 59.00
- 4 SUN BEAMS 59.00
- 2 STARS 59.00
- 2 MIDWAYS 99.00

THESE GAMES ARE READY TO OPERATE

BILL UTTZ

COVINGTON, TENN.

PHONES 511-636

Announcing

THE BILLBOARD'S ANNUAL COIN MACHINE CONVENTION

DATED FEB. 23, 1946

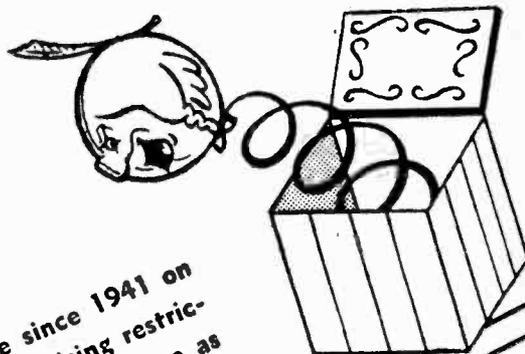
... in print

DISTRIBUTED FEB. 19, 1946

Geared to the tempo of convention time, and synchronized with the industry's drive to take up the tools of peace and resume full scale production—The Billboard again will present to the industry its most comprehensive "Convention in Print."
... an issue chock-full of valuable lists, informative articles, vital statistics and important advertising messages ... with the largest circulation of any issue since 1941.

THE LID IS OFF!

This will be the first issue since 1941 on which there will be no advertising restrictions. You may obtain as much space as you wish in this issue **ONLY!**



FORMS CLOSE FEBRUARY 13

Place Your Reservation NOW

WIRE, PHONE OR WRITE THE OFFICE NEAREST YOU

Cincinnati
25 Opera Place

New York
1564 Broadway

Chicago
155 N. Clark

St. Louis
812 Olive St.

Los Angeles
1509 N. Vine

Detroit
2419 Grand River

JUKES TO EASE G. I. PLIGHT

Chaplain Sees Needs Abroad

Quotes Stars and Stripes in letter seeking phonos for troops still overseas

CHICAGO, Jan. 19.—Juke boxes are badly needed in certain sectors of occupied territory in Europe, according to a letter received here from a chaplain with the U. S. Army air forces.

The plea for a juke box comes close on the heels of announcements concerning G. I. discontent in both the European and Pacific areas, and places emphasis on the valuable morale-building job which juke boxes have done abroad.

Chaplain Joseph W. Peoples Jr., stationed with an air force fighter group in Germany, addressed the following letter to *The Billboard*, calling attention to the juke's role as a builder of spirits and enclosing a clipping from an army newspaper to back up his statement. The enclosed clipping from the issue of *Stars and Stripes* for December 31 points up a very real need among the occupation troops in Germany for good American music by way of 'juke boxes.'

"Especially at this station do we need a juke box. We have a large club for the enlisted men, but the only music available is the depressing sound of a four-piece German band. This tends toward polkas and waltzes—very much on the 'schmaltzy' side, and a constant reminder that we are a long way from the good old U. S. A.

"There must be some way we can get a modern juke box for this place. Can you help us? We can easily raise the money if you can suggest some way to ship it over here.

"I shall await your suggestion anxiously. We have a difficult 'morale' problem, and this would go a long way toward helping."

G. I. Tells Need

The clipping which Chaplain Peoples enclosed was the *Stars and Stripes* equivalent of a letter to the editor column. Special attention was called to a letter from Corp. James M. Brown, of the 15th Infantry Regiment. Brown's letter, which is printed here, was accompanied by a picture of two happy G. I.'s listening to a juke box. The army paper's editors put the words "He Only Wants a Juke Box To Be Happy" as the title for Brown's letter.

"Why not send over some juke boxes to entertain the fellows who must stay here for a while?" Brown writes. "They are a part of normal American life, and we should not be denied any of the comforts of home if it is possible to provide them.

"It would make dances possible where orchestras are not available. It would cut down the VD rate to a certain extent. I know a lot of fellows who would be glad to donate money for a juke box if they are not available thru other channels."

Any member of the trade interested in contacting Chaplain Peoples can secure his address by communicating with the Coin Machine Department of *The Billboard*.

Juke Importance

This letter and the clipping from the army paper is further evidence of the importance of the juke box in American life. During the war hundreds of juke boxes were pressed into service in remote corners of the world to entertain war-weary soldiers.

The American Red Cross and the army itself are reported to have purchased a number of juke boxes for use overseas. No definite indication of the total number of these juke boxes is available, but they were seemingly insufficient to satisfy the soldiers' demand.

Army service corps at the war's end was sending some 250,000 vinylite disks overseas each month. The platters were for use in juke boxes and other record-player equipment in foreign lands.

Some of the G. I.'s have been fortunate enough to be stationed near a location (See *JUKES TO EASE* on page 87)

Editorial

Buckley Bill

THE Buckley Bill (HR-3190), if it should become law, would be something to worry the juke box trade. It would, apparently, open the way for a number of organizations, similar to ASCAP, to collect fees from the juke box trade. Various moves have been made to open the way for collecting special fees on juke box music, and the Buckley Bill is to be considered as one of them.

The juke trade has been agitated in some centers about this bill, and some of the music associations have taken up the cause. It is always a good thing for operators to establish contact with their Congressmen when there is some threat of unfavorable legislation and it can well be done in this case.

It should be kept in mind, however, that recent reports from various sources suggest that the Buckley Bill does not appear likely to get out of committee at the present time. If it does get threatening at any time, due warning will be given to the trade.

The bill is in the hands of the House Patents Committee, and the best legislative reporting services say the committee is likely to hold it for some time, perhaps for keeps.

Printers Ink recently informed business men that the chairman of the House Committee was a member of the famous TNEC, which has a long record for opposing the payment of special fees to pressure groups. The TNEC group had under consideration, among many other things, the demand for special fees on phonograph records. Hence the House Committee, if the bill comes up for a hearing, will have members who are well informed on the whole record issue.

At present the best policy for the juke trade would seem to be that of quieting the agitation about the bill until there are more danger signs than now appear. It is a good idea for associations, distributors and manufacturers to inform members and customers all about the bill, but without undue agitation.

Wall Street On Juke Firm Post-War Plan

CHICAGO, Jan. 19.—Aireon Manufacturing Corporation of Kansas City, Mo., has attracted considerable interest in *The Wall Street Journal* since stock of the firm is listed on the New York Curb stock market. Latest report on the company in that publication follows:

Aireon Manufacturing Corporation has unfilled orders of more than \$27,000,000 mostly for products being made by the company for the first time. Because of the expense of changing to peacetime production, Aireon's current expenses are exceeding income. However, a reversal is expected when full production gets under way within the next few months. Two of the new items—an automatic phonograph and an electric circuit breaker for home and industry which eliminates the need for replacing "blown" fuses—are expected to go into production within the next four to six weeks. Already in production are radio crystals of all kinds, radio speakers, transmitting tubes, oil field supplies and railroad communication apparatus.

Leased Space

In a move to reduce its operating expenses, Aireon recently sold its own plants and leased modern manufacturing space. Proceeds from the sale of its buildings will enable the company to maintain a strong working capital position during the switch to peacetime production. Working capital approximates \$4,000,000 compared with \$3,873,000 at the end of the fiscal year ended April 30, 1945. It may be further bolstered by a \$400,000 tax recovery from the accelerated amortization of its fixed assets.

Aireon is conducting extensive research in industrial electronics, including high-frequency heating, the development of instruments for determining humidity, defrosting of frozen foods and oil prospecting. In the field of communications, the application of electronics to railroads, trucks, busses, trolleys, oil and gas pipe lines is under study. It is expected that developments in these fields will be announced shortly. Aireon may manufacture several other devices, including an optic micrometer which facilitates the measurement of glass and plastic thickness.

To Test Plugs In Supermarkets

HARTFORD, Conn., Jan. 17.—Sixteen First National super markets here have been selected for tests of a new music-with-commercials installation operated by Storecasts, Inc., a new concern.

William Raffel, Waterbury, Conn., attorney and president of Storecasts, Inc., said that present plans call for expansion of the organization on a national scale if tests prove satisfactory.

It is not known whether Storecast will operate as telephone music or wired music. Presumably with the ordinary super market's one-room establishment, telephone music would be used.

Trial Run

Music for the trial will be arranged in programs running five minutes followed by a 20 to 30-second commercial. Raffel sees the programs as a media primarily for national advertisers of brand name, packaged foods and allied products carried in the stores. On this basis advertising is being solicited at rates of \$10 for "not less than 50 plugs." These would apply to the tests only. At present there is no thought of any arrangement with the stores other than installations of the equipment.

During the test period, opinions and ideas of shoppers and store managers will be canvassed, and plans for future expansion will be adjusted in accordance with the results.

Associated with Raffel in the venture is Hubbell Robinson Jr., former vice-president of the American Network, acting as consultant. World Broadcasting System facilities will be used, according to current plans.

AMI Plant Addition Nearing Completion

CHICAGO, Jan. 19.—Automatic Instrument Company has begun construction of a two-story addition to its factory in Grand Rapids, Mich., according to announcement here by DeWitt Eaton, sales manager.

Additional 12,500 square feet of floor space will be used for handling of phonograph cabinets and component parts. It is expected to be completed within 30 days, according to Harold E. Atchison, general manager of the factory.

Secret Service Chief To Enter Coin Industry

CHICAGO, Jan. 19.—Capt. Thomas J. Callaghan, who recently retired as chief of U. S. Secret Service in the Midwest, has joined the Bally Manufacturing Company as director of its phonograph division. Announcement was made by Ray Moloney, president of the firm.

Said Moloney, in commenting on the appointment: "His prestige and personal popularity among leaders in every community in the country are definite assets to the industry as a whole. His familiarity with local conditions, not only in the Middle West, but in all sections of the nation, will enable him to assist operators in solving local problems."

Colorful Exec

Captain Callaghan, whose career with the secret service extended over a period of 37 years, is recognized as one of the most colorful and able executives in America. He was at various times personally responsible for the safety of six presidents of the United States—Teddy Roosevelt, Taft, Wilson, Coolidge, Hoover and Franklin D. Roosevelt. The responsibility for protecting the King and Queen of England, Winston Churchill, Madame Chiang Kai-Shek and other distinguished visitors from foreign lands also rested on Callaghan's shoulders.

Madame Chiang Kai-Shek expressed her gratitude by presenting Captain Callaghan with a watch of rare beauty. The time is indicated in Chinese characters. The Chinese government also honored Callaghan with a decoration, the Order of the Banner and Cloud, which he was unable to accept while in the service of the United States. Since his retirement, however, the State Department plans to present the decoration to him.

Of special interest is Captain Callaghan's record in breaking up large counterfeiting rings. During the war he fought the rising tide of ration coupon counterfeiters and in June, 1944, broke up the largest black market syndicate in the Middle West.

Testimonial Dinner

Captain Callaghan requested permission to retire from the Secret Service just prior to the outbreak of war, but was persuaded by Frank J. Wilson, chief of the service, to remain in charge in Chicago until the end of the war. On his retirement, Callaghan was honored at a testimonial dinner October 20, 1945, in the Grand Ballroom of the Stevens Hotel, Chicago.

The dinner, at which Callaghan was presented with a Cadillac, was attended by more than 1,500 guests, including federal, State and city officials, as well as legal and business leaders from all parts of the country.

Discussing his Bally appointment, Captain Callaghan expressed faith in the future of the coin-operated equipment industry. "While with the Secret Service," Callaghan said, "I had ample opportunity to observe the development of the industry. I was very favorably impressed with the rapid growth of the industry, from a comparatively small group of men, not too sure of their status, to a large industry on a sound and stable basis. The industry is performing a service desired by the American people, and the American people are beginning to recognize the value of that service. I am proud to belong to this great industry."

Ops Jack Kiefer, E. F. Spears Jr., Head New Fla. Co.

CLEARWATER, Fla., Jan. 19.—Jack Kiefer and Elwin F. Spears Jr. have gone into partnership to form K & S Amusements, a company which will operate coin phonographs and pinball machines in Clearwater and surrounding towns.

Spears is in charge of management and maintenance, with Kiefer handling office work.



YES, SIR... Five Sensational Revolutionary Features

?1?2?3?4?5?

In the New PACKARD

PLA-MOR PHONOGRAPH

● From the makers of the money-makingest product ever given to the music industry—the Packard Pla-Mor Selective Remote Control Wall Box—now comes the masterpiece of electronic musical reproduction—the Packard Pla-Mor Automatic Phonograph.

It has five—count 'em—five revolutionary features that make it a sweetheart to sell—a scintillating, money-jingling goldmine to operate. What are these features? Only seeing and hearing is believing. For now, let's just say that every phonograph should have them. But only Packard Pla-Mor—through the vision, imagination and priceless experience of men who first gave automatic phonographs to the entertainment world—does have them.

Until you can get all the Pla-Mor Phonographs you want—make your present equipment more profitable. Order and install the Packard Pla-Mor Selective Remote Control Wall Boxes. They will operate on present day and future equipment. They're in production—ready for delivery. Before the war—during the war—and today—they produce more profits, in more places than any music system ever devised. Ask any operator.

PACKARD MANUFACTURING CORP., INDIANAPOLIS, IND.



PACKARD
(PLA-MOR)
 MUSIC SYSTEM

PACKARD MANUFACTURING CORP.

AMERICAN FOLK TUNES

Cowboy and Hillbilly Tunes and Tunesters

All Communications to 155 N. Clark St., Chicago 1, Ill.

Arkansas's first big barn dance, which opened New Year's Day at Robinson Auditorium, Little Rock, is being broadcast over KLRA, only CBS outlet in the State. Show is produced by "LITTLE SHOE" CRASHY, who used to play over WWVA, Wheeling, W. Va., with the Original Log Cabin Boys and Girls. Also on the show are the Cowboy Sweethearts, the Union County Boys, Stamps Baxter Rainbow Quartet, the Armstrong Twins, Charlie Dial, the Talking Blues Boy, Crystal Valley Boys, Little Boy Blue and many others.

Singing in the Saddle, cowboy song book published by Boston Music and written by STERLING SHERWIN, has sold more than 12,000 copies of its first printing—something of a record for a

first royalty statement. Sherwin is also composer-writer of *Bad Man Songs of the Wild and Woolly West* (Sam Fox), *American Cowboy Songs, Old and New* (Canadian Music Sales, Toronto); *Songs of the Round-Up* (Robbins), *Railroad Songs of Yesterday and Today* (Shapiro-Bernstein), *Songs of the Road and Range* (Southern), *Songs of the Gold Miners* (Carl Fischer).

"Little Rose," a waltz folk tune, published by TOM CAREY, of the Carey Music Company, Asbury Park, N. J., is hitting the air waves regularly now, and seems destined to be a hit with folk-tunes fans.

Folk tunes and parties, square dancing and Western music are definitely on the upgrade all over the country, and in

keeping with the times, Upper New York State is going all out for this type of entertainment. The Western Aces are booking many PTA's thru their WENT air programs, and the PTA is so interested in folk music that many organizations are teaching members how to square dance. Turnouts are big. CLIFF JAPHET, leader of the Western Aces and a folk songwriter, has been busy turning out and placing new songs in conjunction with the trend. He reports that *Francita Rita* and *Have a Heart*, written in collaboration with BILL BAKER, have plenty of requests. Some of the new Japhet songs are *On the Mesa Paradise*, *I Left My Heart in Dixie*, *I Wonder Why We Can't Get Together*, *You're the Reason Why, There'll Come a Time, Gonna Have Myself a Time, It's a Lie; No, No, Never No More; I Won't Say Goodbye to You, Darling; Slap Happy Slap and Blue River Blues*.

MILLS BROTHERS were hayloft harmony highlights on the Alka Seltzer National Barn Dance again, Saturday night (19), joining the old hayloft regulars, LULU BELLE AND SCOTTY, the HOOSIER HOTSHOTS, JOE KELLY, PAT BUTTRAM and EDDIE PEABODY.

Make Room in Your Heart for a Friend, by WILEY WALKER and GENE SULLIVAN, is having a great reaction from folksters, says Southern Music Company, publishers.

TEX RITTER, returning from a four months' personal appearance tour with his Western and hillbilly jamboree, made a guest appearance on COTTONSEED CLARK'S "Hollywood Barn Dance" over CBS January 12. SPADE COOLEY is waxing his "You Can't Break My Heart" for Columbia Records.

BRADLEY KINCAID, who has spent many years in traveling the sparsely settled mountain regions in search of folk songs and has succeeded in locating many old-time songs that otherwise might have been forgotten, is now playing WSM's *Grand Ole Opry*. BUDDY STARCHER started recording his old-time folk tunes the first of the year.

BOOBY COOK and His Texas Saddle Pals were in Oklahoma City recently and appeared as guest stars on the "Bluff Creek Follies."

WILMA LEE AND STONEY COOPER, with YODELING JOE, have left WMMN, Fairmont, W. Va., to head south for radio and p. a.'s.

JERRY AND PEGGY LEARY are working for BERNIE BURNS on a theater tour. Peggy's husband, BOB HOWELL, recently discharged from the air force, is working with the team as accordionist. TOMMY NOTT is ill in a hospital in Columbus, O. DENNY SLOFOOT, former WLW comedian, is with KMBC, Kansas City, Mo. SMILEY SUTTER, West Virginia yodeler, is on KMOX and is heard over CBS Saturday mornings.

GENE LAVERNE is heard over WLAW and WFEA. Gene has a big act now, consisting of BETTY GRIBBON, JOE GAGNON, CARL PATRICK, HANK YOUNG and JIMMIE COLE.

The Chester Hollow Boys, featured on the Hayloft Hoedown from WFIL, Philadelphia, made an errand of cheer over to Parkerstown, N. J., to give LEONARD (BUSTER) ROOS JR., 8-year-old victim of cancer, a half hour of the music he loves best at his bedside. The child has been given only a few more weeks to live by physicians who say his cancer-ridden lungs will collapse within that time.

The boys were led by PAUL RICH, who heard about the case when the boy's mother made a plea that people send her only child "get-well" cards because they give the boy so much pleasure. Rich contacted the mother and discovered that "Buster" loves cowboy and hillbilly music, and he arranged that his unit make the trip.

The Sleepy Hollow Gang, also featured on the Hayloft Hoedown over WFIL, are playing daily requests for the child and dedicating them to him. They learned thru the Chester Hollow Boys that he is a daily listener to their airshow.

If the child can stand the excitement of visitors, other hillbilly units plan to make the trip to Parkerstown to entertain at his bedside. The Chester Hollow Boys presented "Buster" with a mouth organ, and have promised to provide him with anything his heart desires. The child is totally unaware of the seriousness of his illness.

DICK THOMAS, Philadelphia's singing cowboy, made his debut in the television field last week as a feature of one of NBC's television broadcasts. He contributed *Someday, Darlin'* and *Halfway to Montana*, which he recorded for National Records. Station officials were

Phono Distributors Talk Problems At Tobacco Meet

CHICAGO, Jan. 19.—Future plans, sales and advertising were topics covered at a dinner meeting of juke box distributors in town for the convention of the National Association of Tobacco Distributors. Host, at the L'Aiglon Restaurant, was AMI.

Among distributors present were Abe Green and Barney Sugarman, Runyon Sales Company, Newark, N. J.; Sid Meyer, Bill Simpson and Dave Rosen, of Dave Rosen, Philadelphia; Bill Wolf, California Amusement Company, Los Angeles; Gary Weber and Dale Eyman, E & W Distributing Company, Cleveland; Sam Strahl, American Coin-o-Matic, Pittsburgh; Morris Hankin, H & L Distributing, Atlanta; Max Marsten, Marsten Distributing Company, Detroit; James Mangan, Mangan & Eckland, and John Swisher, division manager of AMI.

pleased with his telecast and offered him a post as a permanent member of the entertaining staff. This will make Thomas the first hillbilly singer with a daily television show if he accepts the offer.

ACE PANCOAST AND JOHNNY CREIGHTON, two Philadelphia songwriters, are hitting the jackpot with their new tune *Ridin' Neath the Arizona Moon*. DICK THOMAS is set to make a recording of the song.

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FOR

ROCK-OLA

"The Phonograph of Tomorrow"

READY SOON—IT WON'T BE LONG NOW!

We are ready to serve operators in

CENTRAL and EASTERN TENNESSEE, SOUTHERN KENTUCKY, NORTHERN ALABAMA and NORTHERN GEORGIA as exclusive ROCK-OLA DISTRIBUTOR for this territory.

Keep in touch with us for the latest news on the 1946 ROCK-OLA PHONOGRAPH. If you do not have a commitment with us, be sure your name is on our list for full information the moment we are permitted to release it. WRITE TODAY.

H. G. PAYNE CO.

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WALL BOXES

12 Seeburg S-O-M, 20 Sel. \$7.50

5 Seeburg S-O-M, 16 Sel. 6.50

5 Seeburg S-O-M, 20 Button, Bronze Covers 12.50

6 Keency 4.50

16 Seeburg W-O-M 38.50

2 Seeburg 5¢ S-O-M, DeLux 3-Wire 30.00

BRAND NEW
ROCK-OLA
TURNTABLE MOTORS
117 Volt, 50/60 Cycle
\$11.75 each
Write, Jobber Disc't

NEW PACKARD ADAPTERS

1 Ash, Wurl. 12-18 Comb. \$35.00

2 Beech, Wurl. T12 43.50

8 Chestnut, Mills Throne—Empress 25.00

1 Juniper, Wurl. 700-800 39.50

4 Poplar, R-O T12 46.50

1 Spruce, Seeburg Play from Floor 45.00

1 Willow, Seeburg 20. 36.50

KING-PIN EQUIPMENT COMPANY

826 MILLS STREET J. R. "PETE" PIETERS KALAMAZOO 21, MICH.

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PHONOGRAPHS WANTED

We Will Pay Cash for

WURLITZER

61 — 71 — 81 — 616 — 24
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SEEBURG

Rex — Gem — Regal —
Vogue — Classic — Colonel
— Envoy — 8800 — 9800.

ROCK-OLA

Counter Models—Standard—
DeLux—Super—Masters.

State Price Desired.
Write or Wire

BYRON NOVELTY CO.

2045 Irving Park Road, Chicago 18

RECORDS

OPERATORS, ATTENTION!
WE HANDLE ONLY HITS

Huba Huba—Perry Como 53¢
It Might as Well Be Spring—Sammy Kaye 53¢
Chickadee Chick—Sammy Kaye 37¢
Sugar Blues—Clyde McCoy 53¢
Aren't You Glad You're You—Bing Crosby 53¢
Beulah's Boogie—Lionel Hampton 53¢
I Can't Begin To Tell You—Bing Crosby 79¢
Beer Barrel Polka—Glahe Musette 79¢
Roll Dem Bones—Big Bill 53¢
Don't Live a Lie—Gene Autry 53¢
Send This Purple Heart to My Sweetheart—
Denver Darling 37¢
Honey Dripper—Jimmy Lunceford 79¢
You Two-Timed Me One Time Too Often—
Tex Ritter 53¢
Too Little, Too Late—Wesley Tuttle 53¢
Waiting for the Trains to Come In—
Peggy Lee 53¢
Doctor, Lawyer, Indian Chief—Betty Hutton 53¢
You Will Have to Pay—Tex Ritter 53¢
Boogie Woogie—Tommy Dorsey 53¢
South—Benny Moten 53¢
A Kiss Goodnight—Ella Fitzgerald 53¢
Holiday for Strings—Spike Jones 53¢
Time's A-Wasting—Duke Ellington 53¢
What a Deal—Martha Tilton 53¢
Tampico—Stan Kenton 53¢
Atchison, Topoka and Santa Fe—
Johnny Mercer 53¢
No. Baby, Nobody But You—
Erskine Hawkins 53¢
Camptown Races—Johnny Mercer 53¢
Sugar Babe Blues—Roosevelt Sykes 37¢
That Drummer's Band—Gene Krupa 53¢

RELIABLE MUSIC CO.
5961 ERA AVE. ST. LOUIS, MO.

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2 950 Wurlitzer Phonographs, perfect condition, \$700.00 each. One-third deposit with order, balance C. O. D.

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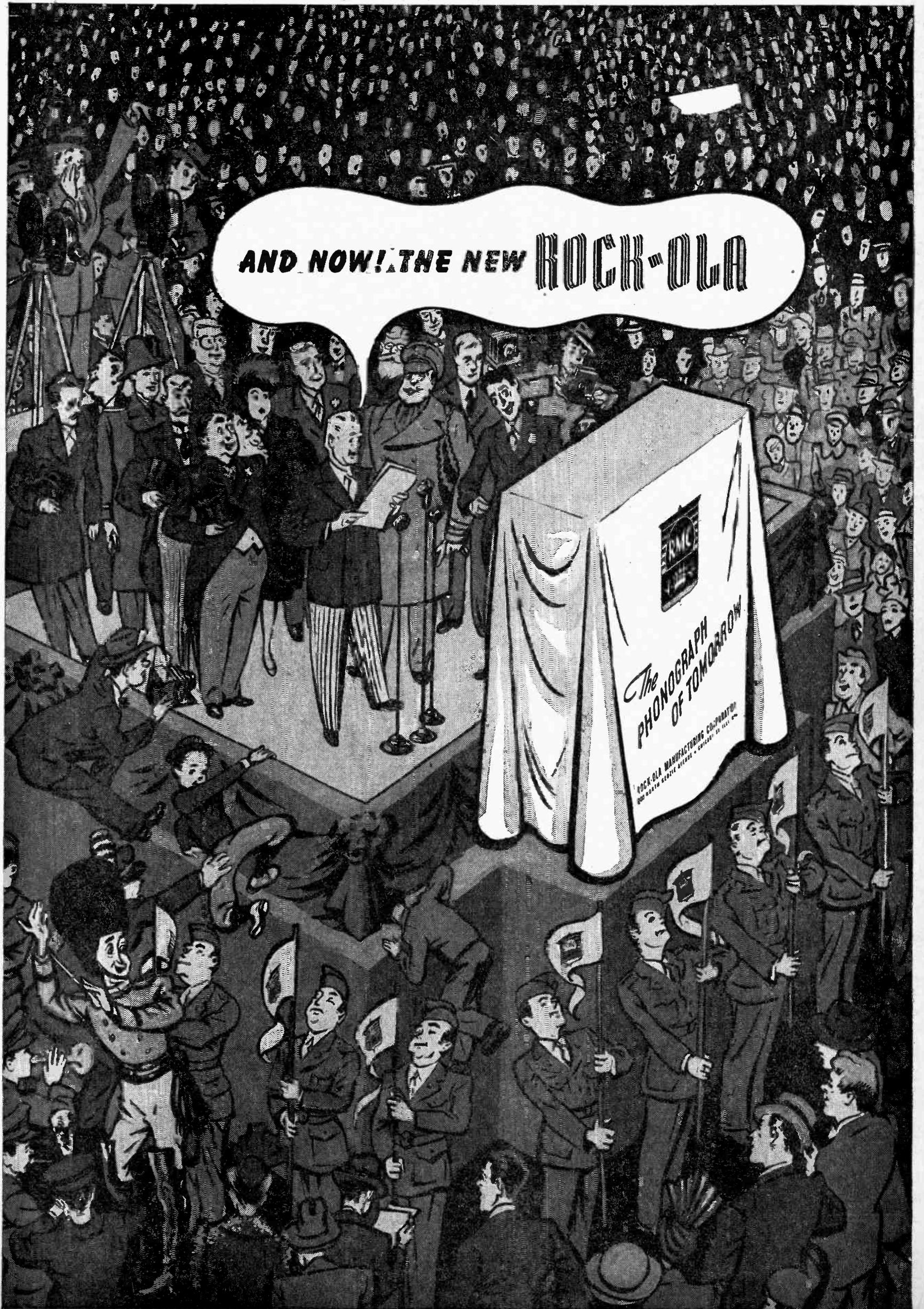
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COIN-O-POINT NEEDLES

Manufactured, Distributed & Guaranteed by

ALLIED MUSIC SALES CO.
3112 Woodward Ave., Detroit 1, Mich.

AND NOW! THE NEW ROCK-OLA



Operators Help Sister Kenny's Fund Campaign

CHICAGO, Jan. 19.—Juke box operators are backing the 1945 Sister Elizabeth Kenny Foundation to combat infantile paralysis with both publicity and cash.

Many operators donated 10 per cent of all receipts from their coin phonographs during the period November 22 to December 8 to the Sister Kenny Fund. In addition, they posted "sock polio" placards prominently on their machines to invite contributions by juke players.

Placards, supplied by the Rudolph Wurlitzer Company, featured Bing Crosby, the all-time juke box favorite, in an appeal for support of the foundation. Crosby is chairman of the 1945 national campaign for the fund.

Money raised by the juke operators' contributions and other donations will be used to equip clinics for polio victims and to train doctors and nurses in the Sister Kenny method of treatment. Fund was further increased \$7,000 by contributions of the Wurlitzer company and distributors. Of this, \$4,500 was raised at a recent company convention in Chicago by assessing a \$5 fine on each convention-goer who mentioned a rival firm by name. Among those paying off was Vice-President M. G. Hammergren, who later presented the donations to George Markling, Chicago field worker for the foundation.

Gessart Organizing Firm in Milwaukee

MILWAUKEE, Jan. 19.—George Gessart, of Milwaukee, has been appointed distributor for automatic phonographs of the Packard Manufacturing Company.

Gessart said he would announce location of his new firm shortly. Name of the company has not yet been decided upon, he said.

COIN OPERATORS

Complete stock of Phonograph Records.

Immediate Delivery
Race—Popular—Hillbillies

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RECORD DISCS

For 61, 71 and all other Wurlitzer Counter Models, reconditioned. I will make your old discs the same dimensions as when new and guarantee them to give satisfaction. Price \$7.50 for set of 12, or \$6.00 a set in lots of 5.

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WANTED

Gabel Kuro 24 Record Phonographs, any condition. Cabinet must be good.

CHEAHA AMUSEMENT CO.
Talladega, Alabama

COIN-O-POINT NEEDLES

Manufactured, Distributed & Guaranteed by
ALLIED
MUSIC SALES CO.
3112 Woodward Ave., Detroit 1, Mich.

ADVANCE RECORD RELEASES

(Continued from page 30)

HERE I GO AGAIN	Joan Roberts	Majestic 1026
HOP, SKIP AND JUMP (HONEY, HURRY, HURRY TO ME)	Gene Krupa (Anita O'Day)	Columbia 36931
I DON'T WANNA DO IT ALONE	Kay Kyser (Lucyann Polk)	Columbia 36900
I WISH I COULD TELL YOU (F)	Skip Farrell (Frank Devol Ork)	Capitol 232
I WISH I COULD TELL YOU (F)	Dick Haymes (Earle Hagen Dir. Ork)	Decca 18747
I WISH I HAD NEVER MET SUNSHINE	Wesley Tuttle and His Texas Stars	Capitol 233
I WOULD IF I COULD (BUT I CAN'T)	The Captivate-Airs (Ralph Wolf)	Memo 1100
I'M ALWAYS CHASING RAINBOWS (F)	Harry James (Buddy Di Vito)	Columbia 36899
I'M ALWAYS CHASING RAINBOWS (F)	Barry Wood	Cosmo 469
I'M GLAD I WAITED FOR YOU (F)	Frankie Carle (Paul Allen)	Columbia 36906
I'M HEADIN' EAST	Billy Williams	Victor 20-1792
IT MAY BE WRONG	Bonnie Baker (The Captivate-Airs)	Memo 1035
IN THE MIDDLE OF MAY	Buddy Moreno (Four Chicks and Chuck)	Cosmo 467
JOHNNY FEDORA	Andrews Sisters (Guy Lombardo Ork)	Decca 23474
JUMPING JACQUET	Illinois Jacquet	Savoy 593
JUST A-SITTIN' AND A-ROCKIN'	Georgie Auld Ork (Lynne Stevens)	Musicraft 15044
JUST THAT WAY	Bonnie Baker (The Captivate-Airs)	Memo 1064
KENTUCKY WALTZ	Bill Monroe and His Blue Grass Boys	Columbia 36907
LILI MARLENE (DAS LATERNEN-LIED)	Greta Keller (Victor Continental Ork)	Victor International 25-4004
LONELY CORRAL, OLD PARD'NER	Billy Williams	Victor 20-1792
LONESOME (ALL BY MY OWN-SOME) BABY	The Captivate-Airs (Ralph Wolf)	Memo 1062
MAKE BELIEVE	Kenny Baker	Decca 18764
MARCH OF THE TOYS	Majestic Concert Ork	Majestic 1024
MINOR ROMP	Emmett Berry	Savoy 594
MUDDY MISS	Jimmy Jones's Big Eight	HRS 1014
NESSUN DORMA (NONE SHALL SLEEP)	Jussi Bjorling	Victor 10-1200
NO, BABY, NOBODY BUT YOU	Frankie Carle (Marjorie Hughes)	Columbia 36906
OH, WHAT IT SEEMED TO BE	Frank Sinatra (Alex Stordahl Ork)	Columbia 36905
OL' MAN RIVER	Fred Waring Ork (Walter Scheff)	Decca 29191
OLD JUICE ON THE LOOSE	Jimmy Jones's Big Eight	HRS 1014
PAPER HEART	Terry Fell and the Fellers	Memo 1134
PATIENCE AND FORTITUDE	Hal McIntyre (Frankie Lester and Quartet)	Cosmo 470
PERSONALITY (F)	Pearl Bailey (Mitchell Ayres Ork)	Columbia 36930
PROVE IT BY THE THINGS YOU DO	Bing Crosby (Mel Torme and His Mel-Tones)	Decca 18746
RAISE A RUKUS TONIGHT	Coleman Brothers	Decca 8673
RAVEL: BOLERO	Andre Kostelaretz (Robin Hood Dell Ork of Philadelphia)	Columbia Set X-MX-257
ROADSIDE RAG	Bill Boyd and Cowboy Ramblers	Victor 20-1793
ROCKY ROAD BLUES	Bill Monroe and His Blue Grass Boys	Columbia 36907
SAN FERNANDO VALLEY BLUES	Curt Barrett and the Trailsmen	Memo 1128
SEARCHING FOR A SOLDIER'S GRAVE	Bailes Brothers	Columbia 36932
SERENADING MY LUCKY STAR	Curt Barrett and the Trailsmen	Memo 1084
SILK UMBRELLA POLKA	Henri Rene Musette Ork (Victorians)	Victor International 25-0056
SLOWLY (F)	Dick Haymes (Victor Young Dir. Ork)	Decca 18747
SLOWLY (F)	Kay Kyser (Michael Douglas-The Campus Kids)	Columbia 36900
SMOKY MOON	Curt Barrett and the Trailsmen	Memo 1078
SNAP YOUR FINGERS	Bobby Sherwood Ork (Bobby Sherwood)	Capitol 231
SONNY BOY'S JUMP	Sonny Boy Williamson	Bluebird 34-0744
SPELLBOUND (F) (12")	Al Goodman Ork (Irving Prager)	Victor 28-0404
SURPRISE PARTY	Buddy Moreno (Four Chicks and Chuck)	Cosmo 467
SYMPHONY	Barry Wood	Cosmo 469
TCHAIKOVSKY: THE SWAN LAKE (RECORDRAMA ALBUM)	Vladimir Golschmann (St. Louis Symphony Ork) (Five 12" Records)	Victor M or DM-1028
TEXAS HOME	Douglas Venable and His Bar-X Ranch Hands	Western D-105V
THAT'S ALL	Douglas Venable and His Bar-X Ranch Hands	Western D-105V
THE BLONDE SAILOR	Henri Rene Musette Ork	Victor International 25-0056
THE DONKEY SERENADE (F)	Felix Knight (Russ Morgan Ork)	Decca 23476
THE RED MILL (ALBUM)		Decca A-411
Because You're You	Eileen Farrell-Felix Knight (Jay Blackton Ork)	Decca 23479
Every Day Is Ladies' Day With Me	Wilbur Evans (Jay Blackton Directing Ork and Male Chorus)	Decca 23478
In the Isle of Our Dreams	Eileen Farrell-Felix Knight (Jay Blackton Ork)	Decca 23479
Moonbeams	Eileen Farrell (Jay Blackton Ork)	Decca 23477
The Streets of New York	Wilbur Evans (Jay Blackton Directing Ork and Chorus)	Decca 23478
When You're Pretty and the World Is Fair	Jay Blackton Directing Ork and Chorus	Decca 23477
THERE'S A NEW MOON OVER MY SHOULDER	Red River Dave (Sula's Texas Rangers)	Continental C-5045
THERE'S NO ONE BUT YOU	Hal McIntyre (Frankie Lester and Quartet)	Cosmo 470
THESE TEARS ARE NOT FOR YOU	Bill Boyd and Cowboy Ramblers (Bill Boyd)	Victor 20-1793
THIS IS MY BELOVED	Joan Roberts	Majestic 1026
TOO BAD, LITTLE GIRL, TOO BAD	Douglas Venable and His Bar-X Ranch Hands	Western D-101V
TRAILS TO SANTA FE	Curt Barrett and the Trailsmen	Memo 1087
VERDI: "QUESTA O QUELLA (THE ONE IS AS FAIR AS THE OTHER)"	Jussi Bjorling	Victor 10-1200
VERDI: OVERTURE TO "LA FORZA DEL DESTINO"	Arturo Toscanini (NBC Symphony Ork)	Victor 11-9010
WHY DO I LOVE YOU	Tony Martin-Frances Langford	Decca 18763
YESTERDAYS (F)	Gene Krupa (Charlie Ventura)	Columbia 36931
YOU ARE LOVE	Kenny Baker	Decca 18764
YOU CAN CRY ON SOMEBODY ELSE'S SHOULDER	Skip Farrell (Frank Devol Ork)	Capitol 232
YOU DON'T WANT ME ANY MORE	Terry Fell and the Fellers	Memo 1135
YOU NEVER WAITED FOR ME	Red River Dave (Sula's Texas Rangers)	Continental C-5045

FOLK RECORD REVIEWS

(Hillbilly, Race, Cowboy Songs, Spirituals)

By M. H. Orodener

LUVENIA NASH SINGERS

(Excelsior)
Dark Water—V.
Steal Away—V.

The a capella singing of the Luvenia Nash Singers for these traditional Negro spirituals is entirely in high order. The mixed voices, blending beautifully to make for rich tonal harmonies, are of concert caliber. No Holy Roller antics to their presentation, establishing a most restful mood as they raise voices in beautiful song for *Dark Water* and *Steal Away*, latter side featuring the solo voice of Elise Boone. For rich spiritual harmonies, these singers are out of the top drawer.

EDDIE ARNOLD (Bluebird)

Many Tears Ago—FT; V.
You Must Walk the Line—FT; V.

The homey chanting of Eddie Arnold, with the fiddles and guitars of his Tennessee Plowboys providing instrumental rhythmic support, provides a thoroly rustic flavor for both of these hill-country tunes. Sings it wistfully for *Many Tears Ago*, telling of his love of some while back and with strong conviction in his singing, takes a livelier beat for *You Must Walk the Line* as he admonishes the gal of his heart to toe the mark.

JOHNNY BOND (Columbia)

Gotta Make Up for Lost Time—FT; V.
Baby, You Gotta Quit That Noise—FT; V.

Johnny Bond, with a Western style of rhythm singing, spins brightly for both of these original chants. The Red River Valley Boys, a small band with piano, electric guitar, trumpet and clarinet, provide toe-tapping support for *Gotta Make Up for Lost Time* and gives the boys in the band a chance to reel off their Western hot as he admonishes his gal to quit foolin' around with the other boys in the singing of *Baby You Gotta Quit That Noise*. Side should create coinage for the music ops.

THE BUCHANAN BROTHERS

(Bluebird)
Hurry, Johnny, Hurry—FT; V.
The Bottom Fell Out of the Sky—FT; V.

There is an authentic Arkansas twang to the rustic harmonies of the Buchanan Brothers as they roll out these two outdoor ditties. *Hurry, Johnny, Hurry*, is a lively barnyard classic from which stems the Spike Jones brand of music. Making for a change in pace, the freres Chester and Lester harmonize in a plaintive heart-heavy fashion as they sing of lost love for *The Bottom Fell Out of the Sky*. A small accompanying orchestra provides adequate support.

ROY ROGERS (Victor)

You Can't Break My Heart—FT; V.
You Should Know—FT; V.

Not only does Roy Rogers, the cowboy screen star, fail to project his singing personality onto the platter, but neither of these cowboy chants are of any particular interest. Both *You Can't Break My Heart* and his singing of how much he cares for *You Should Know* are plaintive cowboy songs of the mill run variety. Moreover, the support of an orthodox dance orchestra directed by Perry Botkin only emphasizes the inherent weaknesses in Rogers' song selling rather than helping to cover them up.

Southern Automatic Picks Tom Westfall Dayton, Ohio, Chief

LOUISVILLE, Jan. 19.—Appointment of Tom Westfall as manager of the new Southern Automatic Music Company office in Dayton, O., has been announced by Sid L. Stiebel and Leo Weinberger, Southern Automatic officials.

Dayton office will be located in the Southern Automatic Building at 603 Linden Avenue. Opening of this office is another step in the organization's post-war expansion program. Within a week or two a new office in Lexington will be opened.

Strategic location of the firm's offices offers complete coverage of the area. Under Westfall's supervision in Dayton will be a used coin machine, stock and service departments.

Talent Picture Of Interest to Juke Operators

NEW YORK, Jan. 19.—Talent scramble is on between disk firms, regardless of size. All of them are in the market for talent now that production is hitting top in the industry, and juke box ops are taking interest in the talent picture. They want to know who will wax for who—and when they will hit the market.

Bookers and managers of disk attractions are having a field day, going from one office to another and picking up the best offers. Production guarantees, such as made to McIntyre—1,800,000 disks per year—and Pastor—1,000,000 a year—both by Cosmo, are meaningless, according to managers, for there is no penalty imposed upon the manufacturer if he doesn't turn out the agreed-upon number of records. Only recourse would be for the band to break a contract.

Permo Buys Plane To Speed Executives on Business Trips

CHICAGO, Jan. 19. — Permo, Inc., phonograph needle manufacturers, has bought a twin-engined plane to enable officials to make quick trips on business across the country.

Plane is being kept in Chicago to be available to the home office staff, and company officials said it has already been used in several flights on business.

Disk Firm Announces New Tunes To Hit Market Soon

NEW YORK, Jan. 19.—Decca records announces that it will have a special release of *Show Boat* music shortly. As soon as the play opened, Decca snared the tunes.

New Crosby tune of interest to juke ops will hit the market soon, Decca also announces. Title is *Old Man River*.

PLAY STATUS OF FILMS WITH LEADING SONGS

(Continued from page 26)

JUST A LITTLE FOND AFFECTION (Shapiro-Bernstein), sung by Connee Boswell in Monogram's "Swing Parade of 1946." National release date—January 12, 1946.	SOME SUNDAY MORNING (Harms, Inc.), in Warner Bros.' "San Antonio." National release date—December 29, 1945.
LOVE LETTERS (Famous) in Paramount's "Love Letters." National release date—October 25, 1945.	THAT'S FOR ME (Williamson) in 20th Century-Fox's "State Fair." National release date—October, 1945.

BEST-SELLING POPULAR RETAIL RECORDS

(Continued from page 28)

Weeks to date	POSITION		Artist	Label
	Last Week	This Week		
8	5	8.	DIG YOU LATER (A HUBBA-HUBBA-HUBBA) Perry Como Victor 20-1750	
11	9	9.	IT MIGHT AS WELL BE SPRING (F) Dick Haymes Decca 18706	
2	—	9.	PERSONALITY Johnny Mercer Capitol 230	
2	—	10.	I CAN'T BEGIN TO TELL YOU Harry James Columbia 36867	

End of Lumber Tie-Up May Help Speed Jukes and Games

CHICAGO, Jan. 17.—Good news for all sections of the coin machine industry is the prospect that 60,000 AFL lumber workers in the Pacific Northwest, following action last week which involved substantial increases in wage scales, will return to their work. The strike has been in effect since September 24.

Twin factors of interest to coinmen will be better prospects for lumber needed by shortage-harried manufacturers of juke boxes and other coin-operated machines, and an immediate upsurge in business for operators in the

four lumbering States of Oregon, Montana, Idaho and Washington.

With the coming of industrial peace to the Northwest lumber industry comes further assurance that problems of the war-born lumber shortage are successfully being solved, and that manufacturers of coin cabinets may look forward to adequate supplies for long-range production plans.

Production Schedule

The strike has not deterred immediate production schedule of manufacturers since it came after the season of highest

lumber output. Previous release of government controls had enabled the industry to build up considerable stock which will be dried and ready for shipment in May. In any event, according to lumber authorities, only 15 per cent of the U. S. lumber supply was affected by the strike.

Nevertheless there is still to be solved the problem of an adequate labor supply. During the war the lumber industry operated with 20 to 30 per cent less than its normal manpower. Now many lumbermen who have attained skilled or semi-skilled ratings in high-wage production jobs are not eager to return to their old work. Discharged servicemen who worked in the forests prior to entering the armed forces are also slow in getting back. With the strike settled and the general readjustment of the country's manpower problem, this situation is expected to right itself gradually.

Another facet in the lumber material problem is the tremendous pressure for priorities on building materials for veteran housing. Coin machine men will thus compete with many other manufacturers for the depleted supply left for unrestricted use.

Play Increase

Most immediate effect of the strike settlement on the coin machine trade in the Northwest will be an upping of patronage by lumberjacks back at work with bigger pay checks. The coin machine is a center of off-hours attraction at many isolated outposts in the lumber belt, and locations there are already experiencing an increased play after the lean times of three months of inactivity.

With the influx of shipyard workers and other newcomers attracted by war industries, coinmen in the Northwest States saw a big increase in play on many types of machines and on all locations. The strike, accompanied by the depressing effect of closing war plants, put a sizable dent in play. Now the expanding lumber business is expected to go a long way toward making 1946 a successful year.

COIN-O-POINT NEEDLES

Manufactured, Distributed & Guaranteed by

ALLIED MUSIC SALES CO.

3112 Woodward Ave., Detroit 1, Mich.

More fidelity... More enjoyment

New developments in tone quality, tone control, tone range—developments based upon Mills research and wartime electronic developments—are important features of the Mills Music System. Not just amazing realism . . . not just the illusion of the presence of the performing artists . . . but the capture of tonal beauty never before realized in recorded music is a reason why it is

Marvelously worth waiting for

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Guild Disks Sells Out To J-T Firm

Juke Ops To Benefit

NEW YORK, Jan. 19.—Guild records has been acquired by the Jefferson-Travis Corporation, according to announcement by Irving Felt, president of the J-T concern, for around \$250,000. Purchase price covers the present Guild catalog, unpressed masters, the firm's pressing and milling plant in Norwalk, Conn., and shellac and other equipment in the present inventory.

Purchase, plus the one announced several months ago—Musicraft records—puts the company in position to make a bid for the big time, Felt states. He claims an annual production of between 12,000,000 and 15,000,000 records will be attained before the end of summer with the combined production of the Norwalk plant, the Musicraft plant, Los Angeles, and a new works slated for operation early in March.

30,000,000 a Year

Felt hopes that before 1947 they will be making about 30,000,000 disks per year. Nothing positive can be said about production, however, until the plan is out of the planning and development stage.

Starting as a manufacturer of two-way communications equipment, the Jefferson-Travis Corporation owns the Fonda Tape Recorder and the Union Aircraft Products Corporation, which made rockets for the navy during the war.

As the present stock of disks are disposed of, it is possible that the Guild label will be dropped and the whole biz worked into the Musicraft light. Boni Fox has resigned his part as Guild president, but will continue to work with the new owners until they get their bearings.

Martin To Handle New Line of Disks

CHICAGO, Jan. 19.—Adding another line of record labels to his already extensive set-up, Jimmy Martin, owner of the James H. Martin Company, local record distributors, this week announced his appointment as Wisconsin distributor for the Musicraft Corporation, New York and Los Angeles diskery.

Already the Martin company headquarters is looking around for larger quarters, and is interested in facilities closer to the loop area.

Philco Changes Name For Broader Trade

NEW YORK, Jan. 19.—Announcement of the change of the name of the Philco Radio & Television Corporation to Philco Products, Inc., has been announced by the New York office of the Philadelphia concern. Expanded operations are given as the reason for the change of name.

"Philco's expanded operations, which now include household refrigerators and other radar equipment, prompted the change to a broader name for the sales company," it was pointed out. Entry by Philco in even more fields is expected.

Phono Op Elected Park Commissioner

MINNEAPOLIS, Jan. 19.—Don Leary, president of Automatic Sales Company in Minneapolis, was recently elected Park Commissioner of the village of Edina, a suburb of Minneapolis.

Leary, a juke box distributor, has been plugging his Record Rendezvous in a series of interesting advertisements in the local press.

Cigar Stores Found Good Juke Locations, Says N. Y. Operator

NEW YORK, Jan. 19.—Operators in New York are finding that juke boxes can get good play in almost any type of location. Recent installation in tobacco stores, where men spend leisure hours, have, according to Nick Gellentin, juke box operator, been very successful.

"I was wondering at first what type records they would prefer—cowboy songs, jazz, hot licks or longhair. In fact, I was plenty worried," Gellentin states. "But after two weeks I noted that they like about the same disks as I have in most locations—except for one or two 'barbershop singing types' that I wouldn't install in most spots."

Other operators in the city are also finding "men only" spots top paying ones. Men will think less of inserting a quarter in a juke box than a woman will a dime—this is not new, for in tavern spots this has been known for a long time.

A hurried survey to the general reaction of the men to a juke box at their "woman-less hideout," a tobacco store, brought forth many types of reactions—but all good.

Customers Happy

One man remarked that he always wanted a radio in a tobacco store to play soft music so whenever they puffed on their cigars all was not too quiet. A juke box, he thinks, is the perfect thing and he prefers longhair type disks.

Ideal Novelty Adds To Staff; Remodels St. Louis Quarters

ST. LOUIS, Jan. 19.—Carl Trippe, owner-manager of Ideal Novelty Company, is remodeling and making additions to his building.

A balcony thru the rear half of the building is being erected for a new parts department. Trippe plans to have one of the largest parts and repair departments in the Middle West.

Trippe has reopened his salesboard and premium department, known as the Ideal Sales Company, where Art Paule is in charge. Paule recently returned after three and one half years in the navy. A new paint spray outfit has been installed. Earl Bowman is in charge of the repair and parts department. He was recently discharged from the armed forces after spending three years in India.

Frank Scherrer is assistant to Bowman in the shop. Tom Dunbar is in charge of the arcade department. George Timpe, auditor, recently returned from two years in the army, is helping get the tax reports ready. John Bristow, stationed for three and one half years in the South Pacific, is also back with Trippe, and Red Kelley joined the staff several weeks ago. Eddie Hawkins, back after three years overseas, is back with the Missouri Tavern Supply Company, Springfield, Mo., a subsidiary of Ideal Novelty Company.

2 New Partners in Branson Phono Co. At Louisville, Ky.

LOUISVILLE, Jan. 19.—P. H. Branson and William R. Steele have joined H. M. Branson Distributing Company, juke box distributors, on a partnership basis. Two new partners join Hy Branson and Gil Brawner in the business.

P. H. Branson, Hy's younger brother, served 27 months with the Seabees. While new to the business, his experience with the Seabees is proving invaluable to his new duties as service manager.

Steele has just returned from 36 months in the army, most of which time was spent in the European theater. Before joining the army he was employed with the firm as a bookkeeper and office manager. He will continue with this work in addition to doing selling.

Branson distributors are handling Alrean music machines in Kentucky and Southern Indiana.

Another older man states that he always wanted a place where he could go and sing a few cowboy songs—with help from Gene Autry—without women all ways around. He can't understand why juke boxes weren't installed in "men only" spots long ago.

The most interesting thing to note in regard to this type location, Gellentin points out, is that it is a perfect spot to put in those older juke boxes that are no longer top money-makers in the regular spots. In these type places as long as the machine works and isn't "beat up too much in appearance," he says, "it will be a profit-maker to both operator and location owner."

Casa Riojas Ready For Big 1946 Juke Box Play in Mexico

MEXICO CITY, Jan. 19.—Casa Riojas, Mexico's largest juke box company, is readying its organization to meet an expected upswing in business this year and next.

Prospects for increased numbers of tourists from the United States—many of whom have crossed the border since the end of gas rationing last fall—is the principal reason for the expected upsurge.

Hotel men are likewise getting set to take care of the rush. New hotels are being built in some of the larger cities, particularly in resort areas like Acapulco.

Casa Riojas, in line with its expansion program, has just been named distributor for Wurlitzer juke boxes and equipment.

EXCLUSIVE DISTRIBUTORS
in
WESTERN PENNSYLVANIA, WEST VIRGINIA & VIRGINIA



AND
"Excelsior Records"

NOW DELIVERING—NEW RELEASES

<p>NO. 211 { "GOT YOUR LOVE IN MY HEART" Vocal Herb Jeffries with Joe Liggins Orch. "TISCO CISCO" Vocal Pat Kay with Herb Jeffries Orch.</p>	<p>NO. 212 { "I KNOW MY LOVE IS TRUE" "HARLEMESQUE" Joe Liggins and His Honeydrippers</p>	<p>NO. 213 { "MISS BETTY'S BLUES" "LOVER'S LAMENT" Vocals—Joe Liggins</p>	<p>No. 209 "Blues at Sunrise" "You Taught Me To Love" Ivory Joe Hunter</p>
<p>No. 207 "The Honeydripper" Parts 1 & 2 Joe Liggins</p>	<p>No. 208 "Left a Good Deal in Mobile" "Here's Hoping" Herb Jeffries</p>	<p>No. 202 "I Wonder" "Skyline" Dan Grissom</p>	<p>No. 205 "You Taught Me To Love" "Johnny's Boogie" Johnny Moore</p>
<p>No. 203 "Please Believe Me" "So Glad" Frank Haywood</p>	<p>No. 201 "How Come?" "Ev'rything About You Appeals to Me" Leon Rene</p>		

Retail Price, \$1.00 Plus Tax—Regular Discount to Operators and Dealers

AMERICAN COIN-A-MATIC MACHINE CO.
SAM STRAHL
1435-37 FIFTH AVENUE PITTSBURGH 19, PA.
PHONE: ATLANTIC 0977

ATTENTION, WEST VIRGINIA OPERATORS

WE WILL SHOW THE NEW SEEBURG 146 PHONOGRAPH IN OUR SALES ROOMS at 1925 Market Street, Wheeling, Sunday, January 27, and 5227 McCorkle Avenue, Charleston, Wednesday, January 30.

SHAFFER MUSIC CO.
606 S. High Street Columbus 15, Ohio
EXCLUSIVE SEEBURG DISTRIBUTORS

WE WANT TO BUY YOUR MUSIC ROUTE!
COMPLETE WITH ALL EQUIPMENT ON AND OFF LOCATION, INCLUDING SERVICE TRUCKS, ETC., ETC.
WRITE—WIRE—PHONE
WEST SIDE DISTRIBUTING CO. 612 10TH AVE., N. Y. 18, N. Y.
PHONE: CIRCLE 6-7533

COIN-O-POINT NEEDLES
Manufactured, Distributed & Guaranteed by
ALLIED MUSIC SALES CO.
3112 Woodward Ave., Detroit 1, Mich.

JUKES TO EASE

(Continued from page 80)

equipped with an American-made juke which was imported prior to the war. In a few limited areas coin machine men have been able to secure equipment since V-J Day.

Shipping Possible

Both Germany and Japan are still on the Department of Commerce "taboo" list so far as export trade is concerned. The commercial agent attached to the Chicago office of the Commerce Department pointed out, however, that an operators' association or a manufacturer could send a juke to the chaplain and his boys—provided it came as a gift—without red tape.

Army Special Services, in Chicago, agreed with the Commerce Department official that a juke could be shipped in this manner. Special Services even offered to crate and stencil the juke properly.

This latest evidence of the juke box appeal confirms trade opinion that G.I.'s in foreign lands are doing a bang-up job educating foreign citizens to the ways of America. Exporters feel that the jukes used overseas by the armed services will lend impetus to the juke box export-import trade once that trade is resumed in quantity.

Meantime the jukes are continuing to do a morale-raising job for lonely soldiers and sailors wherever they may be stationed.

Seconds Suggestion

A G.I. in New York voiced the views of the 500 American soldiers that are choosing a "G.I. committee of liberation" in Paris this week.

"There is a shortage of juke boxes and other coin-operated machines, radios and games. G.I.'s are lacking," the sergeant explained, "the comforts of the officers—and are doing any work that is necessary in the zone. This is not fair to the average citizen of the United States who is in the enlisted ranks. We want all to be treated equal."

In Paris the G.I.'s adopted the slogan: "We're in—help us out." Their program will be transmitted to a Senate committee expected in this area the end of the month to survey the demobilization situation.

Below are printed some of the demands that the enlisted men in the ETO are making:

1. Opening of all officers' clubs at all posts, camps and stations to officers and enlisted men alike so that all may enjoy the comforts and pleasures that they offer.
2. Abolition of all special officers' quarters and the requirement that all officers serve at least one year as an enlisted man—except in times of war.
3. Abolition of special areas, reserved sections and off-limit places that are for officers in regard to recreation events.
4. Equal rations for all—abolition of officers' messes—all members of the armed forces overseas to be served in one common mess on a first-come-first-served basis.

Sgt. Raymond Redmond, Corpus Christi,

Tex., chairman of the committee in Paris, is preparing for a long, bitter fight, but it is expected that his committee will get results, according to New York sources.

Applause greeted the reappearance of Norman Owen, Brooklyn, who was taken to the 142d General Hospital, where he was examined after preparing and distributing handbills announcing the meeting last week in Paris. Copies of the handbill are being forwarded to Congress and the War Department in Washington.

Public Issue

This is the first time that coin machines have shown up in public as an issue of the recent Pacific and ETO drives for better policies in the War Department release program for servicemen. Stories have been printed in the past telling of juke boxes, pinballs and bell machines that are in the theaters of operation, but these stories have dealt with the Red Cross machines—operated mainly for enlisted men and women.

While it was known that the army had machines in use in the zones it was assumed that they were distributed equal to all ranks in areas where the Red Cross could not handle the volume of machines necessary to entertain the troops in these cities or zones.

Yank Magazine and *The Stars and Stripes*, daily soldier newspaper, have been active in helping the men get what they considered their due, but the present situation calls for even greater help than can be gained from these sources. Newsmen stationed around the world are not only reporting the facts, but where it is possible, stating their views on the subject.

According to the sergeant heading the New York group, who wants to remain unnamed until the situation is slightly cleared and his discharge is approved, states, "Juke boxes have been one pleasure overseas that many troops have enjoyed when they could be found. American Red Cross machines were in most zones, but other machines, in areas where the Red Cross didn't reach, were in officers' clubs only."

4000 PLAYS

- ★ Cushioned Shaft
- ★ Balanced Tone-Beauty
- ★ Full Record Protection
- ★ Smooth Playing

PRICE 1-49 44c ea.
50-100 42c ea.

Special Prices on Larger Lots

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423 Broad Street Nashville 3, Tenn.

SEEBURG PICK-UP COILS
Except 8800—9800. Price \$1.50.
Fiber Main Gears for Seeburg & Wurlitzer
Less Steel Hub, \$3.00 Ea.; Doz. \$33.00.
Vol. Control Keys for Seeburg & Wurlitzer:
Package of 24, \$1.00.
Package of 100, \$3.00.
8800—9800 PICK-UP COILS,
\$2.00 and Old Coil.
Quantity Prices to Distributors and Jobbers.
Terms: 1/3 Deposit—Balance C. O. D.,
F. O. B. Los Angeles.
Factory guaranteed against defective work-
manship and material.

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DRexel 2341

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Manufactured, Distributed & Guaranteed by
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3112 Woodward Ave., Detroit 1, Mich.

AUTOMATIC HOSTESS EQUIPMENT

2 used Automatic Hostess Units (20 Machines) for sale. 3 brand new never unpacked AMI Streamliners, \$595.00 ea. WRITE, PHONE, WIRE NOW! SUBJECT PRIOR SALE.

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serving you with **MILLS MUSIC**

In CLEVELAND it's
THE MARKEPP CO.

Devoted to you and
your music interests!

MEYER MARCUS



In KANSAS CITY it's
UNITED AMUSEMENT CO.

A leader in music for
more than 15 years!

CARL HOELZEL



Swelling the ranks are these two new
OFFICIAL DISTRIBUTORS OF MILLS MUSIC
They will bring you the kind of service
and experience which you would expect from
the newest, most sensational automatic
music development of 1946.

wait for **MILLS MUSIC**

MILLS INDUSTRIES, INCORPORATED

4100 Fullerton Avenue • Chicago 39, Illinois

CLAIM JUICE VENDER WORKS

BALL GUM
is still scarce and will be for the coming year; better order Marbles now, the best substitute!

CAN STILL SUPPLY
Glass, Agate, Assorted Color Marbles.
Barrel of 50,000\$54.50
Keg of 21,000 23.80

NUTS-4-U
PEANUTS
90 Pound Carton, Blanched\$24.30

CHARMS
Fine Selection, 15 Cr.\$13.25
Penny or Nickel Counter, 1c or 5c. Ea. 1.25
Parcel Post Paid

**Full Cash With Order,
F. O. B. Factory**

ROY TORR LANSDOWNE PENNA.

Floridan Says Device Tested

Citrus exchange organizes firm to handle machine as engineers complete model

TAMPA, Jan. 19.—After five years of experimentation and research, the Florida Citrus Exchange reports that its complicated orange juice vending machine—to be known as the Seald-Sweet Vender—is now a practical, working coin machine.

New vender is not a product of the post-war era, because its actual production was held back by the war. Coinmen recall that before the start of World War II five of the machines were sent to Chicago for a trial period. At that time, the machines caused considerable interest, and speculation on the machine's future indicated that coinmen thought well of the mechanism.

Technical "bugs" were still present, however, and the exchange has spent the past five years ironing those out and making general improvements in the device. Statistics on the progress of the development were kept secret, but *The Billboard* has from time to time reported on those developments.

Inventor Acosta

Exchange bought its first experimental orange juice vender from Tracy Acosta, an Indian River citrus fruit grower, who invented the machine. Acosta was until recently a major with the armed forces. Discharged, he is now back in Florida and helping to develop his invention.

Biggest difficulty in perfecting the juice vender was the fact that parts of the machine had to be so adapted that they would handle a commodity which comes in various sizes.

Experts of a leading Detroit firm were assigned to design, engineer and build the machine, according to reports. Machine is now reported covered by more than 100 separate patents, owned by the Seald-Sweet Vending Association, subsidiary of the Florida Citrus Exchange. All profits derived from the machine will go to exchange members.

Bugs Out

Those interested in the vender report that many mechanical bugs were taken out of the machine during a tour of all large Florida cities in 1939.

When the juice vender was demonstrated on trial operations it caused great interest—not only among trade members, but also among the public. Feature of the vender is that the machine's process is clearly visible to the buyer.

A customer drops his nickel and the vender goes into action. An orange rolls into view from a refrigerated container. It is sliced open and then crushed, the juice falling into a paper cup. Once the cup is filled, it is shoved out toward the customer ready to drink.

Machine of this type has two obvious advantages. First, is its attraction. From a merchandising, eye-catching point of view, it compares favorably with new bottled soft-drink dispensers and with electric sandwich machines. Patrons who have watched the machine in action, were fascinated by it.

Second advantage is that a machine of this type settles a long-standing debate on the nutritional value of orange juice. Researchers have argued that citrus fruit juices, when left standing even a short time, lose their vitamin value. A juice vender of this type—which would slice, squeeze and serve a cup of fresh juice in 20 seconds—would have a definite nutritive argument in its favor.

No Noise

Despite the complicated maneuvering the machine goes thru to dispense one cup of orange juice, its workings are reported silent.

Citrus fruit growers, who have developed their business almost to the saturation point, have long cast an eye in the direction of venders with the hope that a satisfactory machine would enable

Location Begging

REDONDO BEACH, Calif., Jan. 19.—An operator of coin-operated washing machines has a location awaiting him here. The sooner the operator arrives the better it will be for 125 veterans' wives living in a trailer court. In the meanwhile, the war wives are using the old-fashioned tub for their clothes.

The reason the spot is open is that the one and only washing machine in the court was stolen.

Says Vend Field Just Scratched

NEW YORK, Jan. 19.—"Thousands of plants already have vending set-ups, but those who have analyzed the field say the surface has barely been scratched," says Ben D. Seltzer, of the New York Subways Advertising Company. Seltzer issued this statement at the request of Rowe Manufacturing executives who questioned various industry leaders on their personal opinion of the vending industry's future.

Seltzer's statement said, "In as much as World War II has taught factory executives the importance of having useful products made conveniently available to their employees on the job, the greatest progress in automatic merchandising during 1946 seems certain to take place in the industrial field."

"Production-wise executives now realize that chewing gum helps employees feel better and work better, relieving nervous tension and cutting down trips to the drinking fountain. Similarly, they have seen that the availability of cigarettes and candy helps build sound employee relations. As a result, smart management today welcomes the automatic merchandiser with open arms. Thousands of plants already have vending set-ups, but those who have analyzed the field say the surface has barely been scratched."

Said T. Gordon Mason, of the Dr. Pepper Company, Dallas:

"Automatic merchandising will play an increasingly important part in stimulating the high volume of sales needed to support the substantial level of prosperity every American desires to maintain thru the post-war years."

"If America is to produce 60,000,000 jobs it will be necessary to open and develop every possible channel of distribution; automatic merchandising fully pushed will prove vital in this process, providing many jobs in the field of distribution, manufacturing and transportation."

While the vending trade expects locations to increase greatly during 1946, observers express the opinion that no great or radical changes in style or design of machines are likely to appear on the market before late in the year.

★ **SALESMEN WANTED** ★
TO SELL ROUTES
Famous Asco
HOT SALTED NUT MACHINES

Our men now earning up to \$3000.00 monthly. Only those with Shipman, Main or similar experience will be considered.

Give Complete Information In First Letter

ASCO VENDING
55 Branford St. Newark 5, N. J.



VICTOR'S MODEL "V"
Famous Pre-War Vender

Model V capacity: 5 to 8 lbs. of bulk merchandise or 1,000 to 1,200 balls of gum. Vends 1/2", 5/8" and 3/4" ball-gum.

Model V Standard Finish, \$10.50 Ea.
Model V Wall Bracket, 85¢ Ea.
Combination 1¢ and 5¢ Coin Counter, Plus Postage, \$1.25 Ea.

Orders Filled In Rotation

Reconditioned Toppers, Ball Gum or Mds., \$6.95 Each.
Also Porcelain Model "V," \$8.95 Ea.

1/3 Deposit, Balance C. O. D.
PIONEER VENDING SERVICE
461 Sackman St., Brooklyn 12, N. Y.

Northwestern Vendors

De Luxe Merchandiser, \$19.75
Model "33" 9.75
Model "39" 11.35
Model 40 (4# Globe), 7.20
6# Globe, 15¢ Extra
33 Ball Gum (3 1/2# Globe) 8.40
(5# Globe, 15¢ Extra)

All Quotations Net, F. O. B. Factory.

All orders filled in rotation received.

1/3 Deposit, Balance C. O. D.
Send for List of Used Machines, Parts and Supplies.

IDEAL NOVELTY CO.
'Authorized Northwestern Distributor'
2823 Locust St. ST. LOUIS 3, MO.

Candy Show Set For June in Chi

NEW YORK, Jan. 17.—First post-war edition of the Confectionery Industries Exposition, to be held at the Hotel Stevens, Chicago, June 21-28, is well along in the planning stage, according to David P. O'Connor, vice-president and general sales manager of Penick & Ford, Ltd., New York, who is chairman of the exposition and forum committee.

Exhibits of candy vending machine manufacturers may play a prominent part in the exhibition.

The tempered by difficulties resulting from the sugar shortage, enthusiasm for the candy industry's big fair is running high, and an increasing number of leading candy men are taking an active part in making the show a pace-setter for the industry.

Following additional members of his committee are announced by O'Connor: Charles F. Scully, Williamson Candy Company, Chicago, and Roy E. Henson, Milprint, Inc., Milwaukee.

James A. King, vice-president of the Nulomoline Company, New York, another committee member, is developing the forum part of the program.

West Coast Co. Designs Vender For Small Spots

LOS ANGELES, Jan. 19.—American Vendors, makers of coin-operated vending machines for carbonated and non-carbonated drinks, has several post-war models in the process of production which will feature compact size, simple construction and a system of complete replacement units.

These venders, designed to conserve space in cigar stores, beauty parlors, service station, office building entrances, etc., will be produced in quantity as soon as materials become available, E. E. Brown, vice-president, stated.

The dispensers are both of the bottle and cup type. They are so designed that each of the vital mechanisms, coin chute, refrigerating system, bottle holder and ejector, and cabinet can be replaced independently.

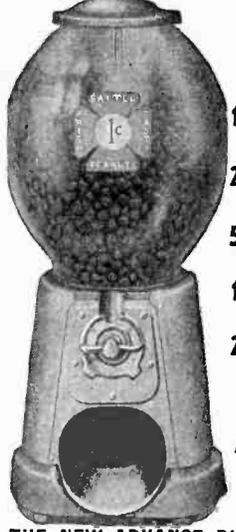
Anticipating a great market for coin-operated vending machines the company has also in the tooling process a popcorn vending machine, in which a cone of popcorn is ejected from a revolving slot upon insertion of a nickel, and an ice cream vender, Brown said.

them to sell surplus oranges during the peace years.

As long as September, 1938, W. C. Van Clief, executive vice-president of the then new Seald-Sweet Vending Association, predicted that "in five or six years the exchange will be selling 50 per cent of its oranges thru this method."

When production and development had to be curtailed and then halted because of the war, Van Clief's prediction was never tested. Once the machine goes into production, the trade will have an opportunity to see how the public reacts to this latest coin-operated specialty machine.

ADVANCE NO. 11
READY FOR DELIVERY!



PRICES:
1 to 9 Ea... \$9.63
10 to 24 Ea... 8.75
25 to 49 Ea... 8.13
50 to 99 Ea... 7.75
100 to 199 Ea... 7.50
200 to 500 Ea... 7.25

1/2 Dep., Bal. C.O.D. F.O.B. New York

THE NEW ADVANCE BULK VENDOR AND STAMP MACHINES OF TOMORROW ARE JUST AROUND THE CORNER.

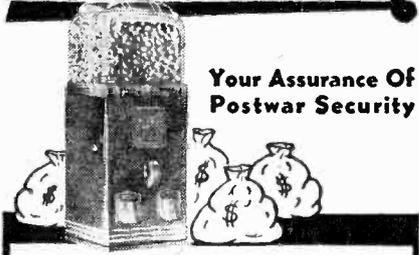
WRITE FOR INFORMATION
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WANTED

Cigar Vending Machines. Three column, 75 capacity. Must be set for six cent (6c) operation. Write or wire prices to

STERLING CIGAR VENDING COMPANY
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Northwestern



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Time and time again Northwestern bulk venders have proved their worth as steady, dependable money-makers under any and all conditions. That's why so many operators, and others interested in a permanent income, are looking forward to the time when these machines will again be available. To make sure of your postwar success, plan now to invest in Northwesterns--venders built for operating. In the meantime, keep in touch with activities through our free monthly paper The Northwesterner.

THE NORTHWESTERN CORPORATION
1807 ARMSTRONG STREET, MORRIS, ILLINOIS

Need for 60,000 Beverage Machines Immediately, Seen

PHILADELPHIA, Jan. 19.—Approximately 60,000 beverage coolers and vending machines will be needed this year for replacement of worn-out equipment, according to an estimate made recently at a meeting of the Philadelphia section of the American Society of Refrigerating Engineers.

Speakers at the session estimated the number of beverage coolers and venders now in service at 600,000 machines. Estimators were S. R. Hirsch, chief engineer of the Brunner Manufacturing Company, and Cecil Boling, of the Cecil Boling Company of New York.

Hirsch pointed out that in obtaining condensing units and other refrigeration equipment, manufacturers of refrigerated vending machines would have to compete with the home freezer and refrigeration industry, where an estimated backlog demand for 2,300,000 replacement units exists.

Condensing Units

"Many domestic size condensing units will be, and are, used by the commercial manufacturer," Hirsch declared. "Certain sizes of home freezers, water coolers and vending machines are installed by manufacturers using domestic size condensing units."

Hirsch based his estimate of the need for replacements on an average life of 10 years for refrigerating equipment. Most vending machine operators, however, calculate the useful and profitable life of drink venders at about eight years. This would point to a demand for substantially more than 60,000 replacement units, in addition to the need for more venders as new locations open up with expansion of the industry. As Hirsch pointed out, manufacture of new units for expansion was virtually stopped in 1941.

He also estimated that there are approximately 3,000,000 commercial refrigerating units of all types now in use. These include 24,000 frozen food cabinets, 600,000 ice cream coolers and 443,000 refrigerated display cases. In addition, there are 500,000 drinking water coolers and 170,000 soda fountains in operation. He figured the total annual replacement

need on these units at about 300,000 per year.

"At the start of the war we were no longer able to serve this replacement market except in cases of emergency," Hirsch declared. "It is hardly possible that 25 per cent of this yearly requirement was met. Therefore since 1941 there has been a 225,000-unit replacement deficiency each year, which starting in 1936, amounts to about 1,125,000 units."

Work Outlook

"If the productive capacity of the industry at best is 500,000 units, we have more than a year's work ahead to satisfy the backlog, not counting new business which is crying for machines."

He said the refrigeration industry should hit its stride and "really begin to bite into the backlog now on our books" by May, 1946. But he also was slightly sarcastic about production specialists who "talk about May, 1946, as the date when some fairy will wave the magic wand and untangle the crippling forces which impede our progress."

Hirsch also suggested that most refrigeration manufacturers should concentrate most of their productive capacity on smaller units, usable both in home refrigerators and such commercial machines as venders.

Canada Dry Slates Big Building Plans

JERSEY CITY, N. J., Jan. 19.—Canada Dry Ginger Ale, Inc., will spend \$6,000,000 to establish new bottling plants in the U. S. and Canada, R. W. Moore, president, announced at a stockholders' meeting here.

"This is not a post-war expansion in the usual sense, but resumption of an expansion program begun in 1935 and interrupted by the war," Moore said.

Building program will give the company 40 plants of its own in this country, besides plants of franchised bottlers, Moore said. In 1935 the firm had six.

REGAL KING OF THEM ALL



THIS LITTLE IRON MAN USES NEITHER GAS NOR ELECTRICITY AND MAKES YOU MONEY WHILE YOU SLEEP

REGAL PRODUCTS CO.
GAYS MILLS, WISCONSIN

OPERATORS!

Send for LOW PRICES

NUTS CHARMES VENDING SUPPLIES

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SALTED CALIFORNIA ALMONDS

Sensational Profits! RELIABLE NUT CO.
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FOR SALE

64 AUTOMATIC VENDING COCA-COLA CUP MACHINES. Consisting of 44 Fountain, 14 Cole Drink and 16 Thirst Quencher Machines. Here is an opportunity for you to get into a very highly profitable business. The machines have a capacity of 350 7-oz. drinks. They have been newly overhauled and are in excellent condition. You can purchase any amount at \$500 cash each, F. O. B. Miami Beach, Florida. Write or wire

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Phone 5-2609

January Clearance--100% Reconditioned

100 1¢ Silver King, Nut (Porcelain) \$7.95
20 1¢ Columbus, Nut (Porcelain) 7.95
100 1¢ Snack, Nut, Cap, 15 Lbs. . . 15.00
100 1¢-5¢ Comb. Nut, Fine Vendor . . 8.50
10 1¢ A.B.T. Challengers 27.50

Many Others—Write for Complete List, Cameo Vending, 432 W. 42d St., New York

an important National announcement

NATIONAL will soon have news of tremendous importance for you. The minute you hear it, you're going to realize that NATIONAL has again put a new and brighter picture on the Merchandise Vending Machine Business. Take a tip from NATIONAL . . . watch . . . wait . . . for NATIONAL quality and performance.

National Vendors Inc.

5055 Natural Bridge Avenue
St. Louis 15, Mo.

Manufacturers of Cigarette and Candy Vending Machines

STUDY OF VENDING NEEDED

Company Report Upsets Figures

Government survey fails to give full picture of trade, data on sales discloses

CHICAGO, Jan. 19.—Need for a comprehensive survey to determine the full extent of the vending business, and particularly of candy vending, was emphasized this week by a sales report from one of the largest venders concerns.

Coin machine trade has long suspected that the Department of Commerce report does not give the full picture of the industry, and this view was confirmed this week as Automatic Canteen Company of America disclosed that its 87,750 venders alone retailed 385,639,000 candy bars and packages in 1944.

These bars would be worth approximately \$10,026,000 at manufacturers' prices to wholesalers. Against this figure stands the Department of Commerce report that 78 candy manufacturers sold a total of \$11,766,000 worth of candy for resale thru vending machines in 1944. The Commerce Department report, of course, is based solely upon confidential statements of manufacturers, and no fault can be found with as far as it goes. Trouble is it simply does not go far enough to give a complete picture of the range, size and importance of the vending industry, trade observers pointed out.

Number of Venders

It is estimated by trade sources that there are at least 90,000 candy bar venders in operation in the U. S. besides those of Automatic Canteen and the penny candy venders, which have been estimated at nearly 1,000,000. On the basis of this estimate and the common trade knowledge that a vender must sell 70 or more bars per week to be profitable, sales of candy bars by other venders must have amounted to something like 327,600,000 bars in 1944. At wholesale prices, these would be worth about \$8,520,000.

This would bring the grand total of vender sales of 5-cent bars and packaged candies during the year to approximately \$18,546,000 at wholesale. This figure, however, does not include penny and 10-cent candies sold by vender, but these items are included in the Department of Commerce report. Estimating them at about one-fourth of total candy sales by vender, this would add at least another \$3,000,000, bringing the final total to about \$22,000,000 worth of candy at wholesale. This total would represent nearly 18 per cent of all sales of 1, 5 and 10-cent candy items.

Fault in the Department of Commerce report, however, does not lie either with the Department or the manufacturers reporting. Rather it is mainly a result of the great wartime difficulty of getting time and manpower to study the civilian economy except for some actual war purpose.

Survey Falls Short

The department began surveying the vending and coin machine industry in 1940 with a report on business done in 1939, but outbreak of war cut short any development of techniques and sources of information which would be necessary to a comprehensive report. For full data, reporters must go beyond the reports of manufacturers, valuable as these are.

When a manufacturer sells his candy to the wholesaler he seldom asks or cares who the wholesaler is selling it to, whether it is a 10-cent store chain or a vending machine operator. Only actual check most confectioners make on retail outlets is to see if their candy is getting proper display and handling to obtain maximum sales.

To get the real facts of vending of candy or any other product, Department of Commerce probably will have to go directly to the wholesalers and the vending machine operators themselves.

Funds Needed

Once the department is able to get sufficient funds from Congress to provide manpower and facilities, making a complete survey of the industry should be

Small Per Cent Of Condy Goes Back to Maker

WASHINGTON, Jan. 19.—Approximately 1 per cent of the candy industry's total wholesale sales volume was returned to the manufacturer by the customer during 1944, according to a study just made public by the Bureau of Foreign and Domestic Commerce.

Penny goods houses showed the highest percentage of returns, according to the bureau, with 0.24 per cent. This represents a change from pre-war when the penny candy companies consistently reported the lowest returns in the industry. Average return for a pre-war year was .004 per cent, while package-goods houses sometimes ran as high as 1.53 per cent.

Smaller manufacturers continued to receive the highest number of returns, says the bureau. As sales volume of the companies involved increases, the percentage of returned goods declines, according to the survey.

Total value of returned goods to all manufacturers was placed at \$500,000. Breakdown shows that returnage was approximately .002 per cent for companies doing less than \$500,000 worth of business annually. Companies doing in excess of that amount of business, reported returns declined. Companies with annual sales volume of \$3,000,000 or more had returns one-fourth that of the smaller firms.

Drink Industry Expects Upturn By End of Year

NEW YORK, Jan. 19.—Soft drink industry leaders are beginning to forecast better days by the end of 1946 if the annual convention of the New York State Bottlers of Carbonated Beverages is any indication.

O. H. Lamborn, of Lamborn & Company, New York, predicted that sugar allotments may reach the 1941 base during the last quarter of 1946. Lamborn said the sugar quotas for soft-drink bottlers would probably range between 80 and 100 per cent of the 1941 base.

While bottlers, like candy manufacturers, welcome the thought of an increased sugar ration, most bottlers are still hoping for an increase which will come in time to enable them to satisfy demand during the soft-drink peak season. More bottled carbonated beverages are sold during the hot summer months than in any other season. A large increase during the last quarter of the present year would come too late to help ease the shortage of the peak period.

Lamborn, addressing the bottlers' convention, said that the immediate supply situation is even tighter than was anticipated. He said that the Commodity Credit Corporation is not empowered to pay subsidiaries or take losses on sugar beyond the 1945 crop, and as a result there are no new Cuban or Puerto Rican sugar crops coming on to the market.

a relatively simple task. Department officials frequently have shown personal interest in the progress of the industry by attendance at conventions and other public gatherings of the trade.

Importance of such a survey can scarcely be overestimated both to the public and to the industry itself. In one direction, for instance, it would go far to establish the trade as a major American business, thus making credit facilities more readily available to it not only at banks but among security buyers as well.

Hope has been expressed by several members of the trade that the department would undertake such a survey in connection with its 1946 census of U. S. business, but so far no definite announcement on this has been made.

NATD Draws Executives of Three Firms

No Machines on Floor

CHICAGO, Jan. 19.—Midwestern convention of the National Association of Tobacco Distributors drew top management representation from at least three major manufacturers of cigarette venders as one large tobacco jobber and vender operator forecast the machines might some day account for nearly 50 per cent of cigarette sales.

Prediction came from Ed Brown, of Dallas, operator of tobacco wholesaling and vending companies in Texas and Arkansas.

"The whole cigarette situation is fluid today," Brown said. "I've been in the business quite a while, and I've seen venders grow from nothing to where they now sell about 20 per cent of cigarettes sold. Who can say that the day won't come when they will sell 40 per cent or perhaps even 50 per cent?"

Brown also was handling interests of National Venders, Inc., at the session. Accompanying him was C. E. Johnston, of Little Rock, who manages his Arkansas Wholesale Tobacco Company and Arkansas Cigarette Service.

John W. Haddock, president of Arthur H. Du Grenier, Inc., and Robert Z. Greene, president of Rowe Manufacturing Company, were among the top-drawer executives of vender firms attending the convention, which seemed at times like a gathering of cigarette vender operators.

William H. Moore, general manager of U-Need-A Vendors, Inc., and Leo Wilens, general sales manager, also made the trip from Union City, N. J., to keep up contacts with tobacco jobbers.

No Machines

None of the companies, however, had new machines on display at the convention, altho one firm reported that it had begun deliveries the previous week. Representatives of the other three were wary of making any forecasts as the threatened steel strike kept in the headlines.

Other Rowe representatives present included John S. Mill, vice-president of the manufacturing concern, and George M. Seedman, of Rowe Cigarette Service in New York City.

Du Grenier also was represented by Burnhart (Bip) Glassgold, general manager and vice-president; Frank Parri, chief engineer; Julius A. Levy, New York office manager in charge of New York and New Jersey sales; James H. Martin, Chicago, Midwest representative; Max Lipin and Charles S. Storler, Detroit, Michigan representatives, and Lou Golden, of Cleveland, Ohio representative.

U-Need-A's room at the Palmer House was under direction of Mack H. Postel, resident of Chicago distributor. Assisting him were Irwin Harwith and O. J. (Jack) Feinberg, of Detroit. Sam Yaras and Harry Hornstein, Dallas, distributors for U-Need-A, also were on hand for the sessions.

Popcorn Machine on Way Back, Says Op

NEW YORK, Jan. 19.—Popcorn consumption is on the upward climb here in New York with many new stores opening. It is expected that "a large number of popcorn vending machines will make their appearance on the New York market very shortly," according to Nathan Glickstein, local popcorn vending machine operator.

With the sugar shortage more and more severe, candy-hungry people have turned to popcorn—just as the crop is the largest in history—and have liked it so much that, according to leading authorities, "they will continue to eat more popcorn even when the sugar situation clears and candy is back in full force again."

AMERICAN EAGLE

Reconditioned LIKE NEW. 1c or 5c Slots Sport Symbols and Fruit Symbols

\$24.50 Each



LIBERTY BELL

1c or 5c Sport Symbols, same payoff as Fruit Reels, token or quarter payout. Fill the tube with quarters and it will dispense quarters instead of tokens. \$24.50 Ea.

ALSO BRAND NEW LIBERTY BELLS. Each... \$39.50 Fruit and Sport Reels

KLIX—WINGS YANKEES

Reconditioned Like New 1c or 5c Play, \$9.95 Ea.

USED COUNTER GAMES

- Marvels, Cigarette Reels only, 1c or 5c Slots. Ea. \$19.50
- Kicker & Catcher. Ea. 29.50
- Steepchase, brand new, fine amusement for people who like horse racing. Ea. 19.50
- Lots of Five. Ea. 17.50
- Victor Roll-a-Pak, like new. Ea. 10.95
- Sparks with Gold Award, like new. Ea. 29.50
- A.B.T. Guns, Model F, blue cabinet and challengers, late model, thoroughly reconditioned, like new. Ea. 35.00
- Stands for these Machines. Ea. 4.00
- Victor View-o-Scopes, thoroughly reconditioned. Ea. 25.00
- Mercury, 1c Cigarette Reels only, special. Ea. 17.50

USED MACHINES

VICTOR MODEL V, brand new, only machine of its kind. Ea. \$10.50

- East-Em-Hot Peanut Machine, 5c Slot. Ea. \$25.00
- Columbus Model A, lacquer base. Ea. 7.50
- Duplex, all-aluminum base. Ea. 12.50
- U-Chu Ball Gum Machines, chrome base. Ea. 6.50
- Columbus Tri-Mor, 3 Globe Floor Model Machine. Ea. 25.00
- Columbus Bi-Mor, 2 Globe Floor Model Peanut Machine. Ea. 22.50
- Northwestern Tri-Selector Peanut Machine, with three compartments. Ea. 22.50
- DuGrenier Candy Man, 5c slot, capacity 72 bars, with base. Ea. 45.00
- Without base. Ea. 39.50

STAMP MACHINES

- Postage Stamp Machine, brand new, regular \$35.00 machine. Special for this week only. Ea. \$19.50
- Shipman Postage Stamp Machines, brand new, 2 Column. Ea. 29.50
- 3 Column. Ea. 39.50
- Stamp Folders, 90c Per Thousand. Minimum Quantity 5000.

PEANUTS

- Jumbo Peanuts, 30 Lb. Cartons... \$7.80
- Spanish Peanuts, 30 Lb. Cartons... 6.30

CONSOLES

All in Perfect Condition

- Jennings Bobtail and Totalizers. Ea. \$99.50
- Jumbo Parade. Ea. 99.50
- Bally Club Ball, free play. Ea. 225.00
- Hi-Hands. Ea. 169.50

PIN BALL GAMES

NEW

- Laura. Ea. \$249.50
- Yankee Doodle. Ea. \$199.50

USED

- Four Roses \$62.50
- Gun Club... 75.00
- Knock-Out the Japs... 105.00
- Majorette... 59.50
- Monicker... 89.50
- Big Time... 40.00
- Big Top... 175.00
- Target Skill... 99.50
- Invasion... 44.50
- Metro... 44.50
- Cadillac (Plastic Bumpers) \$45.00
- Dude Ranch \$45.00
- Towers... 74.50
- Air Circus... 125.00
- Air Force... 79.50
- Click... 74.50
- Ten Spot... 59.50
- Spot-a-Card... 72.50
- Play Ball... 49.50
- Clover... 85.00
- Dixie... 40.00

CIGARETTE MACHINES

- U-Need-a-Pak, 7 Col., Double Shift \$69.50
- DuGrenier Model D, Double Shift, 7 Column... 72.50
- DuGrenier Champion, 11 Col. Split. 100.00
- DuGrenier Champion, 7 Column... 95.00

1/3 DEPOSIT REQUIRED WITH ALL ORDERS, BALANCE C. O. D.

Full Payment Must Accompany All Orders Under \$10.00.

RAKE COIN MACHINE EXCHANGE
609 SPRING GARDEN STREET
PHILADELPHIA 23, PA.

Edwards Urges Wholesale Tobacco Group To Realize Importance of Cig Vender

NAMA Director Featured as Speaker at NATD Convention

CHICAGO, Jan. 19.—One of the highlights of the NATD Midwest convention, held this past week in Chicago, was a speech by J. Renz Edwards, president of the F. S. Edwards Tobacco Company, Kansas City, Mo., and an operator of cigarette vending machines.

Edwards delivered his address to the Tuesday (15) afternoon session of the convention. Speech was entitled: *The Wholesale Tobacco Distributor as the Principal Factor in the Post-War Operation of Vending Machines.*

Edwards's speech follows:

I have been requested to talk to you on *The Wholesale Tobacco Distributor as a Leading Factor in the Post-War Operation of Automatic Vending Machines.* At the very outset I should like to call your attention to the fact that the subject does not pre-suppose that we wholesale tobacco distributors are leading factors. Rather, I should like to emphasize the possibility of our industry taking a leading position in the automatic merchandising field in the post-war period.

Versus Machines

It was approximately 10 years ago when I was invited to speak on vending machines at an NATD Convention. The vending machine business was at the teething stage at the time and in the course of making a few remarks I couldn't help but overhear such comments as: "It's a racket. How can anyone face legitimate distributors and talk to them about vending machines?" This talk started a very heavy discussion as to the future policy of the association as to whether or not tobacco distributors should be allowed to belong if they operated vending machines. In fact, some large distributors even went so far as to say they would withdraw from the association. However, good common sense won out and today many of those same people are among the finest operators. We have gone pretty far in the last 10 years and have learned a great deal about more efficient operation of our wholesale business and, likewise, we have learned that the operation of cigarette or candy vending machines is not a "racketeering" business. Far from it. While it is true that during the early stages, certain obnoxious elements were attracted to the vending machine business, that also applied to many other businesses. It seems a typical American pattern that practically any new business, during its formative stages, entices certain elements. In due time, with the entry into the business of reputable elements, the industry was placed on a high legitimate level.

Tobacco distributors are not new in the business. Most of us present here today represent old established firms. We all know the history of our business and have seen the progress that has been made. We can look back to the wooden Indian, to the rows of old-fashioned counters, to sedate horse-drawn delivery equipment, to gaslights and to all the cumbersome frills and dust of the "Gay Nineties" as compared to our modern streamlined methods of today.

Most Modern Selling

The distribution of sundry items, tobacco products and cigarettes is our particular science. We are trained for it. It has been our profession since the introduction of cigarettes to the American public. Today we are the prime distribution agents for all the tobacco manufacturers in the country and it is upon us that they depend for the distribution of their products to over a million retail dealers.

While we have, in most instances, been progressive in our record-keeping, in our modern warehousing methods, in our up-to-the-minute delivery systems, we are overlooking a most modern method of distribution—the automatic cigarette vending machine. Let us analyze the issue.

We talk about scientific machine production; we talk about streamlined methods of business management. Every one wants to operate an automobile; every household aspires to own a washing machine; a home is rapidly becoming incomplete unless it has an electric refrigerator. Dishes and other utensils

are washed by machine, thereby sparing the housewife a great deal of drudgery. We encircle the entire universe in less than 24 hours; everything tends toward an accelerated pace and mechanization.

My point is this—that we, as tobacco distributors, must do everything to safeguard our distribution and we must not overlook any additions and supplements to our methods.

The railroads of yesterday were so engrossed in railroading that they paid little attention to bus and truck lines, and today, either by purchase or agreement, they find it necessary to supplement their wide expanse of trackage with bus lines. The same is true of newspapers and radio. When radio became a more modern method of distribution than newspapers, the great publishers of our country adopted this supplemental method of distributing news.

More To Come

The cigarette vending machine is nothing more or less than a manifestation of that mechanization. It has become an amazing factor and it is here to stay. It is estimated that there are over 250,000 cigarette vending machines in operation thruout the United States, and this is not a static figure because as soon as new machines are available the number will even become greater. I do not make these statements as mere thoughts. I make them because I, myself, as a tobacco distributor, recognized the importance of automatic merchandising many years ago and today it is an extremely important addition to our method of distribution.

Cigarettes sold thru machines represent approximately 15 per cent of the total of cigarettes sold thruout the United States. The manufacturers of cigarettes have recognized the importance of machine distributors as a factor in the advertising and promotion of their brands. The war period greatly added to machine popularity. In shipyards, hospitals, industrial plants and in hundreds of other locations the consuming public met the automatic merchandiser for the first time and liked it. They are no longer a novelty or a fad, but have become a part of the American way of purchasing. Some of us here today have established, as I have, a vending machine company, worked in conjunction with our wholesale business, but conducted separately and apart with a complete office, warehouse and manager and a name that conveys the meaning of the business, such as Cigarette Service Company. This is a necessity, as, after all, it's a big business in itself. However, many have allowed others to beat us to the punch and there have grown up around us a number of business men who have built up for themselves very desirable and profitable businesses.

Solves Many Problems

A vending machine operation solves a number of problems for the distributor. It goes without saying that your regular salesmen shrink from calling on all lunch wagons, industrial plants or many other outlets. You might hesitate to extend credit to many outlets. The vending machine safeguards the location or customer and makes your service available in every outlet. Vending machines help you cope with cut-price conditions, as the prices of cigarettes dispensed are legitimate and not "loss-leader" items.

The process of building a vending machine business today will, of necessity, be very slow, as it is an already established business. My suggestion is to purchase an existing operation and make a connection with a legitimate manufacturer to feature his machines in your market the same as you do now with other controlled brands.

Prior to the war, at our NATD convention, vending machines were exhibited. Even in our model jobbing house we displayed machines, but we did not fully recognize their importance nor spend much time learning from the manufacturers of the machines. As the railroads recognized the bus lines, as the newspapers, pricked up their ears to the radio, in order to be factors we, too,

New Models at Pepsi Gathering

LOS ANGELES, Jan. 19.—The post-war Vendorlator Pepsi-Cola models were shown here at the West Coast convention of the Pepsi-Cola Company January 8-10. According to Howard M. Tripp, general sales manager for Vendorlator, orders for several hundred thousand dollars worth of the coin-operated venders were sold during the meet. Some 400 bottlers were present from points west of the Mississippi.

The company is making 30-day delivery on orders, Tripp declared, with tooling already complete on new post-war model. The Vendorlator plant at Fresno is ready to turn out 2,000 machines a month working a single shift, he said. Estimates are that plant could turn out 5,000 if worked around the clock.

Tripp predicted biggest use ever of vending machines for distribution of bottled drinks.

Washer Makers Ask Higher Price Limit

CHICAGO, Jan. 19.—American Washer and Ironer Manufacturers' Association, after an unpublicized meeting in Chicago, announced that its members have voted to appeal to the Office of Price Administration for an increase in the price allowed on these products.

Association contends that the increase allowed is so small that it will penalize full production of washers and ironers.

must understand automatic merchandising.

The statement I made 10 years ago that the cigarette vending machine business merits the serious consideration of every tobacco distributor, still holds good and I am fully convinced, as a wholesale distributor and vending machine operator, that we should be the leading factor in the post-war distribution of merchandise thru automatic vending machines.

Cocoa Imports In Sharp Drop

NEW YORK, Jan. 19.—Only 75,000 tons of the Gold Coast cocoa crop has been marketed up to December 15, 1945, compared with 115,000 tons up to the same date in 1944, according to the New York Cocoa Exchange. Preliminary estimates on the size of the crop remain the same as reported before—between 3,680,000 and 3,840,000 bags.

Sharp decline in marketings is attributed to rainy weather that has delayed movement of the crop from the interior to Coast ports.

Artichoke Answer Sugar Shortages?

CAMAS, Wash., Jan. 19.—Prospects for earlier local relief from the sugar shortage loomed this week with announcement of plans to construct a \$500,000 plant to extract sugar from Jerusalem artichokes, an uncultivated plant that abounds in Clark County.

Plans were announced by Columbia Engineering & Supply Company, a new corporation in Washington headed by D. W. Bowes, formerly of Denver. Plant will occupy a five-acre tract between Camas and Washougal, along the Columbia River. Mill will be named the Columbia Levulose Sugar & Refinery Company. Construction is to start as soon as weather permits.

Brazilian Cocoa To Ease U.S. Shortage

NEW YORK, Jan. 19.—Scarcity of cocoa for chocolate making was eased this week by the sale of 200,000 bags to American importers. Lot was sold by the Brazilian Government, and it was reported to be the first offering of cocoa to the U. S. domestic trade since last October.

Importers said the price was about 8.35 cents per pound including freight. This was about the same price paid for the previous purchase.

CANDY • GUM • CIGARETTES • PA
PACKAGED PEANUTS • MINTS • COUGH DROP
CIGARETTES • PA
MINTS • COU
CIGARET
CANDY • G
DROPS • CANDY • GUM
Y • GUM • CIGARETTES • MINTS • COUG
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It's on the Way
Univendor
vends a wide variety of merchandise at prices ranging from 5c to 20c
STONER MFG. CORP.
Aurora, Illinois

OPERATORS! PLACE YOUR ORDER TODAY FOR THE WORLD'S FINEST VENDERS
DELUXE *Northwestern* MODEL 33

Lots of 100 or More	\$18.95	Lots of 100 or More	\$8.60
Lots Less Than 100	19.50	Lots Less Than 100	9.75
Lots Less Than 25	19.75	Lots Less Than 25	9.95

Time Payments Available on Quantity Purchases.
Third Down, Balance 6 to 12 Months.

AMERICAN DISTRIBUTORS
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WRIGLEY: OLD BRANDS SOON

Spearmint First Back

Discontinue shipment of Orbit at end of January— vending quota out soon

CHICAGO, Jan. 19.—Philip K. Wrigley said his firm will discontinue shipments of Orbit brand chewing gum at the end of January.

Announcement of the return of Spearmint, first pre-war brand of Wrigley gum to go back into production, will be made some time in mid-February, he reported. The company will then be able to advise the trade as to how much Spearmint will be available and exactly when, he added.

Production of the firm's other two popular brands, Juicy Fruit and Doublemint, will be held up until sugar is more plentiful, he indicated.

Orbit Dropped

Altho Orbit gum has had a good sale, the brand name will be dropped "because with our sugar ration, every package of Orbit we make means one less (See WRIGLEY BRANDS on page 98)

Patent Decree May Clear Way to Vitamin Candy Bar

CHICAGO, Jan. 19.—Release of patents on Vitamin D as public property to be used by anyone without payment of royalty was seen here this week as opening the way for candymakers to bring the vitamin to American consumers in its most inexpensive form.

The vitamin, credited with preventing tooth decay and generally known as the "sunshine vitamin," was developed by Dr. Harry Steenbock, of the University of Wisconsin, and patents on it were held by the Wisconsin Alumni Research Foundation, an organization no longer connected with the university. The vitamin also is regarded as essential in prevention and cure of rickets, a disease attributed to improper diet.

Patents were freed by a consent decree signed in Chicago by Federal Judge John P. Barnes in settlement of an anti-trust suit against the foundation.

Infringement Case

Suit was started by the foundation itself as an infringement case against a vitamin manufacturer. The federal government entered the suit in 1944, charging that the foundation and its 17 licensed manufacturers were exercising unreasonable control over vitamin products and charging excessive prices for them.

Circuit Court of Appeals in San Francisco held the patents were invalid, and the consent decree was issued after appeals by the foundation had been rejected twice by the Supreme Court.

Government's case centered on the charge that the foundation had controlled production of the vitamin since 1925 and had conspired with its licensed manufacturers to prevent competitive firms from obtaining use of it. Wendell Berge, assistant U. S. attorney general who prosecuted the case, charged that the greatest harm of the alleged monopolistic control was to deprive poorer people of the vitamin, as they generally have greatest need of it.

Use of vitamins in candy bars and other confections has long interested candymakers and vending operators. This interest was greatly heightened by development of vitamin fortified candies as part of the army ration diets during the war.

Capt. Vernon M. White, who had charge of the Confections Section of the Quartermaster Corps Subsistence Research and Development Laboratory at Chicago, recently told a meeting of the National Confectioners' Association that addition of vitamins to candies may do much to establish candy as a staple food. (See DECREE MAY on page 98)

Nickel Papers May Brighten Prospect For Vend Machine

BOSTON, Jan. 19.—Prospects for widespread use of newspaper vending machines were brightened by the prediction here recently that a 5-cent price on dailies is "inevitable" in most U. S. cities.

Forecast came from Frank Gannett, owner of a chain of 21 Eastern dailies. Many papers in smaller cities had raised their price to 5 cents even before the war, and large city dailies which used to sell generally for 2 cents now sell for 3 or 4.

Adoption of a standard 5-cent price probably would go far to popularize sale of dailies by vender, altho most machines now on the market include a change return mechanism.

Observers of the newspaper industry, however, were inclined to be skeptical of Gannett's statement as being more an expression of hope than a genuine forecast. Future of the daily newspapers, once newsprint paper becomes available again, appears unpredictable especially with money plentiful and rumors of new papers circulating freely.

Cigs Rolled Out At Record Rate

WASHINGTON, Jan. 19.—Cigarettes continued to come off production lines of U. S. factories at a record rate in November, tobacco tax reports of the Bureau of Internal Revenue disclosed.

November output totaled 1,270,294,976 packs, tax payments revealed. This was an increase of 242,570,293 packages, or a 23.6 per cent gain over production in November, 1944.

This brought total output for 11 months of 1945 to 12,575,449,513 packs, an increase of 1,500,000,000 packs, or approximately 13.5 per cent, over production in the same period in 1944.

Meanwhile, oversized cigarettes, which had gained such popularity during the war that total production for 1945 was running 270 per cent above 1944, went into a sharp slump.

Output was down 95 per cent in November.

Eats Pound of Candy Daily, Hearty at 87

ST. PETERSBURG, Fla., Jan. 19.—To spike statements by some of the country's doctors that candy, eaten in quantity, is bad for health and teeth, comes the story of Emil J. Brach, 87-year-old president and founder of the Brach Candy Company, Chicago, that he has "eaten one pound of candy a day for the past 20 years."

Inventor of many labor-saving machines, Brach claims the only type machine that he hasn't invented is the "candy taster." Vending machines are another type machine that he hasn't invented, according to officials in the Chicago office of the candy firm.

Move Seen To Up Cig Prices

FRANKFORT, Ky., Jan. 19.—Demand for the Office of Price Administration to increase the ceiling price on cigarettes as a means of halting the slump in burley tobacco prices came from the Christian County Farm Bureau at Hopkinsville, Ky.

Ben Adams, a director of the Farm Bureau, said telegrams had been sent to the Kentucky delegation in Congress asking that this view be presented to OPA Administrator Chester Bowles.

Meanwhile, members of the Kentucky General Assembly in regular session here were discussing proposals for an emergency resolution to close all Kentucky burley markets as the price dropped to \$37.80 per 100 pounds after opening in December at \$48 per 100. Earlier, a request by Gov. Simeon Willis for the 22 auction warehouses to stop sales was ignored, but demonstrations by farmers succeeded in halting sales in Louisville.

In Washington, Representative Flannagan, Virginia Democrat and chairman of the House Agriculture Committee, declared there was an agreement among tobacco buyers to hammer prices down. He said he would favor closing of all burley markets unless prices are "restored."

Entire move of buyers to reduce burley prices was interpreted in some quarters as an effort of cigarette manufacturers to put pressure on OPA for an increase in ceiling prices of cigarettes. Flannagan also urged that the government's Commodity Credit Corporation purchase the balance of the crop to control the price.

It was pointed out, however, that even at 38 cents per pound this year's 603,000,000 pound crop would give Southern tobacco growers considerably more money than they received during the 1934-'38 period when crops averaged 300,000,000 pounds per year and prices were around 22 cents per pound.

appreciation of his leadership and his contribution to the advancement of the automatic merchandising industry will be presented to Leverone at the dinner by Robert Z. Greene, president of Rowe Manufacturing Company and new NAMA president.

Drink Vender Mfg. Mulls Killing of Reconversion Fund

CHICAGO, Jan. 19.—Executive committee of the Hayes Manufacturing Corporation of Grand Rapids, Mich., which is reported to be making soft drink venders, has recommended the liquidation of a \$300,000 special reserve fund set up to cover cost of reconverting plant facilities to peacetime production.

Committee urged the company's board of directors to rescind its resolution of September 30, 1945, establishing the fund. The report did not say whether any of the fund had been used, but the form of the committee's recommendation indicated that it was untouched.

To Fete Leverone, Retired NAMA Head, With Dinner Meet

NEW YORK, Jan. 19.—Nathaniel Leverone, chairman of the board of the Automatic Canteen Company of America, formerly secretary of the Chicago Crime Commission and Chicago civic leader, will be honored by the members of the National Automatic Merchandising Association January 22 at a testimonial dinner held at the Savoy-Plaza.

Leverone was one of the founders and first president of NAMA, national trade association of operators, manufacturers and suppliers of merchandising and service vending machines when it was organized in 1936. Serving as president for nine years since its inception, Leverone gave up active direction of the organization two months ago, but is still a member of the board of directors.

A plaque expressing the members'

V-V DAY

That DAY when merchandise vending machines will once again make production headlines.

Look for the STANDARD

Through many years of service in peacetime and wartime. From light and heavy malleable iron and steel castings and refrigeration compressors to mortar shells, land mines, rocket shells, chemical shells, 90's and 155's. And now—vending machines!

Look for the STANDARD

This new division of Lehigh Foundries was inaugurated under the able influence of men with many years experience in the vending machine industry. Men whose knowledge is being augmented at this moment by the engineering skill and production genius of Lehigh Foundries, Inc.

Look for the STANDARD cigarette machine
Look for the STANDARD candy machine

STANDARD VENDORS

LEHIGH FOUNDRIES, INC.

Factories at Easton & Lancaster, Pennsylvania

CIGARETTE VENDING MACHINES DuGRENIER

- "CHAMPION" 9 Col. \$89.50
 - "CHAMPION" 7 Col. \$77.50
 - MODEL "S" 7 Col. \$35.00
 - MODEL "R" 5 Col. \$29.50
- Above machines complete with floor base.



ROWE ROYALS and IMPERIALS All sizes available

REPLACEMENT PARTS & MIRRORS

Reconditioned by New York's Leading Mechanic! Refinished—Like New—Ready for Locations!

1/3 Dep., Bal. C. O. D. UNEEDA VENDING SERVICE 100-102 Scholes St., Brooklyn 6, N. Y.



NOW AVAILABLE GET STARTED

Be independent. Steady income. Write for prices. Liberal allowance for old machines.

"Advance with Advance."

THOMAS NOVELTY CO.

1572 Jefferson Paducah, Ky.

STAMP FOLDERS

For Shipman, Schermack, Victory, New York

10M—\$4.85	25M—\$11.75
Shipman Duplex Stamp Machines \$24.50 Each	
Advance Stamp Machines \$10.00 Each	
1c & 5c Combination Coin Counters . \$1.25	
We buy Postage Machines. State price, make.	
1/3 Deposit on All Orders, Balance C. O. D.	
PARKWAY MACHINE CO.	
3046 U Tioga Parkway, Baltimore 15, Md.	

Virginia Cities Urged To Avoid New \$\$ Sources

RICHMOND, Va., Jan. 19.—Virginia cities and towns facing a shortage of tax revenues were told by the State Legislative Advisory Council to increase levies on real estate rather than seek new tax sources.

In a report to Governor Darden, the council found that the average tax rate on Virginia city, town and farm properties was well below the average true rate for the country as a whole in 1944.

The council's tax committee, headed by Assembly Delegate John B. Spiers, of Redford, added:

"These facts suggest that the localities, in case of necessity, may increase their rates on real estate appreciably and still enjoy tax rates below the average in this country. A large amount of additional local revenue can be properly raised in this manner."

Taxes on Business

Other recommendations of the council centered upon business taxes. It recommended that localities be allotted for local taxation all tangible personal property used in manufacturing except inventories of materials. It also suggested that city and county tax collectors use sales of beer and wine in the money base used to figure the amount of license fees on stores and restaurants.

The council urged cities to "levy and collect their own taxes rather than to seek larger State appropriations.

"If existing subjects of taxation or sources of revenue are insufficient or cannot stand a heavier burden, or if administration cannot be improved so as to raise the needed revenue, or if sufficient economies cannot be effected then, as a last resort, such cities may seek a legislative act authorizing a pay roll tax or a city retail sales tax," the report concluded.

Sees U. S. Setting New Goods Peak

CHICAGO, Jan. 19.—American machinery should break all previous records of production after the next five years, according to an article in a recent issue of *Fortune* by Charles R. Walker, director of a research project at Yale University's labor and management center.

"War showed itself a force of mass production," Walker writes, "and mass production is the nursery of time and cost-saving inventions. For the next five years these inventions will be reflected in post-war technology. Thereafter the American machine should break all previous records."

"High productivity does not necessarily mean a healthy economy," he warns. "As the depression years tragically illustrated, a high level of productivity may co-exist with only partial employment. To realize the advantages of high productivity for everyone, full employment and a large volume of output are necessary."

It is pointed out that between 1919 and 1939 productivity more than doubled per man per working hour in manufacturing. In consumer industries productivity continued to rise to 1942—then fell slightly, but never declined to the 1939 level. As for the cause of the decline, Walker states: "It seems reasonable to conclude that most of the industries that lost ground suffered from shortages, priorities, obsolete equipment and fringe labor."

Four Piersons Give Company At Kansas City Fabulous Rep

ST. LOUIS, Jan. 19.—In a recent issue, *St. Louis Globe-Democrat* carried a feature article chronicling the activities of the Pierson brothers and their Vendo Company, in Kansas City. For the interest it has to the trade, the paper's story is reprinted here:

The story revolves around four fabulous Swedes, brothers, who owned a factory which turned out vending machines for soft drinks when the war started. They wound up with so many military contracts, 167 of them in one year, that they had to cut to just thinking out projects, turning them over to other factories to do the work.

The Swedes are the Piersons—Elmer F., John T., Fred N. and Carl G.—big, happy, blue-eyed men, who have prompted one employee to say the company (it spilled over into five buildings thru the war) should be called "four Swedes in a Sweat." Their inventiveness is carrying on into the peace.

Started in '37

They started in '37 by manufacturing those vending machines into which you drop a nickel and get a cold soft drink. Their machines go all over the world. But the machine posed a problem because some people put slugs into them.

So, as the war started, the Pierson researchers had just found a "slug rejector" which caught the phony nickel thru the sound it made. Researcher who worked out the device was a young man with no formal research education, but a tireless interest in the science of sound (supersonics). Now he's writing on supersonics for erudite journals and devising more gadgets for the Piersons.

The war broke and Elmer Pierson took a plan to Washington to ask what he could do. He learned that the high command was worried because their current testing method for 20mm. shells was letting thru a lot of cracked ones and imperfect shells were killing gun crews.

Shells were being inspected by people who could merely look at them closely. The method took a long time—another drawback.

War Device

Pierson said, "I think we can lick that problem with supersonics." In 10 minutes he was surrounded by gold braid who begged him to hurry. He flew back to Kansas City, began hiring, and his researchers went to work. Soon they had a device which included an anvil onto which the shells were dropped.

It there were no faults, the shells gave off two tones—tones in the higher frequencies which cannot be heard by the human ear—and the device lit two lights. If the shell was cracked the lights failed to glow. Device was shipped to ordnance plants. In one run of 300,000 20mm. shells, it picked out 26 faulty ones.

The Piersons' plant—it's called the Vendo Company—got up to 1,600 employees at the peak, a comparatively small pay roll for what it turned out.

They made a large portion of the radio and radar antennae used by planes. One device, which went onto one-man life rafts, looks like a double butterfly, two feet across. It catches all radar impulses in its neighborhood and bounces them back to the sender whether ship or plane. That starts a hunt, and as a result hundreds of men stranded on the sea were saved.

When the war ended the Piersons had gone much farther. They were turning out a gadget to be strapped to planes and lifeboats, which sent radar waves instead of just waiting for them.

When peace came, the Piersons were ready. On August 12 they already had an assembly line in one plant to turn out metal kitchen stools. The stools were intended primarily to keep people on the pay roll while they reconverted the rest of their plants. Buyers wanted 600,000 of their stools, but they're stopping at 115,000, because they're interested chiefly in long-time steady production.

Back to Venders

Now they're back to making vending machines. But this time they'll be bigger and better. One model which should be out within 12 months happened because Elmer Pierson visited the New York World's Fair and was shocked at the waste he saw—empty soft drink bottles lying all over the grounds. He

decided he'd make a vending machine which kept the bottles.

It is now being tested. When you put a nickel or dime into it, you will see, thru a glass door, a bottle move into position, a claw will uncap it and then it will pour the drink into a paper cup. A little glass door will slide open and you can reach in for your paper cup. The bottles won't be wasted.

The Piersons haven't advertised the machine yet, but they already have a letter from Egypt, of all places, asking for 100 of them.

Pierson researchers have also dreamed up a coin-changer which has caused a flood of mail from everything including ferryboat companies to railroads. You put in quarters and dimes and out come nickels. The gadget has been tested for two years at the North American bomber plant here, and it's ready to go into production.

Profit-Sharing

The Piersons are likely to pile up orders higher than the war brought, but they're quite certain of getting the workers they need. They share the profits. First, they have a bonus system by which they pay out quarterly bonuses that amount, annually, to a month's salary for every worker who has been in the plant a year and, after the first year, mount higher.

Further, they have a trust fund in which they put amounts equaling a month's salary for five-year workers, and two months' pay per year for all who have been with them longer. The employees can draw that money only after the seventh year and then only a year's deposits at a time.

That's because the four Piersons, al-

Jobs Open Up, But Unemployment High

CHICAGO, Jan. 19.—Employment in non-agricultural enterprises was 181,000 higher December 15 than a month earlier, but U. S. jobless still numbered 2,020,000, the Department of Labor reported.

Bureau of Labor Statistics said that the new job opportunities just about equal the number of men being discharged. Manufacturing employment decreased 34,000 largely as a result of the automobile strike.

At Louisville, the U. S. Employment Service said the job prospects were brightening with 137 firms hiring 4,000 more workers in the past 90 days and planning to add 4,500 more by April. About half of the companies hiring were manufacturers, the report said.

NY Bank To Finance Machine Purchases

NEW YORK, Jan. 19.—Trade Bank & Trust Company of this city announces that George M. Glassgold has been retained as special counsel to their newly formed installment financing division.

Division will handle time payment transactions on income-producing equipment and will service manufacturers and distributors thruout the country on coin-operated equipment, air conditioning and the like.

tho born here, have the Swedish belief that wage-earners should be prepared to pay for their children's education, and these piecemeal payments, out of the trust fund, can help.

There is one more cheering note at Vendo: Every employee gets his birthday off with pay. The Piersons think a man should be able to have fun that day.



KEEP YOUR EYE

ON... *Hercules*



"A NAME YOU CAN TRUST"

AVAILABLE NOW FOR IMMEDIATE DELIVERY

3 850 Wurlitzer	\$815.00	2 Rock-Ola Commandos	\$500.00
2 750E	750.00	2 Rock-Ola Supers	450.00
4 800	700.00	1 Rock-Ola Deluxe	425.00
10 700	675.00	1 Seeburg Regal	325.00
2 500 '42 Victory	500.00	10 5 30-Wire Boxes, Wurlitzer	12.50
10 600 '42 Victory R	475.00	10 5-10-25-125 Boxes	19.50
10 600 Rotary	450.00	10 Wurlitzer Sweet Music Boxes	20.50
3 412 Wurlitzer	150.00	26 Buckley Boxes Chrome, Late Model	15.50
1 61 Wurlitzer	140.00	10 Rock-Ola 5¢ Boxes	12.50
1 600 Celler Job, Buckley	300.00	5 Rock-Ola Bar Boxes	21.00
2 880 Seeburg R.C.	625.00	3 Wurlitzer 145 Fast Steppers	40.00
3 8200 Victory Gem	475.00	2 Rock-Ola Brain Boxes	27.50
2 12 Record Seeburg	125.00		

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Sell us your music on or off location. We will buy one or a thousand phonographs any place in the country. Exclusive Northern N. J. distributors of Bank Ball.

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VICTORY SPECIAL

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State Quantity — Condition — Price.

VALLEY
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6 Evans Electric Automatic Duck Pin Alleys, in good condition, 54' long overall. If interested write

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 New MILLS VEST POCKETS
 New 5c BLACK CHERRY BELLS
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- Chicago Coin GOALEE
 Bally UNDERSEA RAIDER
 1 Wurlitzer 850
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 2 Mills Thrones of Music
 2 Wur. Victory Models (24's)
 3 Mills 25c Gold Chromes, 2/5
 2 Mills 25c Brown Fronts, 3/5
 5 Gold Q.T.'s 5c Orig.
 8 Chrome Vest Pockets. \$57.50
 7 Blue and Gold Vest Pockets\$49.50
 3 Super Bells Comb., 5c\$249.50

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

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Mexico Tourist Revenue Booms

MEXICO CITY, Jan. 19.—Tourists spend some \$9,000,000 annually in Mexico, according to a statement just issued by the statistics department of the economics ministry.

Of these, 65 per cent come by automobile, the larger share from North America.

In an effort to stimulate this tourist trade, the hotel association reports that new hotels will be built in several cities along the Pan American highway from Laredo, Tex., to Mexico City.

A dozen or more new hotels will also be built in Mexico City proper during 1946 and 1947, if plans of the hotel association develop. Acapulco and Cuernavaca, both large tourist towns, report several new hotels now in the building stage.

Operators of coin machines south of the border expect this increased tourist business to hypo trade. Meantime, coin machine traders in the States predict an even larger export business to Mexican operators.

Coinography

—Sam Kresberg—

With 30 years experience in the automatic music business, the average person would be readying himself for retirement. But not Sam Kresberg, who has built a vast wealth of knowledge during his accumulation of music experience with varied companies since taking his first job with a piano freight firm at age 16.

With this store of knowledge, Kresberg is girding himself for further activity in the music business now that the war is won and the coin machine industry is beginning to get up steam to meet trade demands.

Stemming from that first job which entailed making the rounds of New York piano manufacturers to secure delivery instructions for his employer, the John J. Monks trucking firm, Kresberg moved from one association in the music business to another, finally becoming Eastern distributor for the J. P. Seeburg Corporation in 1938.

Atom Bomb Work

As distributor of Seeburg Symphonolas from 1938 to the outbreak of the war, Kresberg organized the East Coast Phonograph Distributors, Inc. As the clouds of war rolled over the coin machine industry, Kresberg purchased a factory in Minneapolis and thru the duration manufactured degreasing machines for the army and navy. An additional business interest in Florida produced airplane parts and intricate devices which later were revealed as integral components of the atomic bomb which blasted the Japs out of the war.

During Kresberg's legendary climb in the music business, a greater part of it spent in distribution of coin-operated phonographs, he was in and out of the trade several times. It was in 1927-'29 that Kresberg forsook the managership of the Remington-Rand Company music business to enter the fascinating business of stock trading. During the ensuing bedlam he dropped over half a million dollars as the "crash" wiped him out.

His connection with the Remington-Rand Company began in 1921 after James H. Rand bought out the buildings, equipment and unfinished pianos of the defunct North Tonawanda Musical Instrument Works. Needing a man experienced in the coin-operated music business, Kresberg was sold a half interest in Rand's distributor set-up of automatic musical instruments thruout the United States. After five years under this operation, Rand merged with his son's business, the Kardex Company, and knowing little of the music business, turned over the operation of their coin-operated piano business to Kresberg and a group of associates. This business was continued successfully for eight years until the advent of the coin-operated phonograph which immediately began inroads on the business then being conducted. Kresberg, seeing the handwriting on the wall, jumped into the fray and became highly successful in extensive operation of coin-operated phonos.

It was after this period of successful juke operation that Kresberg risked his accumulated wealth in the intricacies of stock trading and hit the bottom of the ladder.

Picking himself up immediately, on borrowed money Kresberg began his climb again in the music operating business. In less than three years on a starting capital of \$4,000, under the name Capitol Automatic Music Company, Kresberg had a business with estimated worth of \$1,000,000. At one time his firm operated over 2,000 juke in the New York metropolitan area.

From 1935 until 1937 he had a connection with a Chicago juke manufacturer as distributor, in which connection he turned over \$1,500,000 worth of equipment. It was from this connection that he stepped onward to his position as Eastern distributor, and then into war work, and now into the situation where he is once again contemplating re-entrance into the realm of juke operation, which he terms a "great business."

Discuss Ice Cream Sales

At Mississippi Dairy Meet

JACKSON, Miss., Jan. 19.—The Mississippi Dairy Products Association will hold its annual convention in the Hotel Heidelberg in Jackson February 13-14, according to Prof. F. H. Herzer of Mississippi State College, secretary of the association. Session will feature an open forum on ice cream and methods of selling it.

N. Y. Gets Film Meet May 9-11

NEW YORK, Jan. 19.—Annual Convention of the Allied Non-Theatrical Film Association, Inc., will be held May 9-11 at the Hotel New Yorker, according to Wilred L. Knighton, executive secretary of the organization. Many Arcade photo men are expected to attend the gathering.

It was only by a margin of seven votes that it was decided to hold the 1946 affair in New York rather than Chicago. Bad rail service in the Midwest area was cited as the reason New York finally won out.

The annual banquet will be held in the Hotel New Yorker Grand Ballroom May 11. It is expected that there will be many colmen present.

Photogs Slate Session at Chi

NEW YORK, Jan. 19.—The first annual convention of the National Direct Postive Association will be held April 8-10 at the Congress Hotel, Chicago, according to R. O. Mitchell, president. A non-profit organization devoted to the direct postive profession, the convention will introduce the group to interested studios and manufacturers that have not known of the benefits of NDPA.

Arcaide photo equipment will be displayed at the gathering, according to the convention. Both coin-operated photo machines and hand-controlled photo machines will be displayed along with many other types of cameras, equipment and film.

Badger Expands at L. A. To Meet Jump In Export Business

LOS ANGELES, Jan. 19.—Badger Sales Company here, will soon erect an 8,000 square foot building at 2200 W. Pico to house increased business locally and an export business to South America and South Africa in trade-in machines.

Building will include showrooms, offices, modern shop, conditioning department for trade-ins, paved loading court and parking spaces, Manager Bill Happel stated.

Badger Sales has prepared 2,500 catalogs for the foreign trade showing models of reconditioned machines. Copy and pictures are used to stimulate interest. The foreign trade will serve as an excellent market for trade-ins, Happel predicted.

Vend Tickets in London Subway

NEW YORK, Jan. 19.—Two sergeants, just returned from London, report that the ticket selling machines in the London subway system are on the increase with new models appearing in some of the busier spots.

In most locations, there are from six to 20 machines that will accept pennies, sixpenses, or shillings, vend the ticket and give the right change. Fares to different spots within the city are printed on each machine so that one machine is for penny tickets, another for penny and a half, two, three, four, and so on.

Another interesting note on the London underground system is that some of the penny vending machines on the platforms are back in working order. Cigarette machines are slated to be in operation soon, according to one sergeant who claims to have seen an announcement to that effect on one of the machines recently.

Ask Limit on Mex. Imports

MEXICO CITY, Jan. 19.—Mexican importers have placed orders for more than \$20,000,000 worth of American merchandise to be shipped across the border as soon as it is available.

Topping the list was \$6,000,000 for radio receiving sets and parts. Also electrical and household merchandise are in demand now, altho no shipments of this kind are expected for several months. Agricultural machinery and implements are being given immediate delivery.

Chamber of Transformation Industries has requested that the Ministry of National Economy take measures against unlimited import of foreign goods into Mexico.

Chamber asked that only goods which could not be furnished by Mexican industry be admitted to the country, and that Mexican business be given preference over that of foreign countries.

Foreign Trade Firm Established at Chi To Help on Exports

CHICAGO, Jan. 19.—A privately sponsored organization called the Foreign Trade Corporation of America has been formed here to assist Midwestern manufacturers in developing trade, officials of the organization said.

Eduardo A. Hellmund is reportedly president of the new corporation. Hellmund was formerly export manager of Contalner Corporation of America and Bell and Howell. Lawrence E. Abt, formerly with Bear Stears & Company, investment brokers, is vice-president. Alberto J. Perez, native of Cuba, recently released from the army, will act as sales manager for Latin America. Company gives its address as 182 W. Lake Street, Chicago.

FOR SALE

ARCADE EQUIPMENT READY FOR LOCATION. SPECIAL PRICE FOR ENTIRE LOT—OR:

- 2 Mutoscope Photomatic, Latest Model, Inside Lighting Each \$650.00
 - Photomaton Machine (Semi-Automatic) 600.00
 - 2 Panorams (Solo-Vue) 310.00
 - 1 Drive-Mobile 250.00
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 - 1 Horoscope 100.00
 - 1 Cupid Wheel 100.00
 - 1 Ace Bomber 175.00
 - 1 Super Torpedo 300.00
 - 1 Mutoscope Recorder 600.00
 - 1 Card Machine 30.00
 - 1 Pitch 'Em & Catch 'Em 175.00
 - 1 Liberator 125.00
 - 2 Sky Fighters 200.00
 - 2 Air Raiders 125.00
 - 2 Chicken Sams 100.00
 - 2 Electric Fans (Pedestal) 60.00
 - 2 Coin Counters (Standard Johnson, Electrically Operated) 200.00
- Send 1/3 Dep., Bal. C.O.D., F.O.B., N. Y.
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ELECTROLYTIC CONDENSERS
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Two Direct Positive Cameras. One 1 1/2 x 1 1/2, not used since overhauling; one 3x4, new. Each complete with booths, built to knock down. Enlarger and supplies free to one buying both, or will sell separately.

Write BOX 139, Macomb, Ill.

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| Big League .. 22.50 | Marvel Base-ball 94.50 |
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| Big Town .. 21.50 | Pin Up Girl 85.00 |
| Bolaway ... 69.50 | Sea Hawk .. 48.50 |
| Esco 69.50 | Sky Rider .. 139.50 |
| Capt. Kidd .. 69.50 | Shangri-La .. 27.50 |
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| Genco Defense 89.50 | Show Boat .. 57.50 |
| Fifth Inning 31.50 | Snappy, '41 57.50 |
| Five & Ten 104.50 | Spot Pool .. 59.50 |
| Flying Tiger 139.50 | Spot-Cha .. 125.00 |
| Foreign Colors (Rev.) .. 104.50 | Star Attraction .. 54.50 |
| Gun Club .. 57.50 | Streamliner 235.00 |
| Hi-Stepper .. 34.50 | Ten Spot .. 39.50 |
| Home Run of 1942 .. 69.50 | Torpedo Patrol (Rev.) .. 67.50 |
| Horoscope .. 54.50 | Victory ... 72.50 |
| Jolly .. 32.50 | Yanks ... 84.50 |
| Legionnaire .. 54.50 | Four Aces .. 119.50 |
| Majors of '41 47.50 | |

SLOTS

- 5¢ Mills Blue Front \$124.50
- 25¢ Mills Blue Front 174.50
- 5¢ Mills Cherry Bell 139.50
- 25¢ Mills Cherry Bell 194.50
- 5¢ Mills Copper Chrome, over 470,000 Serial 195.00
- 5¢ Mills Extraordinary 99.50
- 5¢ Mills Gold Chrome, over 470,000 Serial 194.50
- 25¢ Mills Gold Chrome, over 470,000 Serial 248.50
- 5¢ Mills Melon Bell 109.50

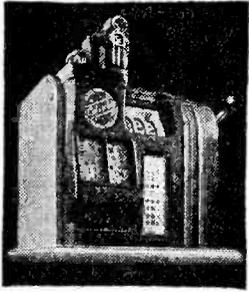
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Operates as cash payout, paying out first the last coins played, thus keeping slugs out of cash box. Guaranteed—completely reconditioned in our factory.

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Many other Counter Games. Write your needs.
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**Plan Trial
"Keedoozle"
In Chicago**

No Date Announced

CHICAGO, Jan. 19. — Grocery impresario Clarence Saunders is reported to be readying plans for the opening of his first automatic grocery store, ballyhooed as the "Keedoozle," within the next few weeks in Chicago. The Midwest thus may become a proving ground for what Saunders envisages as a national chain of such outlets.

Maker and loser of three fortunes in the grocery field, one of them with the \$100,000,000 Piggly-Wiggly chain, Saunders built his first automatic grocery before the war and tried it experimentally in Memphis. The Chicago installation would be his first post-war operating model, developed and perfected as an outgrowth of pre-war experiments. Previous reports, unconfirmed by the manufacturer, have indicated that the Automatic Electric Company, of Chicago, would build and set up the first store.

Automatic Sales

The "Keedoozle" operates on a self-service plan with emphasis on speed and economy. Customers walk along rows of glass-windowed dispensers, using a gun-shaped key equipped with paper-tape roll, inserting the key into slots indicated for articles he wishes to purchase. Then he presses an adjacent button, once, twice or more times, depending on the number of articles desired. The number is recorded in data on the paper tape attached to the key.

When the customer has finished shopping, the key is presented to a clerk, who runs the tape thru a machine which translates the dots on the tape into electrical impulses. These impulses cause indicated chutes to open, and the food—in cans, bottles and packages—comes rolling out.

Actual coin operation of this mechanical wonder, tho not yet fully developed, would have a logical and practical application from the point of view of the vending-machine trade.

While simpler and more specialized coin-operated grocery venders, such as those for frozen foods, are probably to be tested during coming months, the Saunders system may well herald the first complete, automatic outlet offering a range of products comparable to that of a departmentalized grocery store.

Vender Opinion

If successful, such a store, in the opinion of vending-machine operators would overcome one big handicap in the adaptation of coin-machine principles to the grocery trade. That is the unwillingness of most housewives to struggle from shop to shop in order to acquire all of the different types of food which they need, as seen in the greatly increased patronage of supermarkets to the detriment of single-line store, of which the old-fashioned meat market is an example.

Larger grocery chains, aware of Saunders' record, are expected to watch with interest the "Keedoozle" tryout. Saunders himself expects his new brainchild to put him back in the million-dollar brackets within a year after the opening of the first store.

Noma Buys Frigid Freeze

NEW YORK, Jan. 19.—Noma Electric Corporation has announced that it has acquired the Refrigeration Corporation of America, New York manufacturers of Frigid Freeze refrigeration units. John Bess will continue as president of refrigeration Corporation.

Girl With Vender

CHICAGO, Jan. 19.—Picture of a pretty girl inserting her nickel into a sleek-looking vending machine, appearing as a four-color fiction-story illustration in a recent issue of the widely circulated King Features *Saturday Home Magazine*, points up the increasing acceptance of coin-operated machines as part and parcel of everyday American living. It's another bit of evidence that the vending machine, like the juke box, has become fixed in the mind of the public—particularly of the homesick G.I.—as typical of the American scene.

**Lerner Leases
Second Arcade at
Wildwood, N. J.**

WILDWOOD, N. J., Jan. 19.—Sam Lerner, who operates the Stanley Arcade, devoted entirely to amusement machines, will operate two arcades the coming summer. He has just signed a lease for a double store in Hunt's Strand Block, which has just been rebuilt following a fire that gutted the block last summer.

Lerner will feature Pokerino in both arcades. He is the largest operator in Pokerino in the resort. On the two sites he will have over 200 machines, with approximately 100 in each, he said. Cigarettes will be awarded as prizes as usual.

The Strand Block, the most modern in the city, is a Boardwalk location.

**Convention Damper
Still On in Chicago**

CHICAGO, Jan. 19.—Convention facilities in Chicago are still far from adequate to take care of organizations seeking dates, according to Sherman J. Sexton, president of the Chicago convention bureau.

At the bureau's annual meeting at the Palmer House today, Sexton answered some of the questions of trade associations in the coin machine industry when he said that "delaying tactics" would be the rule for at least part of 1946. The situation will improve later in the year.

"We hope to schedule many large trade expositions for the latter part of 1946 or early 1947," he said. "The International amphitheater should be released by the army in a few months. The Coliseum and the Chicago Stadium are considering enlargement programs, and the navy will probably terminate its occupancy of Navy Pier early enough to make it available by 1947."

Seventy-five per cent of the Chicago convention proposals received during the last three months have been declined, said Dell Rhea, executive vice-president.

Return to Chicago's pre-war, wide-open convention schedule, with the great influx of visitors it will bring, is seen by local coin-machine operators as one of the big factors affecting their plans for increased play.

**\$1,000,000 New Money Aids
Decca in Materials Search**

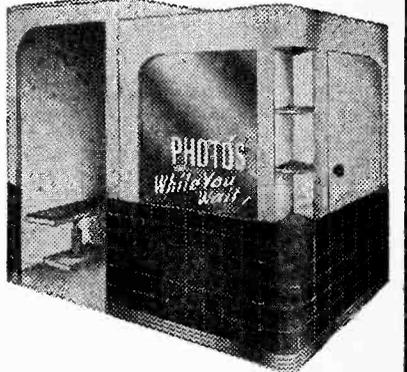
NEW YORK, Jan. 19.—Decca Records, Inc., reported that it has borrowed \$1,000,000 from the Chase National Bank and Marine Midland Trust Company at an interest rate of 1.75 per cent.

Proceeds of the loan will be used by Decca as additional working capital to buy materials, according to company officials.



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AND MAKE THEM LOOK
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Write or wire for full information, prices, etc., on Streamline and other types of photomachines. KD or one-piece cabinets. Also cameras without cabinets. All sizes, bust, full-length, single or double. Guaranteed 5 years. Prompt shipments. Fair prices.
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**5c CANDY VENDING
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In Metropolitan N. Y. area. Any size route considered.
Also want Candy Vending in good condition, ready for location. Call or write
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12-Record Rock-Ola, \$115.00; 2 Gottlieb Track Records, \$45.00; Reserve, \$150.00 each; 1 Western Derby Time, 6 multiple, \$150.00; 1 Gottlieb Derby Day, \$45.00; 1 Mills, 1-2-3, \$45.00; 1 Panco Races, \$25.00; 1 Panco Palooka, \$25.00; 1 Western Grand Prize, \$25.00; 1 Tanforan, \$40.00; 2 Track Times, \$65.00 each; 1 Baby Watling Gold Award, \$50.00; 1 Keeney Anti-Aircraft, \$40.00. Half deposit required with all orders, balance C.O.D.
Sterling Coin Machine Co.
Mt. Sterling, Ohio

FOR SALE
DUCK PIN ALLEYS
2 48-foot Evans Automatic Duck Pin Alleys, complete with Balls and Stands, in perfect condition. Now in operation. Price \$825.00 for all.
Write or Phone 2268
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MACHINE VALUES

3 SUPERS	\$110.00
1 JENNINGS ROLL-IN-BARREL	125.00
1 TOKYO GUN	150.00
2 EVANS TOMMY GUN	80.00
1 MILLS OWL	85.00
2 SEAHAWK	49.50
2 FOUR ROSES	55.00
2 FLICKER	45.00
1 ZINGO	150.00
1 MONICKER	75.00
1 SEEBURG GUN, Converted to BULLS EYE	85.00
1 SILVER SKATE	50.00
1 ROCK-OLA PM & SPECTRAVOX	395.00
1 ROCK-OLA SUPER	500.00
2 ROCK-OLA COMMANDO	650.00
2 ROCK-OLA MASTER ROCKOLITE, Complete with Adapter	450.00
2 MILLS EMPRESS	375.00

All in A-1 Condition. 1/3 With Order, Balance C. O. D.

M. T. CORNELIUS

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**WANT TO BUY
MILLS SLOTS**

Escalator Models, in any condition.
Cash or Trade In on Precision
Rebuilds.

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2 DIXIE	47.50
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1 PRODUCTION	75.00
1 WILD FIRE	49.00
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1 BELL HOP	50.00

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Small Lamps, first line Westinghouse Mazda, 51, 55, 63, 3 1/4 e ea.; 44, 46, 50, 4 1/4 e.; Big Lamps, GE Mazda, 7 e ea., 120 to ctn. Approved Fustats, Fusterons, Buss Brand, 12 e ea., 100 to box. 3 & 6 Amp. Plug Fuses, approved Buss Brand, \$4.25 per 100. Brand-new 28 & 32 Conductor Cable Wire, 25 e per foot, 250' rolls. 6L6 Tubes, 65 e ea.; ceiling price, \$1.95 ea. New, factory sealed, all first. Send us your Lamp and Tube needs.
Immediate Delivery.

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THOROUGHLY RECONDITIONED AND READY FOR LOCATION

ARCADE EQUIPMENT

1 Smile-a-Minute . . . \$450.00	4 5¢ Mills Peek Machines . . . \$ 93.00	2 Skyfighters . . . \$275.00
2 Talkie Horoscope . . . 125.00	1 Sky-Battle . . . 175.00	1 Stamp Vender Roll . . . 39.50
3 Anti-Aircraft . . . 59.50	1 X-Ray Poker . . . 70.00	1 Scientific Baseball . . . 67.50
1 Keeney Submarine. 185.00	1 Super Bomber . . . 245.00	1 Wind Jammer . . . 45.00
1 5¢ Chester-Pollard	1 A.B.T. Six Gun Automatic Rifle Range. 1895.00	2 Seeburg Astrograph. 34.50
Golf . . . 85.00	2 Mountain Climber. 75.00	5 1¢ Exh. Card Venders 22.50
2 5¢ 3-Col. Card Vender 35.00	1 Drivemobile . . . 295.00	1 1¢ Exh. Fist Striker . . . 55.00
10 2¢ Muto. Card Venders . . . 19.50		1 Exh. Punching Bag. 135.00
		1 Rainbow Pencil Vender 45.00
		1 Ace Bomber . . . 255.00

ONE BALL PAYOUTS

1 Longshot . . . \$285.00	1 Stepper Upper . . . \$85.00
2 Grand Stands . . . 85.00	1 Winning Ticket . . . 75.00
1 Stables . . . 27.50	

CONSOLES

JENNINGS	1 Cigarolla V Model \$125.00
1 Liberty Bell . . . \$ 19.50	1 Oafile Musical Dewey 85.00
5 Pace Saratogas . . . 85.00	

SLOTS

10 1¢, 5¢ Gooseneck, Ass't . . . \$20.00	PACE
JENNINGS	16 1¢ Bantams, 6 J.P. \$27.50
1 25¢ Victory Chief . \$385.00	GROETCHEN
1 5¢ Century, D.J.P.	1 10¢ Superior Bell . . \$55.00
4 1¢ Little Dukes . . 17.50	1 5¢ Superior Bell . . . 45.00
	1 25¢ Superior Bell . . . 85.00

FREE PLAY GAMES

Paradise . . . \$35.00	Follies . . . \$25.00
Polo . . . 32.50	Big Chief . . . 30.00

PARTS

Complete stock of Parts. Let us know what you need, we can fill it.

\$15,000 stock CONTAINER Salesboards at lowest prices. We manufacture Merchandise Salesboards.

5¢ 1000-Hole Hand-Dipped Chocolates . . . \$25.00	Costs Operator	Sells to Dir.	Takes In.
5¢ 1000-Hole Noodle Doll Deal . . . 19.50		27.00	50.00
5¢ 1500 Western Deal . . . 32.50		45.00	75.00

WRITE FOR SAMPLE NOW!

STEWART NOVELTY COMPANY

250 South State Street, Salt Lake City, Utah Phone 5-8433

Radio Heat Promises Wide Use To Stop Candy, Food Spoilage

CHICAGO, Jan. 19.—Announcement that sandwiches in a new vending machine would be heated with high frequency radio waves has led to the revelation that the waves are being used to supply heat in several other industries, including candy making.

A midwestern candy maker uses radio frequency heat to combat the mustiness that infests peanuts and spoils peanut clusters, rolls, bars and other candies, according to a report in *The Wall Street Journal*.

"His peanuts are exposed briefly to the radio waves, which heat them to 130 degrees thru and thru, leaving their flavor unchanged and killing any possible infecting organism," the story related. A large Eastern candy manufacturer is preparing to follow suit."

Defroster Unit

It was reported also that Federal Telephone and Radio Corporation is working on a small machine to defrost frozen foods quickly. The unit is designed with a view to placing it in frosted food stores where the housewife could defrost the food she buys, then take it home for immediate use.

The article also mentioned again the new hot dog vender. It said:

"Some day it will be possible to insert a coin in a vending machine, press a button, and get a hot dog, hamburger or grilled cheese sandwich which has been heated by radio waves."

The so called "electronic" or radio frequency heating method is being used also to cure hard rubber heels at Firestone Tire & Rubber Company and to stop fermentation of bottled beer in at least one brewery.

Great advantage of radio heat is its speed. According to reports, it will heat a sandwich thru in 20 seconds and cure a large rubber wheel in 18 minutes. Also it is reported to produce a more even heat, warming the entire object at the same time.

Radio waves used in heating are exactly the same as those used in short-wave radio broadcasting and in radar. They alternate at about 500,000,000 cycles per second. Passage of these waves thru a substance agitates the molecules of the substance, causing a resistance which produces the heat. In the radio frequency heater on the sandwich vender, the heating element is simply a coil thru which the sandwich passes on its way from the storage column to the customer. Radio

waves are supplied by a small oscillator unit.

Small Size

Another advantage of such heating units should be small size since an oscillator at such high frequency needs little more than a vacuum tube and a bend of wire. At frequencies of 500,000,000 cycles and above, a straight wire has the same effect as a coil at lower frequencies.

Food industry is expected to be one of the biggest users of this process, sometimes called "cold heat" since coils and other heating elements usually remain cool.

According to *The Wall Street Journal* report, one of the nation's largest bakers is using the process to eliminate bread mold.

"Up to now, bakers have retarded the growth of mold in bread and other baked goods by adding chemicals to the dough. Despite this precaution, more than 150,000,000 pounds of bread in bakeries, stores and homes are ruined by mold each year. Dr. William H. Cathcart of the Great Atlantic & Pacific Tea Company's national bakery laboratories, where the equipment is being used, said that when wrapped bread is exposed to high frequency heat mold spores are eliminated. The process, which renders the bread moldproof in five seconds, does not affect its taste, texture or nutritive value."

Atlantic City Nets \$19,000 on Meters

ATLANTIC CITY, Jan. 19.—The city's 1,250 parking meters showed a net profit of \$19,604.07 last year, Frank A. Brodhead, chief inspector, reported this week.

The total receipts from the quarters, nickels and pennies placed in the meters was \$29,250.33, which plus \$3,139 in fines, gave the department an income of \$32,389.33.

Salaries amounting to \$11,275.14 were paid, and \$1,510.12 spent for materials and supplies.

The income was the highest since the war, the record being in 1939, when the meters took in \$29,490 and the fines added showed a take of some \$53,095.

In 1944 the meter income was \$26,200.39, with expenses of \$11,389.74, leaving a profit of \$14,810.75.

The year ahead promises to break the 1939 record since reservations at the resort have been greater than any time in its history. The end of gasoline and tire rationing will increase the use of automobiles, and parking meters will be even more active as a result.

ALMOST READY TO OPEN AT 1209 DOUGLAS ST., OMAHA IMMEDIATE DELIVERY

BALLY VICTORY DERBY ONE BALL IN PAYOUT MODEL AND FREE PLAY MODEL BALLY UNDERSEA RAIDER

TAKING ORDERS ON WILLIAMS' "SUSPENSE"

As long as Midwestern Truck Strike continues we will continue to deliver in our own trucks all sizable orders for IOWA and NEBRASKA.

Frankel Distributing Co.
2532 FIFTH AVE. Phone 153 ROCK ISLAND, ILL.

CABLE STRIPPE Price Plus Guaranteed Satisfaction

GUNS

1 Undersea Raider (New) . . . \$389.50	1 Sky Fighter . . . \$219.50
2 Bazooka (Seeburg) . . . 139.50	1 Tank Gun (Bally Bull) . . . 89.50
2 Bally Bull . . . 89.50	1 Tall Gunner . . . 89.50
11 Bally Bull (Less Parts) . . . 35.00	1 Tokyo Gun . . . 89.50
4 Bally Convoy, Reconditioned . . . 189.50	Photo Electric Rifle Range for Seeburg Gun. (Changeover Unit) . . . 14.75
4 Bally Rapid Fire, Reconditioned . . . 129.50	Bartender Changeover for Seeburg Gun . . . 14.75
4 Evans Tommy Gun . . . 99.50	Gun Lamp Bulbs for Seeburg90
10 Keeney Anti-Aircraft Guns . . . 42.50	3 Seeburg Guns (Bartender) Repainted 189.50
3 Keeney Submarines . . . 89.50	3 Seeburg Guns (Photo Elec. Rifle Range), Repainted . . . 189.50
4 Keeney Air Raiders . . . 129.50	

TERMS: One-Third Deposit, Balance C. O. D.

IDEAL NOVELTY CO. Phone: Franklin 5544
2823 Locust St. St. Louis 3 Mo

COIN COUNTING MACHINES
NEW AND REBUILT—BOUGHT AND SOLD

Your Broken and Worn Coin Counters Repaired by Experts.
Write for List of Coin Counters Now on Hand.

ACE COIN COUNTING MACHINE CO.
3715 SOUTHPORT AVE. (Tel.: Bittersweet 4453) CHICAGO 13

Attention, Direct Positive Operators

New low price on Eastman Direct Positive Paper—1 1/2", \$4.73; 2", \$5.50, and all other sizes reduced proportionately. We are authorized distributor for the Eastman Kodak Company. Write for folder on glass frames, folders, chemicals, oil painted backgrounds, comic foregrounds, rubber gloves, finger tips, General Electric photo floods. Everything for the Direct Positive Operator.

HANLEY PHOTO SUPPLY COMPANY
1414 McGEE, KANSAS CITY, MISSOURI



TRYING OUT one of the first of the new model games—Victory Derby, made by Bally—are (left) Budge Wright, Western Distributors, and Jack Moore, Jack R. Moore Company, Portland, Ore.

COINMEN YOU KNOW

Chicago:

SAM STERN made the trip from Philadelphia on behalf of the Scott-Crosse Company while DAVE GARRICK came up from Miami Beach and JACK ROSENFELD was up from St. Louis. . . . Coin-Matic at Los Angeles was represented by KEN BROWN. . . . MRS. SAM ZEMLIAK was picking up the latest tobacco dope for the Mount Vernon, Ill., Tobacco Company also lending an ear for the latest vander news were MORRIS ROSENZWEIG, of Spring Valley, O., and A. E. McDONALD, of Ottawa, Ill.

LOUIS JACOBS, of Stevens Point, Wis., and RUSSELL JENSEN, of Kenosha (Wis.) Tobacco Company, also were circulating thru the vending machine makers quarters. . . . PAUL S. RECKER was one of those representing the Springfield (O.) trade while H. ZORINSKY, of the H-Z Vending Company at Omaha, was giving fellow tobacco men the latest news from the Cornhusker State. . . . Also in from Wisconsin was A. POLISKY, of the P-J Tobacco Company at Appleton.

R. J. MacMASTER, of Sault Ste. Marie, also was present to report on Michigan conditions along with HENRY SHAEFFER, of the Shaeffer Tobacco Company at Flint. . . . New Jersey was well represented by ANDY BONNER, of Hudson Cigarette Service at Union City; J. JACOBOWITZ, of Hudson County Tobacco Company, at Jersey City, and ED DIERICKX, of Dierick Vending Company, at Newark. . . . S. QUARANTA, of 40 Venders Company, at Mount Vernon, N. Y., was explaining that he gave his firm its novel name because his name means 40 in Italian. . . . And to complete the Western delegation came JACK M. LOHMAN, of Lohman Sales Company, Denver.

NATHANIEL LEVERONE, of Automatic Canteen Company, was elected a director of the Chicago Federal Savings & Loan Association. . . . He also was re-elected a director of the La Salle National Bank of Chicago.

JACK KELNER, owner of Kelner Vendors, was busy telling visiting coinmen at the Palmer House during last week's NATD confab that: "Sure, JIMMY MARTIN is a good salesman—I might say he's almost as good as a fellow by the name of Jack Kelner!" Jimmy's prolific and enthusiastic delivery on what his company is going to do for cig op-

erators was the talk of trade members calling on the show. HY FRUMKIN, former partner of Kelner in the cig vending biz, is now representing Martin on the road in lining up outlets for the Martinola record player. . . . "BIP" GLASSGOLD, general manager and v.-p. of DuGrenier, was on duty for long hours, too, during the NATD showings, greeting many out-of-town operators in to see (if possible) and inquire when new cig venders will be on the way to operators.

EMMA WELSH is the name of the attractive gal you'll soon be seeing in Suite 508, 134 N. LaSalle, headquarters of the CMI, where she'll be, Girl Fridaying for genial JIM GILMORE, exec sec of the association.

SAM ABRAMS, public relations counsel for phonograph merchants of Cleveland, was another Midwestern coinman in for the NATD meeting. . . . One of the most attractive showrooms in the trade is being readied for a grand opening by FRED MANN, regional rep for the Aireon Manufacturing Corporation. Showroom is to be on Michigan Boulevard in the center of the boulevard's swank shops, and will be a definite asset to the reputation of the industry.

HOWARD PEO, head of the Valey Specialties Company, while in town this past week announced his latest innovation to be adapted for Bell equipment. Peo, who holds a national reputation thru the trade for his many attachments for Bell machines, is completing his first post-war device. As soon as patrons hit the jackpot on Bell machines, Peo's device, a set of chimes set up on the wall behind the machines, will play the tune *How Dry I Am*.

LEO WOLFENSON, close associate of MAX GLASS, returned from a trip to Gotham. . . . That aluminum cabinet on show at DAVE GOTTLIEB'S plant is drawing the attention of visiting coinmen, and with the shortage of lumber continuing to be a serious obstacle to full production of games, interest is rising. . . . BEN LA POTA, photo operator in the Sherman Funland Arcade, is finally getting his bags packed for that Florida vacation he was planning two months ago.

AL STERN, of World Wide Distributors, this past week had a busy time of it conferring with ED HEATH, of Heath Distributors, Macon, Ga.; JERRY BROWN, Iowa Amusement Distributors, Des Moines, and BILL DOYLE, well-known coinman who is mapping a business trip thru Michigan for the coming months. . . . Other coin visitors seen about North and Northwest Side distrib this past week were LEO REMILLARD and RALPH FARMER, in from their co-owned firm, Modern Equipment, Kankakee, Ill.

Newest Coin Idea: 5c View for Ladies

CHICAGO, Jan. 19.—"A good slot machine idea would be a revolving full-length mirror," according to E. V. Durling, King Features Syndicate columnist who occasionally takes time out to dream up ideas for new-type coin machines.

In a recent full-page column for the Sunday supplements Durling brought up his latest idea, full details of which follow:

"A good slot machine idea would be a revolving full-length mirror. Insertion of a coin would cause the mirror side of the machine to turn backwards in one minute. The desire of women to see how they look in a full-length mirror is great. They would think nothing of paying a nickel for such an opportunity in a mirrorless spot. The suggestion is part of this department's campaign to help some of our subscribers get rich. You may ask why I don't use the idea myself. I don't want to get rich. I am afraid if I did someone would try to kidnap me."

Durling also included a column and a half illustration to give some idea of what his coin-in-the-slot mirror machine should look like.

Crazy as it may sound at first reading, a full-length, coin-operated mirror would be a fairly simple device to invent and construct. So say coin machine men.

Only question that now exists has reference to woman's vanity—would enough of them want to see themselves full-length for a nickel or will they settle for a partial view in the mirrored front of vending machines?

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HOLLYWOOD

MARVEL'S GREATEST CONVERSION COLORFUL • PLAYER APPEAL • TESTED

WANTED—LATE 5 BALL FREE PLAYS and ARCADE EQUIPMENT. GIVE DETAILS IN FIRST LETTER

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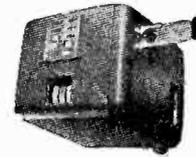
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READY FOR LOCATION!

PIN GAMES

Seven Up	\$45.00
Star Attraction	57.50
Toplo	75.00
Monicker	79.50
Bola-Way	67.50
Super Chubbie	47.50
Show Boat	59.50
Ten Spot	37.50
Wild Fire	32.50
Spot a Card	62.50
Gun Club	67.50
Texas Mustang	65.50



For Immediate Delivery!

SLOT MACHINES

5¢ Gold Chrome	\$195.00
10¢ Gold Chrome	210.00
5¢ Vest Pockets, Used	37.50
25¢ Brown Front	170.00

THE MILLS NEW VEST POCKETS

— \$74.50 —

CONSOLES
Super Track Time .. \$190.00
Galloping Domino (Brown) 175.00
Galloping Domino (2-Toned) 230.00

See! Try! Buy!
THE DOWNEY-JOHNSON COIN COUNTER
\$147.50

The Belle of All Bells!
MILLS NEW BLACK CHERRY BELLS

You may be disappointed on delivery unless you write NOW!

ROY MCGINNIS CO. 2011 Maryland Avenue BALTIMORE 18, MD.

DISTRIBUTORS FOR

D. GOTTLIEB & CO. } OUTSTANDING PIN BALL
EXHIBIT SUPPLY CO. } AND ARCADE GAMES

PACKARD MFG. CO. PACKARD PLA-MOR PHONOGRAPHS
NOW DELIVERING PACKARD PLA-MOR WALL BOXES

WE STILL WANT TO BUY 500 FIVE BALL FREE PLAY GAMES
SEND US YOUR LIST



OLIVE NOVELTY CO.

2625 LUCAS AVE., ST. LOUIS 3, MO.
(Phone: Franklin 3620)



FOR SALE—READY FOR LOCATION

UNITED'S CONVERSIONS—NEW—\$249.50.

Air Force	\$99.50	Eagle Squadron	\$95.00	Paradise	\$99.50
All American	39.50	Gobs	85.50	School Days	34.50
Bally Broadcast	35.00	Gold Star	35.00	Sky Chief	180.00
Bally Rapid Fire	135.00	Jungle	59.50	Sluggo	55.50
Band Wagon	30.00	Keep 'Em Flying	139.50	Ten Spot	40.00
Battling Practice	65.00	Majors, '41	49.50	Turf Champ	52.50
Bolo	35.00	Metro	35.00	Victory	79.50
Cadillac	30.00	Mystic	39.50	World Series	65.00
Champ	35.00	New Yankee Doodle	200.00		

SPECIAL—Ticket Deals—1836—Stapled in Fives—ONLY \$2.25. Others at Right Prices.

Terms: 1/3 Deposit With Order, Balance C. O. D.

WILL PAY \$50.00 for EXHIBIT'S Stars, Do-Re-Mi, West Wind, Double Play, Sun Beam, Zombie or HI Dive.

We buy and sell routes or extra Pin Games. Let us know what you have.

BANISTER & BANISTER DISTRIBUTING CO.

442-4 MASS. AVE. RILEY 4617 INDIANAPOLIS 4, IND.

Bally Says Factory 99% on Peace Trade

CHICAGO, Jan. 19.—Bally Manufacturing Company has reconverted its plant 99 per cent to civilian production, Herb Jones, vice-president and works manager, announced.

"The last of the government equipment, which practically filled the plant during the war, rolled out the door shortly before New Year's Day," Jones said. "The assembly lines, which had been operating in temporary quarters, were transferred to the main plant and expanded to increase our output."

Shortages of material continue to hamper productions, but Jones said some of the bottle-necks are being broken. Use of streamlined assembly methods, which the company employed in war production, are being adapted to peacetime manufacturing, he reported. Once materials begin to arrive in volume, these methods should insure greatly increased output.

Trade Takes to Air

CHICAGO, Jan. 19.—A trend which is fast taking hold with coin machine men thruout the country is the use of airplanes to get from one sales center to another. Latest report in the trade about air-traveling salesmen concerns Ernie (Hustler) Marley, Kansas City sales representative of the Consolidated Manufacturing Company, local salesboard company.

Marley flies a single-engine Taylorcraft and covers the States of Iowa, Nebraska, Kansas and Missouri. Last week he flew into Chicago to attend the NATD convention here.

ATTENTION MANUFACTURERS OF VENDING MACHINES

I desire distributorship or sales agency for merchandising or vending machines. Will consider any available territory including Puerto Rico. Have 20 years' experience in manufacturing, operating and promotion of sales in this field. Financially sound. All replies held in strict confidence.

Address

BOX 731, THE BILLBOARD, 1564 BROADWAY, NEW YORK 19, N. Y.

SENSATIONAL!

**NEW FAST-ACTION
CARDED TICKET DEAL**

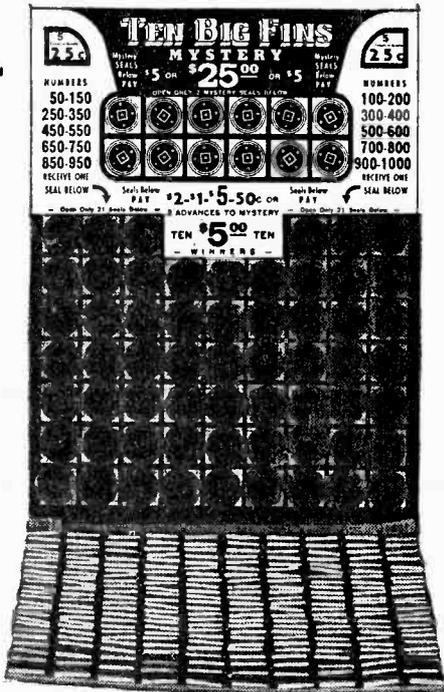
TEN-BIG-FINS MYSTERY

New Step-Up Feature
Makes Player Sit
Up and Take
Notice

Takes In\$60.00
1200 Tickets at 5 for 25c
Pays Out (Average)..... 31.29
Profit (Average).....\$28.71

PRICE, SAMPLE, \$3

Operators, Jobbers and Distributors, Write for Quantity Prices.



LOWER SEALS CONTAIN—10 at \$5, 1 at \$2, 1 at \$1, 46 at 50c and 2 Mystery (advance). 21 seals go—20 on open numbers and 1 for last sale. MYSTERY SEALS CONTAIN—1 at \$25 and 11 at \$5. 2 seals may go.

WILNER SALES COMPANY, INC.

715 N. ELM ST.

MUNCIE, IND.



SOCK POLIO is the latest slogan of the juke boxes, as operators pitch in 10 per cent of receipts for one week to the Sister Kenny Foundation for infantile paralysis. Above, Victor Prio, manager of the 1424 Club in Chicago, and Irene Gledhill watch operator Frank Padula place a Bing Crosby appeal sticker on a juke.

OPERATORS: WAIT FOR PACKARD'S SENSATIONAL PHONOGRAPH AND COMPLETE LINE OF ACCESSORY EQUIPMENT

WE CAN SUPPLY YOU WITH

- | | |
|--------------------|-----------------------|
| BLACK CHERRY BELLS | PACE ALL STARS—DELUXE |
| GOLD CHROMES | JUMBO PARADES |
| BROWN FRONTS | FOUR BELLS |
| BLUE FRONTS | KEENEY SUPER BELLS |
| CLUB BELLS | THREE BELLS |
| JENNINGS CHIEFS | PACKARD WALL BOXES |
| FOUR STAR—MODEL M | |

WRITE—WIRE—PHONE

WE WILL BUY EXTRAORDINARY CASTINGS AND CABINETS.
WE WILL BUY MILLS ESCALATOR TYPE MACHINES.



Wrigley Brands On Market Soon

(Continued from page 92)

pack of Spearmint," Wrigley said. January quota cards bearing the announcement that final shipments of Orbit will be made this month has already been sent to wholesalers.

Chicle, basic substance of chewing gum, is again in sufficient supply and quality to make "all the gum we can on our sugar ration," he said. Originally, the Wrigley company had announced that it was replacing its pre-war brands with the new wartime brand, Orbit, because quality of chicle available did not measure up to standards it had set for its pre-war products.

Meanwhile, Spearmint, on its return to vending machines and other sales outlets probably in March, will face stiffer competition from other gums than ever before.

Leaf Gum Company, also of Chicago, has been pushing its two 5-cent packs of gum, Leaf Spearmint and Leafmint, with a heavy national advertising campaign in newspapers, magazines, and on billboards and the radio. Bowman Gum, Inc., Philadelphia, also has been conducting an intensive sales campaign on its three 5-cent packets, Mint Cocktail, Fruit Cocktail and Cin-a-Mint.

No reports, however, have come yet from the other two of the Big Three gum-makers, American Chicle Company and Beech-Nut Packing Company. American Chicle has continued its major pre-war brands, Beeman's, Dentyne, Chiclets, Black Jack, Yucatan and Cloves, but it has dropped some of the minor ones. Venders of its products in factories, 10-cent stores and elsewhere, however, are more often empty than full, like those of most other gums. Most of its output seems to be concentrated on its three top brands, Beeman's, Dentyne and Chiclets, which are most often available.

Beech-Nut Packing Company, which makes four flavors of both stick gum and its candy-coated gum pellets Beechies, was reported to have discontinued production of its assorted candy drops to boost its output of gum. Its stick flavors are peppermint, spearmint, cinnamon and fruit, and Beechies still come in peppermint, spearmint, pepsin and cinnamon. Peppermint is said to be the biggest seller in both lines.

Keep Quotas

All gum-makers reported that shipments to jobbers still are on a strict quota basis, none seemed to expect an early return of full quantity production in view of the continued sugar shortage.

To the Wrigley Company, of course, goes credit for probably the shrewdest

publicity and advertising promotion of the war: they way they made capital of discontinuance of their standard brands. Story drew substantial space in many newspapers, magazines, and trade publications, and the well-tied-in advertising campaign stressing Wrigley insistence upon quality probably made thousands of extra postwar sales of their gums.

But it also gave other gum-makers an excellent opportunity to get gum chews to try their product who had not sampled it before. It also seems to have awakened the smaller gum-makers to the important part clever, appealing advertising played in the sales of the Big Three's gums.

Decree May Bring Vitamin Candy Bars

(Continued from page 92)

Vitaminized candies also rival capsules as a means of administering needed food elements, he suggested.

"Confections containing a well-balanced supplement of added vitamins could rival other vitamin-containing foods such as fruit juices and vegetables as sources of an adequate vitamin supply and probably would be a much more popular source of vitamins than the vitamin pills and capsules sold so widely today," Captain White declared.

Stumbling blocks to wide sale of vitamin-fortified candy bars have been the high cost of vitamin-adding processes and the American Medical Association. AMA's Council on Foods and Nutrition last year rejected the application of a candy manufacturer for permission to use its "seal of acceptance" on a bar known as Vi-Chocolin. Main grounds for the decision seemed to rest on a resolution adopted by the Food and Nutrition Board of the National Research Council opposing "the addition of synthetic vitamins to carbonated beverages and confectionery." Vi-Chocolin was analyzed as containing 400 U. S. P. units of Vitamin D.

Simultaneously, the food industry and medical groups have been battling over the proper way to sell vitamins. Medical men have contended that vitamins should be sold chiefly under prescription of doctors rather than as food elements in such items as soft drinks, candy, fruit juices, milk products and even chewing gum.

The New York State Food Merchants' Association carried the matter to the New York State Supreme Court after the State Board of Pharmacy ruled that only licensed pharmacies would be permitted to handle vitamin food products.

Despite these developments, it appears likely that vitamin-fortified candies will one day be common place in American vending machines, especially as the cost of vitamin-adding processes decreases.

Glamour\$30.00	Stratoliner\$30.00	Air Circus\$100.00
Three Score 30.00	Formation 30.00	Shangri-La 110.00
Double Feature 30.00	Red Hot 30.00	Knockout 100.00
Big League 30.00	Anabel 30.00	Streamliner 195.00
Blondie 30.00	Dixie 30.00	Grand Canyon 195.00
Vacation 30.00	Rotation 30.00	Santa Fe 195.00
Limelight 30.00	Paradise 35.00	Oklahoma 195.00
Pojo 30.00	Hi-Stopper 40.00	
Jolly 30.00	Sport Parade 50.00	REVAMPS
Dude Ranch 30.00	Argentine 50.00	Shangri-La \$78.00
Power House 30.00	Spot Pool 60.00	Torpedo Patrol 78.00
Drum Major 30.00	Jungle 60.00	Production 89.00
Big Show 30.00	Venus 65.00	Marvel Baseball 89.00
Short Stop 30.00	Double Play 70.00	Flying Tigers 89.00
Girls Ahoy 30.00		Marines at Play 89.00

CONSOLES

Bally Club Bells, F.P., O.P.\$184.00	Mutoscope Auto. Photomaton\$395.00
Galloping Dominos, Brown Cabinet ... 99.00	Mutoscope 5 Reels Selector 195.00
Track Time 49.00	Bally Rapid Fire 85.00
	Shoot the Jap 75.00
	Batting Practice 75.00
	1 Wurlitzer Skee Ball, In Bad Shape But Complete, No Parts Missing 150.00

PHONOGRAPHS

Seeburg 8800, R.C.\$610.00	Seeburg Wireless Ed Wall Boxes\$29.50
Seeburg 8200, R.C. 639.00	Packard Pla-Mor Wall Boxes 27.50

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WANT TO BUY

ROOK-OLA PHONOGRAPHS—Spectravox—Playmasters, Deluxe, Standards, Supers, Masters, Counter Models, Windsors, Monarchs or Playmasters alone.
ALL OTHER MAKES OF PHONOGRAPHS—All Phonographs must be in A-1 condition.
PIN GAMES: Zombies, Sun Beams, Double Play, West Wind, Do Re Mi, Stars, Leaders, Duplexes, Sky Blazers, Knockouts.
PIN GAMES MUST BE COMPLETE BUT NOT NECESSARILY IN WORKING ORDER.
WIRE OR WRITE TODAY. STATE QUANTITY AND BEST PRICE!
SPECIAL
Kenrad 2051 Tubes,
1.15 Ea.
Limited Quantity.
1635 FIFTH AVENUE
NOTICE: Metal and Crystal Pickups now available without trade-ins.
B. D. LAZAR COMPANY
(Grant 7818) PITTSBURGH 19, PA.

Show of Frozen Foods in March

NEW YORK, Jan. 19.—George Scott Wallace, president of the American Frosted Food Sales Corporation, is slated as opening speaker of the 1946 Frozen Food Fair and Home-Makers' Institute, March 27-31, at the Park Avenue Armory, 34th Street and Park Avenue. The affair is sponsored jointly by the Frozen Food Institute, Inc., and the Consumers' Institute of America.

Many frozen food packers and dealers have contracted for space in the convention area. This event, the first food show in New York since 1940, is expected to draw thousands to see the many improvements and the general expansion of the frozen food industry since pre-war days.

Two firms have already announced their intentions of manufacturing coin-operated frozen food vending machines—and others will, no doubt, follow suit in the near future. Interest has grown so much in the field that many newspapers have carried items on frozen food vending.

Main entrance of the armory will be transformed into an igloo and ticket sellers will be dressed as Eskimos, according to the convention committee. The entire production is under the management of Ideas, Inc., Elizabeth, N. J., with G. Hodges Bryant in charge.

Bordens, Cortley Frosted Foods, Refrigeration Corporation of America, and Union Bag & Paper Company, are named by Bryant as early space buyers. Main theme of the entire show will be frozen foods introduced into the average American's home.

VENDERS ACTIVE

(Continued from page 78)
cigarette vending machines as part of the merchandising display.

Displays Fewer

Some of the vender makers had new model cigarette vendors for showing in the offices of their Chicago distributors, however. Operators from various Midwestern States met the manufacturers' representatives to hear what they could expect in the way of new cig vendors during 1946.

Tobacco firms, chewing gum makers, salesboard companies and various sundry manufacturers had "open house" in their suites on the sixth and eighth floors. New products were displayed and literature made available, but the exhibits did not compare with the variety and extent of exhibits at pre-war NATD meetings. Interest ran high, however, with promise for the future.

Highlight of the convention program proper—at least so far as the vending trade present was concerned—came Tuesday afternoon (15). At that time J. Renz Edwards, president of F. S. Edwards Tobacco Company, Kansas City, Mo., spoke on *The Wholesale Tobacco Distributor as the Principal Factor in the Post-War Operation of Vending Machines*.

Edwards, a past president of NATD, is also a large operator of cigarette vendors in the Kansas City area. Full text of his speech is reprinted elsewhere in this section.

Hit Cig as Loss Leader

That night (Tuesday) delegates took time off to enjoy themselves at a victory banquet celebration in the hotel's Grand Ballroom, but Wednesday morning the convention—with its tone of seriousness and business—settled back to work.

Remainder of the convention time—until the meeting closed Thursday afternoon—was devoted to examination of products in the merchandising fair and to addresses on sales problems. Discussed in these selling seminars were merchandising methods in pipes, chewing and smoking tobacco.

Seminars on general business methods, Wednesday and Thursday, dealt with credit problems of the trade, salesman incentive plans and the women's angle on wholesale tobacco distributing.

During the four-day meeting, NATD went on record again as opposing the sale of cigarettes as "loss leaders." Convention leaders called for congressional action to stop this practice, and a resolution was adopted to ask for a congressional hearing on the matter.

NATD urged manufacturers to place their products under individual State fair trade acts. Congress was requested to pass a fair trade act for the District of Columbia.

Convention endorsed the resale price maintenance program provided by the fair trade acts now in effect in 45 States. Such programs were indorsed as "protecting the public against fraud and resulting ultimately in lower prices."

AOAA ASKS DATA

(Continued from page 76)
Association offices are at 1776 Broadway. The questionnaire recently mailed by the group will provide the organization with a great fund of information about arcades and arcade owners. A copy of the questions are printed here:
Questions Sent

1. Give the names and addresses of arcade owners in your State or territory who are not now members of our association.
2. Have you, at one time or another, spoken to an arcade owner about joining this association? If so, what was his reaction?
3. What tax or license, if any, is now required by the State on your arcade equipment?
4. What tax or license, if any, is now required by the city or town on arcade equipment?
5. Do you have any contact with other arcade owners either at social, fraternal or political functions?
6. In what way can this association be of greater help and increase its services to arcade owners?
7. Are you familiar with the type of insurance available to members of this association?
8. How has your business been affected since the war ended?
9. Are you planning to make any changes in your arcade equipment?
10. Do you welcome suggestions and ideas that may help in getting more trade?

Now Delivering

MILLS

BLACK

CHERRY BELL

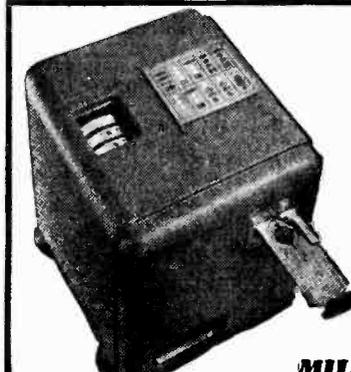
5c—10c—25c—LOW IN PRICE



YOU'LL BE SORRY!!

"IF YOU DON'T WAIT TO SEE THE MILLS NEW SENSATIONAL PHONOGRAPH"

WRITE FOR FURTHER DETAILS



IMMEDIATE DELIVERY

Brand New 1946

MILLS VEST
POCKET BELLS
\$74.50

MILLS EXCLUSIVE DISTRIBUTOR

Silent Sales Company

SILENT SALES BLDG., MINNEAPOLIS 15, MINN.
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GET OUR NEW PRICES

MILLS GOLD CHROME BELLS
MILLS SILVER CHROME BELLS
MILLS BROWN FRONT BELLS
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MILLS MELON BELLS
BAKERS PACERS

ALL MODELS—
ALL COIN PLAYS

WE SPECIALIZE IN REBUILDING
MILLS SLOTS and RACES

WE BUY—SELL—
EXCHANGE

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ALL A-1 RECONDITIONED

CONSOLES
Mills Jumbo, P.O. \$129.50
Hi-Hand, Comb. 169.00
COUNTER GAMES
Mills Vest Pocket, Chrome \$ 59.50
ONE BALLS
Mills 1-2-3, F.P., '39 \$ 42.50
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WE BUY, SELL AND EXCHANGE
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Your merchandise is better protected and your boards turn over faster with 52 Prize Headings.

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2. Good for 1 to 20 Prizes per board.
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4. Our printing guarantees a different placement of winners in every heading.

Order today by advising number of prizes per board and choice of cigarette, cash or bar consolations. Price \$1.25 net. Or write for sample and further information.

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PERFECT MUSIC EQUIPMENT!

ALL EQUIPMENT THOROUGHLY RECONDITIONED AND READY FOR LOCATION!

1 Wurlitzer 616	\$225.00	5 Seeburg 20 Sel. 5¢ Wireless Wall-o-Matics	\$39.95
1 Wurlitzer 41 Counter Model with Stand	184.50	2 Wireless Wallomatics, 20 Sel., 5-10-25¢	49.50
2 Wurlitzer 24 Acme, Remod.	349.50	Program Strips, 500 Sheet Pkgs.	3.00
1 Wurlitzer 500K	489.50	New Wurlitzer Trays	.80
1 Wurlitzer 616 Lite-Up	275.00	2 Wurlitzer Original Lite-Up Speakers	30.00
1 Wurlitzer 600K	479.50	3 Wurlitzer #300 Adapter	32.95
1 Rock-Ola Counter Model, Auxiliary Speaker & Stand	215.00	4 Wurlitzer #130 Adapter	37.95
		1 Wurlitzer #304 Stepper	22.50
		4 Metal Chandler Baffles	10.00
		3 Wurlitzer 616 Amplifiers	39.95
		10 AMI Amplifiers, Less Tubes	21.95
		10 Soteland Drums for Wurlitzers	21.95
		17 5¢ National Slug Rejectors	3.85
		2" Hard Rubber Casters, Per Set of 4	1.50

1 Photomatic With 7,000 Frames.....\$850.00
1 Photomatic With Two 500-Ft. Rolls of Film and One 1,000-Ft. Roll.....\$950.00
Crating on Each \$25.00 Extra

1/2 Deposit, Balance C. O. D., F. O. B. New York

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We Have Plastics for Any Machine

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Wurlitzer 616, Lite-Up Grillo	\$225.00	Packard Boxes, Like New	\$32.50
Wurlitzer 616, Comp. Lite-Up	275.00	Seeburg Wireless Bar-o-Matics	44.50
Wurlitzer 600K	475.00	Wurlitzer #331 Bar Box	14.00
Seeburg Royal Wireless, Cellar Job	295.00	Wurlitzer #125, Guaranteed	24.50
Rock-Ola Commando with Remote	595.00	Seeburg Wireless, 20 Sel.	37.50
Rock-Ola DeLuxe	395.00	Seeburg Wireless, 24 Sel.	27.50
		Seeburg 3-Wire, 20 Sel.	35.00
		Seeburg 5-10-25, Wireless	52.50
		Seeburg 5-10-25, 3-Wire	47.50
		Buckley Chrome, 24 Sel.	17.50
		Buckley Chrome, 32 Sel.	17.50
		Rock-Ola Wall Boxes, Dial, 5¢	17.50

ACCESSORIES	
Wurlitzer 750 Amplifier	\$65.00
#GSR1 Selection Receivers	22.50
Wurlitzer 300 Adapter	22.50
Wurlitzer #130 Adapter	27.50
Complete Wireless Set-Up for Wurlitzer	37.50
Original Tone Arm Screws for Wurl. Doz.	1.75
Seeburg Wireless Adapters for Wurlitzer	15.00
Motor for Wurlitzer Counter Model	15.00
5-10-25 Slug Proof Coin Mechanism for Seeburgs	32.50
Rock-Ola Motors, Any type	22.50
Wurlitzer Trays, New	.80
Seeburg Trays, New	.80
Seeburg Bar Brackets	2.50
Curved Brackets for Buckley Boxes	2.50
412 Amplifier	30.00
Wurlitzer 41 Amplifier	22.50
Wurlitzer Motor	29.50
Wurlitzer Tone Arms	21.50
Cover for Wurlitzer #125 Box	5.00
Seeburg HI Tone, Tone Arm, Comp.	24.50
Wurlitzer 750 Tone Arm	24.50

LUMILINES IN ALL SIZES	
Star Wheels	\$.35
Electronic D.C. Converters	25.00
Rock-Ola Trays	.40
Large Rubber Casters, Per Set	1.85
Volume Control Keys	.05
Title Strips for Wurlitzer, Per Doz.	1.20

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WE HAVE RESISTORS, CONDENSERS AND TRANSFORMERS

We have parts for all Phonographs—Write your needs!

WE HAVE ALL PARTS FOR WIRELESS BOXES AND ANY PART FOR 750E

All mdse. subject to prior sale! 1/3 dep., bal. C.O.D., F.O.B. Warehouse

All equipment guaranteed in perfect condition. We pride ourselves on our clean reputation!

WRITE—WIRE!

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The "ROCKET BALL" \$\$\$ Will Shoot In

Painted in attractive yellow and red combination . . . catches the eye . . . a new machine which means more \$\$\$ for you. 8 ft. 8 in. long x 2 ft. 1 in. wide.

ORDER AT ONCE.

\$275.00

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5c Blue Front, 3-5 Pay, Gold Award	Mills 4 Bells, 5-5-5-5 Pay	Galloping Dominoes
5c Brown Front, 3-5 Pay	Mills 1-2-3, Late Model	Keeney's Super Track Time
	Evans Lucky Lucre	Keeney's 1938 Track Time
		Keeney's Triple Entries

Remember these are not worn-out Machines that have been rebuilt but originals, some used less than 60 days.

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PERFECT GAMES, INCORPORATED

2894-96 WEST 8TH STREET, CONEY ISLAND, NEW YORK Coney Island 6-2312

COINMEN YOU KNOW

(Continued from page 77)

ELDON L. DALE, of Long Beach; GEORGE SCHNABEL, of the Puget Sound Novelty Company, Seattle; GEORGE MURDOCK, of M. B. W. Associates, San Francisco; DAVE GARCIA, of Dave's Radio Service, Tucson, Ariz.; ROSS M. FULTON, of Reno, Nev.; FRANK LAMB, of Los Angeles, and ED PENN, of San Pedro, and ALLAN R. STOLTE, of San Bernardino.

OLLIE TREVILLIAN, of Santa Barbara, was at Minthorne Music Company. . . . STANLEY HARRIS, formerly an L. A. operator, now of Las Vegas, was shopping around at the California Music Company. He said that DOC WHIETIES has expanded from phonograph operation to the ownership of four bars.

BILL HAPPEL, of Badger Sales Company, was visited by BEN ROSENTHAL, of Mexico City, when the latter hit Los Angeles in search of machines. . . .

CONNIE BERGBAUER, formerly of Milwaukee, who sold his operation there and came to Los Angeles only to find that the vicious housing rumors were all too true. He finally bought a house and will get into operation soon. First samples of the new Keeney machine will be on the floor at Badger February 1, Happel said. More or less weekly visitors at Badger these days are I. B. GAYER, San Bernardino; R. F. IMES, Los Angeles; RAY C. JONES, Inyokern; W. H. MCGOWAN, Visalia; WALTER LEONARD, Bellflower, and J. M. SPALDING, Inglewood.

GLADYS WASHBURN, of the Charles Washburn Company, was visibly saddened by the death of A. M. KEENE, prominent Bakersfield and Taft operator. Caught listening to some music at Washburn's during the week were BERT HAMLIN, Santa Ana; S. W. KETCHERSID, San Bernardino; T. H. FARRELL, San Diego; C. SHARPENSIEN, Yuma, Ariz.; RAY GEARHART, Porterville; CHARLES REDDWOOD, Anaheim, and GENE VAHOUSE, San Bernardino. CHARLES WASHBURN is in Chicago negotiating for equipment.

BILL WOLFE, of California Amusement Company, was in Chicago for the beginning of the meat strike. . . . With JACK GUTSHALL, of Jack Gutshall Distributing Company, in Eastern parts assuring himself a good share of this year's hunting, JACK ALLISON, Gutshall's auditor, has just returned for a quick San Francisco jaunt for the opening of Gutshall's outlet there. TOM MOYLE and ED QUIRK are outside salesmen in S. F. for all the labels Gutshall handles.

RAY POWERS, of E. T. Mape Music Company, says that redecoration is completed for the coming year and that the parts department has been renovated. It is expected that ED MAPE will announce his new line shortly. CARL SCHOTT, of Yuma, Ariz., dropped in at the Mape Company showroom.

Over at BILL LEUENHAGEN'S the entire gang went out to dine and discuss business problems. GINGER CANNON, JOHNNY HALL, ERNIE RICHARDSON, GENE CROWLEY, CHARLIE BURBEE, MARIE SOLLE and, of course, BILL LEUENHAGEN, enjoyed themselves at the get together.

Buffalo:

L. J. HOFFMAN, operator of Automatic Hostess, of Buffalo, and Hoffman Music Company, is extending his activities to the distributing field. With F. J. McDUFF, Tonawanda (N. Y.) music operator, he has formed Hoffman & McDuff Distributing Company, Inc., to distribute American Shuffleboards and other games in eight counties surrounding Rochester, N. Y. Quarters are at 1123 Commerce Building, Rochester.

LOUIS WERTHEIMER heads the new Davis Distributing Corporation at 873 Main Street, along coin-machine row. Wertheimer is the brother of one of the owners of Davis Sales, Inc., Syracuse, N. Y., of which the Buffalo concern is a branch. Opening date: Before February 1. . . . AL BERGMAN was a recent dinner-meeting host to 25 Rochester coin-machine operators at the Hotel Seneca. BEN PALASTRANT, of Aireon, was guest of honor. Plans for the first showing of new Aireon phones late in the month have been completed. . . . Bergman's son, AL JR., discharged from the army recently, is supervising routes of his father's Royal Amusement Company. Another son, Roy, is still in the signal corps.

Open-house buffet luncheon was the setting for unveiling of a new Wurlitzer phono model by Redd Distributing Company. Hundreds of visitors from downstate New York and Pennsylvania attended. VIRGINIA REISER, newcomer to Redd, handles clerical work on music

routes. . . . MURRAY SIEDMAN is manager of the new Capitol Records Distributing Company office here. Former district sales representative for Capitol, Siedman operates with a staff of seven, including three ex-G.I.'s. Territory includes New York State as far east as Albany.

BERNIE SIMON reports record supplies increasing. His Music House, record outlet which has done big business with coin machine operators, has moved into new, plushy, air-conditioned quarters. . . . Coinman FRED VAN DE WALKER and his family spent a quiet holiday season, due to the recent death of Mrs. Van De Walker's mother. . . . JAMES D. BLAKESLEE, Iroquois Amusement Company, is hunting a salesroom on coin-machine row. Meanwhile, he has taken concession space at the 174th Armory for the National Bowling Tournament, to be held during March and April.

LOUIS WOLK plans a weekly open house for record-shopping operators at the new six-story building headquarters occupied by Bickfords, Victor record and appliance distributors. The firm has installed a special listening booth for operators' convenience.

Vancouver:

HERB NEIMAN, of the Photo Arcade, was in Victoria recently to attend the funeral of his brother. . . . SAILOR WOODS, former op of the Amusement Center, is busy disposing of his rifles and machines. His lease expired and new locations are impossible to find. . . . LOUISE SMITH, formerly of the Photo Arcade, is now on the staff of Playland on Main Street. . . . REG TOMLINSON recently joined the staff at the Photo Arcade as photographer. . . . DAVE FAWCETT, op of a chain of bell games and pinball machines in the Delta district, where cash playing is allowed, states that business has slowed up.

Buy the Best
And Latest
GROETCHEN TYPERS
FACTORY RECONDITIONED
\$325.00
INCLUDES 3,000 TAGS
5 or 10c CHUTE

ALUMINUM DISCS for
GROETCHEN TYPERS
 Guaranteed Perfect **\$7.00** per
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Rebuilt
PANORAMS
 Perfect Condition—**\$325.00**
 While They Last

MAX GLASS
DISTRIBUTING COMPANY
 914 DIVERSEY - CHICAGO 14, ILL.

FIRST THING NEW IN YEARS
RADICALLY DIFFERENT
 It swallows pennies and eats nickels. A new type counter game. No further information for 60 days.
WATCH RAY
RAY OAKES & SONS

SAM STERN SAYS . . .



Evans New "TEN STRIKE"

FREE PLAY OR NOVELTY

THE MOST TERRIFIC MONEY-MAKER EVER MADE!

SEE YOUR LOCAL JOBBER OR WRITE TO . . .

SCOTT-CROSSE COMPANY

Excl. Dist. in Pa., So. N. J., Dela., Md.; Wash., D. C.

1423 Spring Garden St., Phila. 30, Pa.

Typewriters Get Big Play In Manhattan

Coin Chutes Increase

NEW YORK, Jan. 19.—With the release of some new typewriters on the market, coin-operated machines are appearing more and more in various locations here in the city. While not enough typewriters have been put on the market to date, one operator pointed out, some progress and the future expansion of coin typewriter service is assured.

One of the best known coin-operated typewriter services in New York, Type-O-Matic Service Company, now has a dime insertion type machine on location in many hotels, YMCA and YWCA writing rooms, libraries, railroad stations and even the USO clubs.

After inserting the coin in the machine, the timer does not operate until pressure is first used upon the keyboard. Thirty minutes is the usual amount of time given for 10 cents.

Movable Machine

One operator announces that he will market a coin-operated typewriter as soon as a suitable supply is on the open market that will have the coin insertion slot on the side of the machines, allowing the typewriters to be moved around a location—instead of "being glued to one spot."

Electric typewriters are another reason why expansion of coin typewriters seem certain. One of the reasons that keyboards on most coin typewriters are made so "stiff" is that many men "pound" on the keyboards, and if the touch control was set for light touch many repairs would be necessary on the machines. Electric control of the keyboard would allow a person with a light—as well as a heavy—touch to enjoy typing on the same machines.

In New York it is certain that there will be a lot of action in the near future in this almost untouched coin-operated field. Most operators in the business plan expansion along the entire East Coast as soon as they can secure "the right type machines in quantity."

Boston Plans

An operator in Boston is planning, together with some of the leading hotels in the city, portable typewriters that will be coin-operated to be brought to guests' rooms upon request. A quarter slot is being planned for this type machine because of the added upkeep and service offered by them.

Manufacturers of standard brand typewriters, when contacted in their New York offices, claim that coin typewriters were really just getting started back in 1940, and they plan "large sales" to operators who will add coin slots themselves, or for a slight extra fee the manufacturer would add the parts himself. This last would not happen, however, until regular production is in full swing and extra time could be devoted to service.



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FOR SALE

Guaranteed Reconditioned Five Ball F. P.'s, Consoles, Slots, One Balls, Plus All the New and Latest Revamped Five Balls, One Balls and Novelty and Arcade Equipment. Also the New BLACK CHERRY BELL, WRITE, WIRE, PHONE for DETAILS.

SPECIAL

Glasses for Track Times—Dominoes—Etc.

WANT

Anything Coin-Operated—on or off location. Send List, Guaranteed Condition and Lowest Prices.

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FOR SALE

7 Caille-o-Scope 1 1/2 Machines, \$20.00 each. 5 1/2 Weighing Scales, \$30.00 each. 1 Photo Machine complete with booth, \$175.00. 2 Test-Your-Strength Machines, \$35.00 each. All machines are in good working condition. A good buy for any arcade. Available for inspection at any time. Spare parts included with machines.

PATRICK'S PHOTO SHOP 1219 Wyoming Ave. Exeter, Pa.

WE NEED THE ROOM, YOU GET THE BUYS!

AT MILWAUKEE COIN'S GREAT REMODELING SALE!

SLOTS	
Mills Brown Fronts, compl. rebuilt, club handles, drill proof, 5¢	\$150.00
10¢	\$175.00; 25¢ 225.00
Mills Blue Fronts, Hand Load, Serial No. Over 400,000, 25¢	250.00
Mills Orig. Gold or Silver Chromes, Drill-Proof, Club Handles, Knee Action, 3/5 or 2/5, 5¢	215.00
10¢	\$225.00; 25¢ 250.00
Mills Copper Chrome, 25¢	225.00
Mills Cherry Bells, comp. refin., club handles, drill proof, 5¢	139.50
10¢	\$165.00; 25¢ 195.00
Roman Head, Orig. 3/5, Rebuilt by Mills and Refin., 50¢	395.00
Mills Q.T., 10¢, Rebuilt	69.50
Jenn. 4-Star Chief, Compl. Recond. and Refin., 5¢	98.50
10¢	\$125.00; 25¢ 150.00
Jenn. Master Silver Chief, S.P., 5¢	\$119.50
10¢	\$139.50; 25¢ 169.50
Jenn. Silver Chief or Silver Club Special, 5¢	139.50
10¢	\$159.50; 25¢ 175.00
Jenn. Victory Model, 5¢	119.50
Pace All Star Comets, Recond., 3/5, 10¢	89.50
Pace Rocket or Deluxe, SP, 5¢	94.50
10¢	119.50
Melon Bells, orig., except. clean, 5¢	125.00
10¢	\$150.00; 25¢ 175.00
Wall. Rolatop, 3/5, 10¢	79.50
25¢	94.50
Groetchen Columbia, late model, chrome or porcelain fin., double JP, conv., 5¢, 10¢, 25¢	79.50
Mills Dice	39.50

CONSOLES	
Pace Club Consoles, 5¢	\$ 95.00
10¢, \$125.00; 25¢, \$150.00; 50¢	350.00
Jenn. Club Consoles, 5¢	129.50
10¢	\$149.50; 25¢ 189.50
50¢	350.00
Jennings Ciga-Rolas, 5-10¢, Late Models, Like New	89.50
Caille Club Console, Late Mod., 25¢	125.00
Mills Jumbo Comb., F.P. & P.O.	\$185.00
Mills 4 Balls, 4/5¢, Orig. Heads, Late Ser. Nos.	325.00
Bally Skill Field, 7-Coin Head	89.50
Jenn. Totalizer, F.P.	129.50
Four Horsemen, 7-Coin Head	149.50
Baker Racers, Daily Double, Jackpot Model, Like New	299.50

LEGAL EQUIPMENT	
Shoot Your Way to Tokyo	\$179.50
Rapid Fire	149.50

PIN TABLES	
Line Up	\$49.50
Cadillac	49.50
School Days	\$59.50
Gun Club	\$ 69.50
Monicker	109.50

MISCELLANEOUS	
Mills or Watling Resprayed Metal Safe Stands, Without Locks	\$ 7.50
2 Mills Double Safe Stands, Ea.	75.00
Folding Stands	2.95
Strips, S.P., C.H. or Club Special, Set of 3	.45
20 Stop Discs, S.P., C.H., or Club Spec. or Cherry P.O. Set of 3	\$3.00
20 Stop Star Discs, hardened	.60
Mills Orig. 4-Ball Cabinets, Set of 3	19.50

1/3 Deposit, Balance C. O. D.

State Distributor for Seeburg Phonographs and Accessories

MILWAUKEE COIN MACHINE CO.

3130 W. Lisbon Avenue

Milwaukee 8, Wisconsin

CORRECTION

OF AD IN LAST WEEK'S BILLBOARD IN LISTING THE TERRITORY TO BE COVERED AS DISTRIBUTOR OF MUTOSCOPE PRODUCTS BY THE

MARKEPP CO.

4310 CARNEGIE AVENUE, CLEVELAND, OHIO

THE STATE OF OHIO

WAS INADVERTENTLY OMITTED THE COMPLETE TERRITORY TO BE COVERED FOR PHOTOMATIC—PHOTOFRAMES—CHEMICALS AND SUPPLIES IS OHIO, KENTUCKY AND WESTERN PART OF WEST VIRGINIA

WANT TO BUY

WANT	WILL PAY	WANT	WILL PAY
Wurlitzer 412	\$ 90.00	Seeburg Casino	\$250.00
Wurlitzer 616	150.00	Seeburg Plaza	250.00
Wurlitzer 616 Lite-Up	175.00	Seeburg Gem or Regal	285.00
Wurlitzer 24	215.00	Seeburg Envoy, R.C.	425.00
Wurlitzer 600 Keyboard	375.00	Rock-Ola Standard	285.00
Seeburg Royal	150.00	Rock-Ola Master	325.00
Seeburg Rex	150.00	Mills Throne	225.00
Seeburg Mayfair	250.00	Mills Express	275.00

WILL BUY YOUR ROUTE—LARGE OR SMALL

Send List of Equipment, Prices, etc.

WRITE—WIRE—AIRMAIL

N. Y. DISTRIBUTING COMPANY

630 TENTH AVENUE

NEW YORK 19, N. Y.

CIRCLE 6-9570

GAY COIN DISTRIBUTORS

UNDERSEA RAIDER VICTORY DERBY

Order Now Yes, We Have Them Don't Wait

Michigan Distributors for Bally Products

4866 Woodward Avenue

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D. P. PHOTOGRAPHERS

Eastman D.P. Paper, 250 foot rolls. 1 1/2", \$5.56; 2 1/4", \$8.89; 3", \$10.70; 3 1/2", \$11.31; plus tax. Also D.P. Cameras, Enlargers, Lenses, Chemicals, Backgrounds, Frames, Mounts, etc. Prompt shipments anywhere. Send for new catalog.

Memphis Photo Supply Co.

P. O. Box 1350, Memphis 1, Tenn.



The WORLD'S FINEST LINE OF TICKET GAMES

NOW AVAILABLE IN UNLIMITED QUANTITIES

- JAR-O-SMILES
- BAS-BAL
- RO-WO-BO
- PICK-A-TICK
- POK-ER-BOK
- REEL-O
DICE GAME

CARDED GAMES—TIP BOOKS
JACKPOT BOOKS
BASEBALL BOOKS AND SERIES

The World's Largest Manufacturer of Ticket Games
WERTS NOVELTY COMPANY INC.
920 S. PERSHING DRIVE, MUNCIE, INDIANA

Harmony Goal Of L. A. Ops, Distributors

LOS ANGELES, Jan. 19.—Co-operation between operators and distributors is to be the keynote of Los Angeles County's post-war coin machine operation.

This was assured at a luncheon meeting January 10 where a representative group of the Associated Operators of Los Angeles County and distributors agreed completely on a trade-in policy for old games and arranged for monthly meetings between the board of directors of the Associated Operators and distributors.

Highlighting the luncheon was the announcement by "Curly" Robinson, director of the association, that they secured a considerable reduction in the proposed tax on juke boxes.

The trade-in agreement between operators and distributors will enable both parties to make the post-war transition with little or no difficulty.

Distributors Jean Minthorne, of Minthorne Music Company; C. A. Robinson, of C. A. Robinson Company, and Jack Simon, of Sicking Distributing Company, and Paul Laymon, of Paul Laymon Company, all took the floor to announce their support of any measures that will promote cordial and harmonious relations between the two groups.

Jean Minthorne said: "The only way we can be a success is to co-operate with the operators."

New operating conditions prevailing here, which find some 40 per cent of the operating business in the hands of the distributors, were aired during the course of the luncheon.

Robinson described prices for new games as "exorbitant." He placed the number of operators in the county with less than 40 machines on location at 217. All present were agreed that the preservation of these operators was "paramount."

Irving Moss told the gathering that operation of present machines with prevailing tax and license rates costs \$1,000 per machine per year. He said new

machines will cut that figure down considerably.

Vern Moore and Abe Chapman both took the floor to declare in favor of new games for the area and "the faster the better."

The long-range view was taken by Tom Wall, who said, "the dilemma is not the first replacement but those to be made in the future."

Bill Leuenhagen, of William Leuenhagen Company, was another of the distributors present who voiced wholehearted support of a close working relationship between the operator and distributor.

It is believed that the monthly meetings between the board of directors of the Associated Operators and distributors will make this policy work smoothly.

Sam Ricklin, of California Music Company, asserted that the take to locations should be cut in view of the expenditure for new machines facing operators.

Paul Laymon made the interesting point that the war had proven that machines could last not 10 weeks to six months in an area, but for four years.

FOR SALE

- 1 MILLS THRONE OF MUSIC... \$285.00
- 1 MILLS EMPRESS..... 325.00
- 1 WURLITZER TWIN 12 ROLLAWAY 145.00
- 3 RAPID FIRE GUNS.....\$ 99.50
- 1 EVANS TOMMY GUN..... 69.50
- 1 KEENEY AIR RAIDER..... 89.50
- 1 LUCKY LUCRE..... 139.50

THE SIMPLEX COMPANY

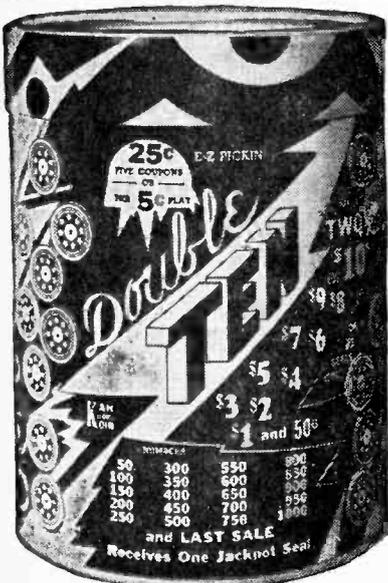
204 Walton Bldg., Esplanade, Lexington, Ky.

IT'S NEW—IT'S FASCINATING

It swallows pennies and eats nickels.

OH, BOY, HOW FAST!

WATCH RAY
RAY OAKES & SONS



INTRODUCING GAY GAMES' SENSATIONAL KAN OF KOIN

The Greatest Innovation in Ticket Games in 10 Years
**STURDY, COLORFUL FIBRE CONTAINERS WITH
LOOSE TICKETS and JACK POT SEAL ARRANGEMENT ON KAN—Proven an All-Time Big Seller**

"DOUBLE TEN"

1,200 Coupons — 5 to Bundle
25c Per Bundle
Features All Seal Play
Takes in @ 25c bdl.\$60.00
Pays out: 21 seals..... 27.30
PROFIT (average)\$32.70
Retail Price\$4.72

"LUCKY LOUIE"

2,040 Red-White-Blue Coupons
Folded 5 to Bundle — 25c Per Bundle
Features All Seal Play
Takes in @ 25c bdl.\$102.00
Pays out: 45 seals..... 62.55
PROFIT (average)\$39.45
Retail Price\$6.80

• Greater Play • Color Supreme • Ultimate Compactness

"MYSTERY MONEY"

2,280 Coupons — 5c Play
Like E-Z Pickin' Mystery Payoff
Takes in @ 5c.....\$114.00
Pays out: 13 seals....\$26.00
120 Const'l.. 45.00
71.00
PROFIT (average)\$43.00
Retail Price\$6.34

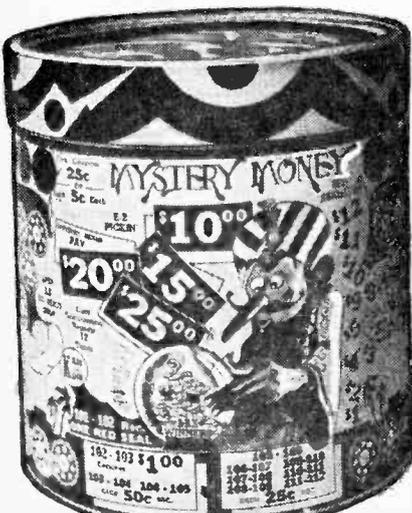
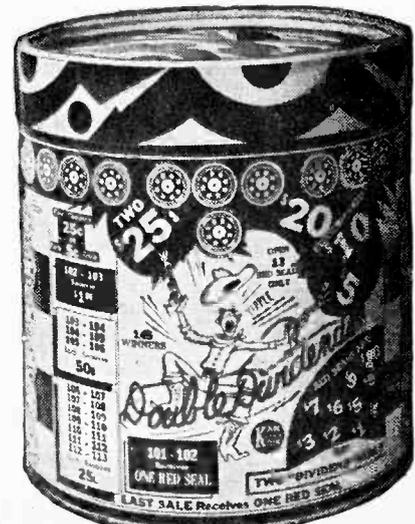
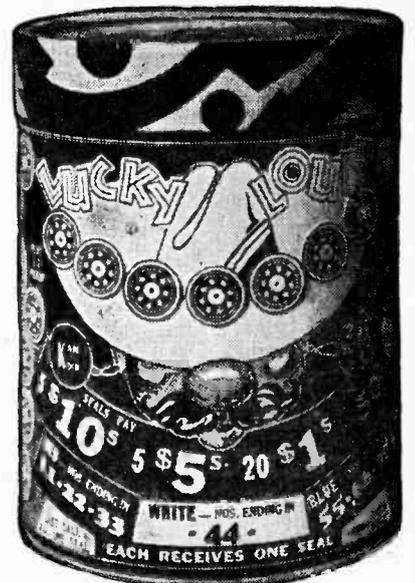
"DOUBLE DIVIDENDS"

2,520 Coupons — 5c Play
Like E-Z Pickin' Extra Dividends
Takes in @ 5c.....\$126.00
Pays out: 13 seals....\$24.00
132 Const'l.. 51.00
75.00
PROFIT (average)\$51.00
Retail Price\$6.90

**EVERY GAME IS COMPLETE!
NO REFILLS • NO JARS • NO CARDS
MADE INTO A ONE-PIECE PRODUCT**

**OPERATORS
and
DISTRIBUTORS:**

Here's the game you've waited for—Easy to demonstrate—Easy to distribute—ORDER NOW



**Photostats Supply
New Arcade Angle**

CHICAGO, Jan. 19.—Despite the slow-down generally in arcade business around the country, some operators and concessionaires are displaying ingenuity in bringing revenue up or attempting to keep it at a level. Among these is Ben LaPota, owner of the photo concession in the Funland Arcade, Hotel Sherman, Chicago.

With the drop of business, LaPota queried himself as to the best manner of keeping the photo business of the arcade, his responsibility, at a profitable level. LaPota and Max Glass, owner of the arcade, finally decided to install a servicemen's photo service. Since then the photo business has perked and things are looking up.

LaPota is offering photostatic copies of discharge papers for soldiers and sail-

**Surplus Film Good
Bet for Arcade Men**

NEW YORK, Jan. 19.—Reconstruction Finance Corporation officials announced here that they are conducting a sale of film and sensitized paper that is not outdated. Prices have been fixed to enable arcade photo men to handle this film at a saving from film purchased thru other sources.

Order forms and complete information can be obtained from the Surplus Property Division, Consumer Goods of the RFC, 61st floor of the Empire Building, New York. Time is limited, as closing date of the offer is expected very shortly.

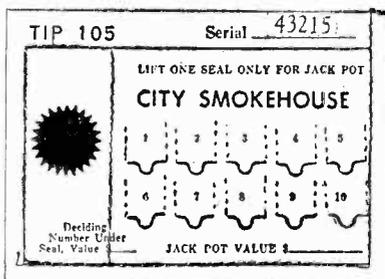
ors, and is advertising the service with a placard in the window of the arcade. Since the service was started three weeks ago, business has increased every day, proving once again that it takes ingenuity to operate an arcade successfully.

**PERSONALIZE YOUR TIP BOOKS
YOUR NAME OR YOUR CUSTOMER'S NAME IMPRINTED
WITHOUT EXTRA CHARGE ON 5 GROSS ORDERS**

This Service Is Given If Desired on Orders of 5 Gross or More — an Extra Talking Point for You.

- Tip Books • Poker Hands
- Jackpot • Trade Stimulators

Special Books Made to Your Own Specifications



MUNCIE'S SPECIALTY MANUFACTURER

COMMERCIAL PRINTING COMPANY

HIGH AND JACKSON STREETS

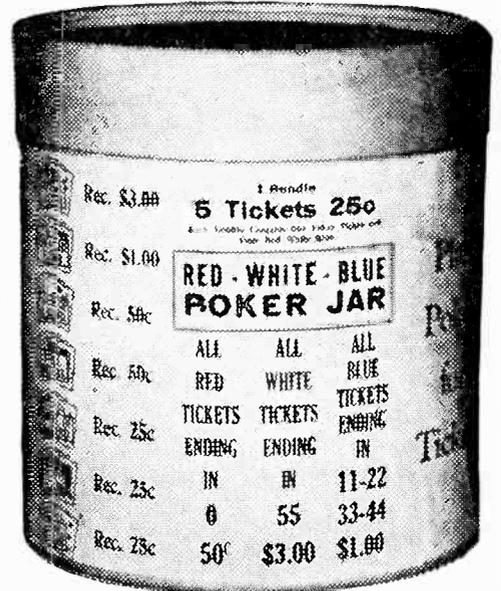
MUNCIE, INDIANA

**OPERATORS:
POKER RED, WHITE and BLUE**

HERE IS THE DEAL YOU'VE DREAMED ABOUT

- IT MAKES MORE PROFIT
- It Moves Faster Than Standard Deals

2560 Tickets
Take in at
5 for 25c \$128.00
Red, White
and Blue
Pay-Out.. \$72.00
Poker
Pay-Out.. 11.75
Total Pay-Out 83.75
PROFIT..... \$42.25



One Ticket in Each Bundle of 5 Tickets Has a Poker Hand of 5 Playing Cards Printed on It.

PLAYERS PLAY POKER
FOR TICKETS—DEAL
MOVES OUT FAST!

SAMPLE \$3.00

Write Us for Quantity Prices—We Manufacture a Complete Line of Jar Deals and Tip Books

MUNCIE NOVELTY CO., INC.

2704 SO. WALNUT ST.

MUNCIE, INDIANA

MORE FOR YOUR MONEY IN MUNCIE

"Muncie-Made Tickets For Me Every Time!"

MUNCIE TICKET MANUFACTURERS

HAVE MADE
MORE TICKETS
INTRODUCED
MORE NEW DEALS
HAVE SOLD
MORE CUSTOMERS
WHO HAVE MADE
MORE and BIGGER PROFITS

THAN ANY GROUP OF TICKET MANUFACTURERS IN ANY CITY IN AMERICA

Operators... Distributors:

TICKET GAMES ARE NOW AVAILABLE IN QUANTITIES—ORDER THE NEW IDEAS AND OLD RELIABLE DEALS from MUNCIE—THE CENTER of the TICKET GAME INDUSTRY

This Ad Sponsored by the Independent Manufacturers of Muncie, Indiana

GAY GAMES, INC.
COMMERCIAL PRINTING CO.
A. B. C. NOVELTY CO.

NOEL MANUFACTURING CO.

WERTS NOVELTY CO., INC.
MUNCIE NOVELTY CO.
HOME TALLY CARD CO.



BRAND NEW GENUINE



MILLS VEST POCKET BELLS



Just Off the Production Line! **\$74.50** EACH

Beautiful Hammerloid Blue and Silver Finish

GUARANTEED RECONDITIONED EQUIPMENT

CONSOLES

- Keeney 4-Way Super Bell, 3/5-1/25 \$625.00
- Mills 4-Bells, Late, 5c. 595.00
- Baker's Races, DD. Model 229.50
- Evans Lucky Lucre 149.50
- Keeney '38 Tracktime ... 115.00
- Evans Galloping Dominoes, J.P. Model 195.00

SLOTS

- Groetchen Columbia G. A. \$ 69.50
- Jenn. 5c 4-Star Chief... 129.50
- Jenn. 10c-Silver Sky Chief 159.50
- Mills Bonus Bells, Brown Fronts, Blue Fronts, Chromes—WRITE.

WE ARE AUTHORIZED DISTRIBUTORS FOR MILLS NOVELTY CO. IN ILLINOIS AND ADJACENT TERRITORY FEATURING

MILLS BLACK CHERRY BELL

Your Inquiries Invited!

WRITE FOR NEW PRICE BULLETIN—JUST OF THE PRESS

Be sure to mail orders to our new address

Automatic Coin MACHINES & SUPPLY CO.

4135-43 Armitage Ave. (Phone CAPitol 8244-45) Chicago 39, Ill.

Strikes Hitting All Branches of Erie Coin Trade

ERIE, Pa., Jan. 19.—The present picture of industrial strife reaching into Erie industry is making itself felt in all branches of the coin machine business.

The strike called by the electrical workers shut down the huge General Electric plant in Erie where all refrigeration production of the corporation has been concentrated. According to Nels Lang, local manager for Canteen Service, this alone represents a loss of more than 25 per cent of their vending outlets.

The impending steel workers strike would shutdown several Erie plants immediately, and soon force the closing of many others due to material shortage. While Canteen hopes that it will not be necessary to lay off workers during the duration of these strikes it appears likely that hours will be cut and all workers' time will be trimmed to match the conditions.

Play Drop

While vending operators generally are directly cut off from their markets, operators of pinballs and music boxes also report losses attributed to existing strikes and strike threats.

General reduction in amusement and musical devices range from 10 to 25 per cent so far. In addition to this most operators expect a steady decline in revenue until the entire strike situation clears up.

Irony of the situation is that for the first time since Pearl Harbor and the draft, all the skilled help necessary for absolute peak production is available. But the business is not around to use it.

Stutt Novelty Firm Moves to Dean St.

NEW YORK, Jan. 19.—Alex Stutt, novelty distributor, announces that he has moved his offices and showrooms from 2546 Hubbard Street to 446 Dean Street, Brooklyn.

This is part of an expansion program planned by the concern to handle the expected new business.



M. S. Gisser

YOU CAN always buy with confidence from Cleveland Coin! This week we offer—

MUSIC	
1 A.M.I. 40 Selection High Boy	\$425.00
2 A.M.I. Top Flights	275.00
1 Mills 12 Record, Selective	125.00
1 Mills Throne of Music	350.00
1 Seeburg Envoy, E.S.R.C.	525.00
1 Wurlitzer 616 in Seeburg Liteup Cabinet	225.00
15 Buckley 20 Selection Wall Boxes, Late	18.50
2 #320 Wurlitzer Wall Boxes	25.00
8 #120 Wurlitzer Wall Boxes	20.00
NEW KLEER TONE LITEUP SPEAKERS, Complete	39.50

ARCADE EQUIPMENT	
3 Brown Anti-Aircraft Guns	\$ 65.00
1 9 1/2 Ft. Bowling League	150.00
1 9 1/2 Ft. Roll-a-Ball Barrel Roll, F.S.	320.00
2 Sky Fighters	180.00
1 Tommy Gun	110.00
2 Bating Practice	125.00
8 Chicago Coin Hockey	185.00
1 Keeney Air Raider	185.00
3 Ten Strikes	85.00
1 Evans Ski Ballette	85.00
6 Slap the Jap Guns	110.00
1 Rapid Fire	140.00
2 6 Ft. X-Ray Pokers	110.00
10 Bumper Bowlings	75.00
8 Exhibit Merchantmen	75.00
1 Buckley Deluxe Digger	110.00

NOW DELIVERING:	
NEW UNDERSEA RAIDERS	\$399.50
NEW GOALEES	525.00
NEW TOTAL ROLLS	425.00
NEW STAGE DOOR CANTEN	249.50
NEW REVAMP HOLLYWOOD	249.50
LIBERAL TRADE-IN ALLOWANCES	

CIGARETTE MACHINES	
1 8-Column Rowe Imperial	\$59.50
3 Stewart-McGuire S.P. Model, 7 Col., 20c Operated With Cabinet Bases	39.50

SLOTS	
Mills 5c Blue Fronts	\$135.00
Mills 10c Blue Fronts	155.00
Mills 25c Blue Fronts	195.00
Mills 10c Cherry Bells	185.00
One Set Mills 5c, 10c 25c Brown Fronts	525.00
Mills Vest Pockets	49.50
NEW MILLS VEST POCKETS	74.50

POPCORN MACHINES	
2 Bally Popcorn Vendors, Marbletop'd	\$125.00
1 U-Pop-It Popcorn Machine	95.00

CONSOLES	
2 Paces Reels, Combination	\$150.00
2 Silver Moons, F.P.	95.00
2 Big Tops, F.P.	85.00
2 Jumbo Parades, F.P.	95.00
1 Mills 4 Bells	385.00
3 Mills 2 5c, 1 25c Maybells	350.00
2 Kentucky Clubs	110.00
2 Keeney '38 Track Times	125.00

KEENEY'S NEW BONUS SUPER BELL, Combination Models; Five to Ten Coin Play Action! WRITE, WIRE OR PHONE IN ORDERS FOR DELIVERY IN OHIO AND WEST VIRGINIA.

TERMS: 1/2 Deposit With All Orders, Balance C. O. D.

CLEVELAND COIN MACHINE EXCHANGE
2021-25 Prospect Ave., Cleveland 15, Ohio
Phone: PROspect 6316-7

SALESBOARDS

Holes	Name	Profit	Price
400	5c Dollar Board	Def. \$ 7.00	\$.55
1000	1c Cigarette, 28 Pack		.78
1000	25c Charley Board	Def. 50.00	.89
1000	5c Nickel Charley	Def. 17.00	.96
1800	5c Lulu Board, X Th.	Def. 18.00	1.79
1000	25c J.P. Charley	Avr. \$52.04	\$1.15
1000	25c J.P. Charley	Avr. 52.04	1.22
1000	25c J.P. Charley, Th., Semi	52.04	1.39
1000	10c J.P. Ready Money, Seal	50.70	1.79
1000	10c J.P. Ready Money, Jumbo	50.70	1.98
1200	25c J.P. Texas Charley	102.28	2.29
1000	5c J.P. Big Forty, Jumbo	\$24.25	\$1.98
1184	5c J.P. Bingo, Jumbo Holes	27.79	2.39
1000	5c J.P. Beat This Card, XTK.	33.00	2.59
1296	5c J.P. H.O.T., X Thick	31.79	2.89
1280	5c J.P. Girlie, X Thick	35.10	2.98
1800	5c J.P. Lulu, X Thick	31.75	2.89
2170	5c Tab. Rd. Wh. Bl. Tickets	\$38.00	\$1.19
2170	5c Banded R.W.B. Tkts.	36.00	1.69
2170	5c Five Fold R.W.B. Tkts.	36.00	1.72
120	Tip Books, Single Banded, Doz.		1.89

Write for Catalog and List Top Flight Boards.
WORLD'S BEST BOARDS, TICKETS, CARDS
DELUXE MFG. CO.
DeLuxe Building Blue Earth, Minn.

AVAILABLE

Feb. 15, top-notch Mechanic and Route Man. 15 years' experience Consoles and Slots, Pin Tables, One Balls and Buckleys. Some Music. Capable of managing and operation of route. Have complete shop and refinishing equipment. Here is an opportunity for an established operator to acquire a good man or a newcomer to buy experience. Free to travel. Married. References.

BOX 717, The Billboard
155 No. Clark Street Chicago 1, Ill.

MR. OPERATOR!

Shortly before the war ended—when it looked like manufacturers were going to be able to produce new equipment in short order—some people said we were foolish to continue to purchase and stock up on all available used equipment, parts and supplies. We were sticking our neck out, they said. However, we did not think so . . . we were willing to gamble in order to insure uninterrupted service for our operator customers. Today that policy is paying dividends . . . our line of used equipment, parts and supplies, including records and plastics, is the most complete and varied in the nation. Equipment is reconditioned and in first-class working condition, of course, and all is READY FOR IMMEDIATE DELIVERY.

TELL US WHAT YOU NEED and

WE'LL COME THRU FOR YOU

WRITE OR WIRE TODAY

David Rosen

855 NORTH BROAD STREET, PHILADELPHIA 23, PA.
PHONE—STEVENSON 2258-2259

WANT 500 GAMES

Can use 500 FREE PLAY Games (parts must be complete)

WILL PAY \$15 EACH
SPORTY JOLLY YACHT CLUB
POLO HOME RUN

WILL PAY \$20 EACH
SKY LINE FOX HUNT
DIXIE

WILL PAY \$30 EACH
ALL AMERICAN MAJORS, '41
SNAPPY, '41 STRATOLINER
SPORT PARADE SHOW BOAT
SEVEN UP SPOT POOL
ARGENTINE

You may ship your games C. O. D. by freight or truck if you are located within a 1000 mile radius of Chicago. Otherwise write, giving details. If you have later Games send us your list with price and quantities.

MID-STATE CO. 2848 Roosevelt Rd. Chicago, Ill.

PIN TABLES	
BIG TOP (New Revamp)	\$199.50
Flat Top	\$205.00
Knockout	100.00
Liberty	155.00
5-10-20	100.00
Four Aces	\$105.00
Keep 'Em Flying	125.00
Sea Hawk	49.50

ARCADE MACHINES	
Ten Strike (Free Play)	\$155.00
Shoot Your Way to Tokyo	159.00
Air Raider	159.00

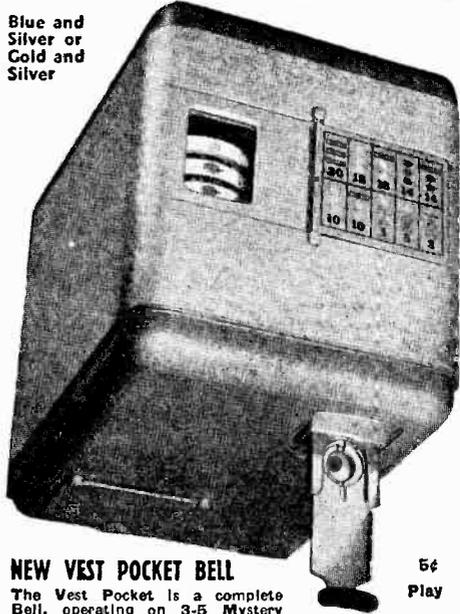
WANT Keeney Velvet, Four Diamonds, Wildfire. These games do not have to be in working condition, but must have all parts.

1/3 Dep., Bal. C.O.D., F.O.B. Phila.
LEON TAKSEN COMPANY
2035 Germantown Ave., Phila. 22, Pa.
Phone: Poplar 3638

MILLS NEW POST-WAR MACHINES



Blue and Silver or Gold and Silver



NEW VEST POCKET BELL

The Vest Pocket is a complete Bell, operating on 3-5 Mystery Payout system. Small payout cup in front is covered by drop flap. Reels can also be instantly covered, automatically removing the reward plate from sight. **BLUE & SILVER or GOLD & SILVER.**

5¢ Play

\$74.50

BLACK CHERRY BELL

This wonderful new Bell is now ready for delivery in 5¢, 10¢, 25¢ and 50¢ Play. This machine actually glows and sparkles with brilliant dashes of Silver, Black, Red and Green.

PLACE YOUR ORDER TODAY FOR PREFERRED SHIPMENT
Send 1/3 Deposit With Order.

SICKING, INC.

1401 CENTRAL PARKWAY, CINCINNATI 14, O.

Immediate Delivery!

PACES RACES

Rebuilt with genuine pre-war parts. Cabinets new or like new. Trim and cabinet hardware refinished like new. 5c and 25c play.

Write for Prices

NOW AVAILABLE—QUANTITIES LIMITED

BRAND NEW

TEN STRIKES

BANG TAILS

GALLOPING DOMINOS

H. C. EVANS & CO.

1520-1530 W. ADAMS STREET

CHICAGO 7, ILLINOIS

SOUTH SEAS

CONVERTED FROM
"KNOCKOUT"

Other Conversions From . . .

- | | |
|-------------|------------|
| Zombie | Do-Re-Mi |
| Sun Beam | Stars |
| Double Play | Leader |
| West Wind | Duplex |
| | Sky Blazer |

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We will buy at \$60 each, F. O. B. our factory, any of the above listed games.



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6125 N. Western Ave., Chicago 45, Illinois

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JACKPOT BELLS

5c — 10c — 25c

GENUINE CHROME — COPPER CHROME

GOLD CHROME

BROWN FRONTS — BLUE FRONTS

SOLD ON OUR

30 DAYS' MONEY-BACK GUARANTEE

BUCKLEY DAILY DOUBLE TRACK ODDS

REBUILT—LOOK AND OPERATE LIKE NEW

PACES SR. REELS (Brand New) \$196.50

MILLS FOUR BELLS — Excellent Condition

PERFECT FIT NEW ALUMINUM CASTINGS ORIGINAL CHROME, GOLD CHROME, COPPER CHROME, BROWN FRONT, ALSO COMPLETE NEW LIGHT CABINET ASSEMBLIES WITH NEW CASTINGS, CLUB HANDLE, REWARD PLATES, PAYOUT CUPS, D. P. PLATES. WRITE FOR COMPLETE LIST REPLACEMENT PARTS.

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IMMEDIATE DELIVERY!

OF
"SUPER SKEEROLL"



The sensational, proven, location-tested money maker! Features the most colorful lite-up backboard on any skeeball—larger playing field—steel runners to avoid ball jams—mechanical ball release—9 ft. long, 26" wide—simple mechanism—all natural wood—hard oak top—you must see it to compare!

DISTRIBUTORS — GET IN TOUCH WITH US IMMEDIATELY FOR A REAL MONEY-MAKING DEAL.

\$349.50

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Simple Mechanism—All Natural Wood, Hard Oak Top. You Must See It To Compare.
ORDER FROM YOUR NEAREST DISTRIBUTOR!

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412 9th St., N. W.
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TO OPERATORS IN THE ABOVE TERRITORY—

We promise you something outstandingly sensational in the new Aireon Electronic Phonograph, soon to be seen in our display rooms. Watch for our announcement.

DON'T BUY 'TILL YOU'VE SEEN AIREON

H. M. BRANSON DISTRIBUTING CO.

Factory Distributors for All Leading Manufacturers
512-14-16 So. Second St. Louisville 1, Kentucky

Salesboards on Display at Chi

CHICAGO, Jan. 19.—In attendance at the NATD convention and meeting large numbers of tobacco dealers were representatives of three salesboard companies, Pioneer Manufacturing Company, Chicago; Consolidated Manufacturing Company, Chicago, and Thomas A. Walsh Manufacturing Company, Omaha.

All three firms reported little difficulty at the present time in getting sufficient materials for production of their products, and production will be stepped up further as soon as manpower conditions permit quantity output. This latter factor of production seems to be the only major difficulty facing salesboard concerns now.

Pioneer and Consolidated companies, both being Chicago outlets for salesboards, are among the better-known manufacturers in the Middle West. Thomas A. Walsh Company is one of the first in the salesboard field.

Pioneer was represented at the convention by Charles G. Lucenti, president; Harold A. Boax, sales manager, and William P. Willpert, district sales manager. Representing Consolidated were Chester Sax, general manager; Irving Sax, sales manager; M. V. Reeves, Illinois representative, and Edward Holtz, Indiana representative. Thomas A. Walsh, owner of the Thomas A. Walsh Company, was in charge of sales contacts in its exhibit room.

Ban Hits Spots Serving Liquor

DETROIT, Jan. 19.—Most drastic order ever to hit Michigan's coin machine industry was issued Wednesday (16) by John P. Aaron, chairman of the Michigan Liquor Control Commission. Order bans all games, either "skill or chance," from locations which serve liquor. Observers feel that the ruling will meet with considerable opposition.

Trade fears that the ruling is so extreme that it may even affect target ranges and the like.

ALL MACHINES IN A-1 CONDITION

WURLITZER PHONOGRAPHS

	Each
4 700's	\$665.00
8 850's	825.00
4 950's	775.00
2 800's	750.00
6 750E	800.00
4 600 Rotary	400.00
2 780's	675.00
1 Royal	189.50
1 Mills Throne, Parts Missing, Good Cabinet	100.00

PIN BALL MACHINES

1 Sea Hawk	\$ 54.50
1 Band Wagon	49.50
1 Four Diamonds	45.00
1 Baker's Defense	32.50
1 Spot Pool	59.50
1 Topic	79.50
1 A.B.C. Bowler	49.50
1 Big Chief	34.50
1 Cadillac	34.50
1 Yanks	34.50
1 Monicker	79.50
1 Liberty	139.50
1 1-2-3	79.50
10 Mills Owls	35.00
1 Five-Ten-Twenty	139.50

NEW MACHINES for IMMEDIATE DELIVERY

Chicago Coin's Goatee	\$525.00
Total Roll	425.00
Hollywood	249.00
Laura	249.00
South Seas	249.00

Get on Our Mailing List for the Latest in New Equipment.

SPECIAL

Route for Sale in Chattanooga, Tenn., Consisting of the Following Machines:
 2 700's 3 Rock-Ola Standards
 11 800's 1 Rock-Ola Deluxe
 3 950's 1 Imperial 20
 8 850's 16 Wall-o-Matic Boxes
 14 750's 3 145 Steppers
 1 780E 2 Strike Up the Band
 1 616 1 600 Speaker
 1 412 1 Music Transmitter
 13 Envoys 1 Chicago Coin Goatee
 1 Plaza 23 Pin Games

All machines on good location and in good condition with a net income of \$5000.00 a month.

The whole works for \$42,000.00 if you see this quick

Contact

FRED BURKS

at the Patton Hotel in Chattanooga, Tenn., or

F. & W. AMUSEMENT CO.

Cookeville, Tenn.

TUBES and NEW ACCESSORIES

Complete Line of Phonographs and Parts

WE HAVE JUST DISMANTLED A SEEBURG 8800 ESRC, A WURLITZER 780E AND 950 AND HAVE EVERY PART IN A-1 CONDITION EXCEPT FOR PLASTICS—WRITE, WIRE, PHONE YOUR NEEDS!

★ ★ ★ PHONOGRAPHS ★ ★ ★

2 WURLITZER 500	\$475.00
3 WURLITZER 24, A-1 CONDITION	305.00
3 WURLITZER 600R, NEWLY REFINISHED	410.00
10 WURLITZER 61 COUNTER MODELS	149.50
COUNTER MODEL STANDS	15.00
TRAYS FOR ALL WURLITZER COUNTER MODELS (USED), A-1 CONDITION. EA.	1.75
SEEBURG, 12 RECORD	110.00
SEEBURG CLASSIC ESRC, NEWLY REFINISHED, NEVER ON LOCATION	515.00

WE HAVE A COMPLETE LINE OF PARTS, TUBES AND ACCESSORIES—WRITE!

Deposit Required With All Orders!

ALBENA SALES CO.

587 10th AVE., NEW YORK 18, N. Y. • LOngacre 5-8334

REALLY RECONDITIONED GAMES

NEW MACHINES

HOLLYWOOD, 5 Ball Game	\$249.50
BALLY UNDERSEA RAIDER	399.50
SUPREME BOLASCORE	350.00
#201 A.M.I. SINGING TOWER	485.00

USED ARCADE

Texas Leaguer	\$ 39.50
Bean 'Em	59.50
Chicago Coin Hockey	195.00
Chicken Sam, A-1	94.50
C. Sam converted to Rifle Range and Refinished	149.50
Scientific Batting Practice	110.00
Rex Bowling League, 9 Ft.	149.50
Bowl-a-Bomb, 9 Ft.	149.50
Keeney Anti-Aircraft, Bl.	49.50
Western DeLux Baseball	129.50

MISCELLANEOUS

10c Mills Blue Front	\$125.00
5c Mills Black (H. Load)	175.00

Wisconsin Novelty Co.
OF MILWAUKEE

3734 N. Green Bay Ave. Milwaukee 6 Wis.

WANT TO BUY CHICAGO COIN GAMES
Any Kind—Don't Have To Work—All Parts Must Be There. Glass Not Necessary.

F. P. & K. DISTRIBUTING CO.
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Longacre 3-6235

Wanted

At Once Any Quantity!
PUNCH TOPS FORMATION POWERHOUSE BIG LEAGUE BIG TOWN BLONDIE

P & S MACHINE CO.
3017 N. Sheffield Ave. CHICAGO

WANTED

3 Wurlitzer 71 Counter Models
1 Abbott 5c Coin Counting Machine

FOR SALE

1 Mills Factory Rebuilt Blue Front, 3-5-25c	\$220.00
1 Batting Practice	75.00
1 Shoot the Jap Gun	75.00

1/3 Deposit, Balance C. O. D.

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44 Friday Street MILLVALE, PA.
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WANTED ARCADE EQUIPMENT

Also Long Range Lead Galley.
ERWIN BALDRIDGE
Box 111, Redford P. O., Detroit, Mich.

USED AND RECONDITIONED

1 Wurlitzer 800	\$725.00	2 Wurlitzer Bar Boxes	\$ 10.00
4 Jack in Box Stands, No Locks	30.00	8 24-Record Selectomatic	8.00
2 Chicago Metal Single Slot Machine, Revolveraround Safes, Like New	75.00	3 Seeburg Transmitters (New)	35.00
1 Seeburg WLS Baromatic, Less Tube, 5-10-25	35.00	2 Spottem	18.00
4 Wurlitzer 24 Record Adapters and Stepper Units	65.00	1 Sky Fighter	200.00
		1 Super Torpedo	275.00
		1 Liberator	175.00
		1 Supreme Rocket Buster	225.00

Full Cash Must Accompany Order in Form of Post Office, Express, Telegraph Money Order or Certified Check

MOSELEY VENDING MACHINE EXCHANGE, INC.
00 BROAD STREET, RICHMOND, VA. Day Phone 3-4511—Night: 5-5328

ATTENTION, OPERATORS

IN WESTERN PENNSYLVANIA
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 SOUTHEASTERN OHIO



The New
**MILLS BLACK
 CHERRY BELL**
 Now Available 5c-10c-25c

IMMEDIATE DELIVERY

Mills Brand New Vest Pockets Fruit Reels — 5c Play

\$74.50

WIRE—PHONE—WRITE NOW

COIN MACHINE DISTRIBUTING CO.

500 N. CRAIG ST. Museum 0303-04 PITTSBURGH 13, PA.

REMODELING SALE

Not just a removal or closeout but really reconditioned buys that we are reducing in order to go ahead with our remodeling program. All machines are guaranteed in first-class condition.

SLOT MACHINES		PHONOS AND SPECIALS	
5c Blue Front, C.H.K.A.	\$125.00	Two Door Double Stands, complete except for Locking Bars . . .	\$ 35.00
10c Blue Front, Single Jack	130.00	Single Box Stands . . .	12.50
10c Blue Front, C.H.K.A.	145.00	Capehart 20-Sel. Phone	120.00
5c Brown Front	140.00	Melotone 16-Rec. Phone	225.00
25c Callie	49.50	Singing Towers, 20-Sel.	275.00
25c Brown Front	220.00	Singing Towers, 40-Sel.	475.00
5c Brown Front, Rebuilt	140.00	Rock-Ola Imperial, Remote Unit	220.00
5c Cherry Bell	145.00	Rock-Ola 16-Rec. Rhythm King	150.00
10c Cherry Bell	170.00	Wurlitzer 41, Counter Model	125.00
5c Original Chrome	235.00	Wurlitzer 71, Counter Model	225.00
5c Pace DeLuxe	85.00	Wurlitzer Twin 12 Units, Complete	195.00
5c Pace Kitty	70.00	Tommy Gun	130.00
ONE BALLS		Victory Pool	100.00
Jockey Club	\$300.00	Zingo	150.00
Santa Anita	110.00		
Sea Biscuit	40.00		
Race King	125.00		
FIVE BALLS			
Four Diamonds	\$ 49.50		
Dude Ranch	44.50		

All Machines Guaranteed—Ready for Location. 1/3 Certified Deposit, Balance C. O. D.

Wisconsin's Leading Distributors

UNITED COIN MACHINE COMPANY

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BIG VALUES—ORDER RIGHT NOW!!

★★★ EVERY MACHINE THOROUGHLY OVERHAULED IN OUR SHOPS ★★★

SLOTS . . . ALL GUARANTEED ORIGINALS, PERFECT HIGH SERIALS

7 5c Blue Fronts, Each	\$150.00	1 5c Cherry Bell	\$150.00
5 10c Blue Fronts, Each	175.00	1 5c Bonus Bell	195.00
5 25c Blue Fronts, Each	200.00	3 10c Bonus Bells, Each	235.00
2 50c Blue Fronts, Each	425.00	1 25c Black Handload	275.00
5 5c Mills Club Bells, Brand New, Ea.	350.00	1 25c Gold Chrome	295.00
3 5c Brown Fronts, Brand New, Ea.	250.00	2 25c Roman Head, Giltt. Gold, One Cherry Pay, Each	200.00
8 5c Brown Fronts, Each	200.00	1 50c Roman Head, Giltt. Gold, Reb.	250.00
16 10c Brown Fronts, Each	225.00	1 10c Extraordinary	150.00
12 25c Brown Fronts, Each	250.00		

ARCADE . . . EVERY MACHINE RECONDITIONED, PERFECT

1 Bally Defender	\$180.00	2 Victory Roll (Skee Ball), Like New, Ea.	\$190.00
1 Drive Mobile	215.00	1 Scientific Basketball	50.00
2 Anti Aircraft, Repainted Like New, Ea.	75.00	1 Grip Tease, Like New	35.00
2 Circus Romance, Brand New, Each	125.00	2 WARNER Voice Recorders, Like New, Each	250.00
1 Circus Romance, Used 1 Week	100.00		

ONE BALLS, GUARANTEED PERFECT

1 Dark Horse, F.P.	\$165.00	1 Blue Grass, F.P.	\$165.00
1 Fortuno, Comb. F.P., P.O.	\$215.00		

CONSOLES, MECHANICALLY PERFECT, LIKE NEW . . .

1 1941 Bangalls, D.D., J.P. (Light Sides)	\$300.00	1 Galloping Dominoes, D.D., J.P. (Light Sides)	\$300.00
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TERMS: One-Half Deposit With Order, Balance C. O. D.

ALL ORDERS SHIPPED SAME DAY RECEIVED. WIRE, WRITE, PHONE.

ADVANCE AUTOMATIC SALES CO.

PHONE HEMLOCK 1750

1350 HOWARD STREET

SAN FRANCISCO 3, CALIF.

FOOT VITALIZER
METER Machines
Streamline CARD VENDERS
now ready for delivery on limited production . . . quota
EXHIBIT
GLOOM CHASER

FOOT VITALIZERS
 STREAMLINE
 CARD VENDERS
 IDEAL CARD VENDERS
 12 NEW DESIGNED
 METER MACHINES
 SETS OF 3, ON BASES

remember only a limited production of these Smart EXHIBIT Money Makers on hand because of material limitations, so Order Now, PRIORITY given to orders as received. Again we say . . .

ORDER NOW . . . TODAY

EXHIBIT SUPPLY CO. 4222-30 W. LAKE STREET CHICAGO 24, ILLINOIS

**WANT TO BUY
 500 MILLS SLOTS
 ESCALATOR MODELS
 MILLS 3-BELLS**

Write—Wire—Phone

Stating Price and Quantity



CALIFORNIA AMUSEMENT CO.

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FROM NOW ON - Aireon

We're proud to announce that North and South Carolina Music Operators are going to be among the first to have the greatest automatic music ever developed—Aireon Electronic Phonographs and Remote Control Equipment. "Nothing could be Finer" for any location than the brilliant music, the colorful, flashing play-appeal, the lower cost of operation and new mechanical perfection of Aireon. Don't be talked into buying dressed-up pre-war models—Aireon Electronic Phonographs will be here soon!

PIEDMONT DISTRIBUTING CO.
200 East Council Street
SALISBURY, NORTH CAROLINA

Brokers Snatch Up Stock Issue Of Vending Firm

CHICAGO, Jan. 19.—La Salle Street stock operators' optimistic view of the future of the vending business was spoken in dollars and cents this week as an offering of 129,966 shares of common stock in Automatic Canteen Company of America was sold out in a few hours. Stock was handled thruout the country by such top brokerage concerns as Hornblower & Weeks, Paul H. Davis & Company; Central Republic Company, Inc.; Merrill Lynch, Pierce, Fenner & Beane, and Hurd, Clegg & Company. The issue was widely advertised in daily and financial papers in the East and Middle West.

Shares offered was the new \$5 par value common of Automatic Canteen, of which 500,000 shares were authorized recently to replace its previous no-par common. Three shares of the new stock was issued to shareholders in exchange for each share of the old, which also was carried on company books at \$5 per share but was quoted by security dealers at about \$65 a share.

New stock was offered to the public at \$23.50 per share, and Hornblower & Weeks and Central Republic which handled the largest blocs, reported the issue oversubscribed a few hours after opening of sale.

Of the total offered, 21,912 was sold by the company to the underwriting brokers at \$22 per share. The remainder of the offering was sold by stockholders at the same figure. The company netted \$482,064 from its share of the stock. The money will be used for general corporate purposes including purchase of more vending machines, it was announced.

Company has asked for listing of its shares on the New York Stock Exchange.

MARKEPP VALUES

ARCADE EQUIPMENT	
Keeney Air Raider	\$139.50
Bally Rapid Fire	145.00
Keeney Submarine Gun	115.00
Tall Gunner	79.50
Chicken Sam Target Conversion	95.00
Shoot the Chutes	79.50
Buckley Electric Hoist	59.50
Scientific Batting Practice	105.00
Poker and Joker	79.50
Exhibition Bowling Alley	59.50
Liberator	175.00
Chicago Coin Hockey	189.50

FIVE BALL PIN GAMES	
Gold Star S	39.50
Jeep, Rev.	119.50
Marvel Base-ball	115.00
Eagle Squadron	125.00
Gottlieb 3 Score	\$ 35.00
Paratrooper	105.00
Metro	49.50
Bombardier, Rev.	115.00

SLOT MACHINES & CONSOLES	
5¢ Cherry Bell, Original Cabinet	
Refinished	\$175.00
5¢ Blue Front, Original	150.00
Jumbo Parade, C.P.O.	135.00
Jumbo Parade, F.P.	98.00
Big Game, F.P.	85.00
'38 Track Time	85.00
Vest Pockets, Green	39.50
Vest Pockets, Blue & Gold	49.50

NEW GAMES	
Rush Your Order for Early Delivery	
Genco Total Roll	\$425.00
Chicago Coin Goals	525.00
Gottlieb Pin Stage Door Canteen	249.50
Bally Undersea Raider	399.50
Hollywood Converter	249.50

MUSIC
A. M. I. Hi-Boy, 40 Selection . . . \$395.00
Rock-Ola Bar Boxes, #1526, 5¢-10¢-25¢ . . . 42.50
Seeburg Wallomatic, WS1Z Wireless 7.50
All Machines Carry Markepp Guarantee.
Want to buy Phonographs all makes and models. Send us your list.

THE MARKEPP CO.
(Established 1928)
4310 Carnegie Ave.,
Cleveland 3, Ohio
Telephone: Henderson 1043

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ALL STYLES WRITE FOR LATEST CATALOGUE AND PRICE LIST

ERATH COMPANY
SOUTH BEND 24, INDIANA

PREFERRED!

BY ALL COIN MACHINE OPERATORS

MATCHLESS LAMPS

"The Complete Line"

MATCHLESS ELECTRIC COMPANY
564 WEST RANDOLPH STREET CHICAGO 6, ILL.

MILLS ORIGINAL SLOTS RECONDITIONED—Guaranteed

By Our 48 Years of Experience
WRITE FOR PRICES

5c, 10c, 25c GOLD CHROMES
5c, 10c, 25c BROWN FRONTS
5c, 10c, 25c BLUE FRONTS

All above Machines have Knee Action, Club Handles and Drill Proof.

5c Q. T.'s Original Blue Made Glitter Gold . . . \$ 89.50
10c Q. T.'s, Same as Above . . . 99.50
25c Q. T.'s, Same as Above But With SPECIAL 3/5 PAYOUT 129.50
VEST POCKETS, Blue and Gold. 59.50

Write for Complete Price List of SLOT Parts . . . WE HAVE THEM ALL

1/3 Deposit, Balance C. O. D.

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HOLLYWOOD

IMMEDIATE DELIVERY **STAGEDOOR CANTEN** IMMEDIATE DELIVERY
BANK BALL • PILOT TRAINER

MARVEL BASEBALL, \$114.50, WHILE THEY LAST!
Write for our List of 5-Ball Games and Consoles. You'll save money and time.

MID-STATE CO.
2848 ROOSEVELT ROAD SACRAMENTO 2691 CHICAGO 12, ILL.

VENDING MACHINES

20 Northwestern Model "30," 1¢ . . . @	\$7.50
25 Northwestern Standard, 1 or 5¢ . . . @	7.75
5 Northwestern Standard, Comb. 1 & 5¢ . . . @	8.00
30 Columbus Model A, 1 or 5¢ . . . @	6.50
1 Hot Peanut, 5¢ . . . @	8.00
15 Supreme 1¢ . . . @	5.00
24 Advance Ball Gum 1¢ . . . @	5.50
1 Advance Candy, 2 Comp., 5¢ . . . @	10.00

ARCADE MACHINES
10 Imp, Cubs and Black Jack, 1 or 10¢ Play . . . \$ 5.00
2 Evans Ten Strike or Q.T. P.S. High Dial, 5¢ Play . . . 59.00
2 Rotor Table, 6 Balls, 5 Play . . . 85.00

Repair all type of Coin Machines, also have Parts and Globes.

C. E. BRADFORD
226 Hamilton Street ALBANY 3, N. Y.

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"PRE-FLIGHT TRAINER"

that's All we ask!

for name of WRITE, WIRE, PHONE nearest distributor

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231 W. WIS. AVE., MILWAUKEE 3, WIS.
Phone: BROADWAY 4418

50 Brand New Victory Stamp Machines, \$1,800.00

IN ORIGINAL CRATES. WILL FURNISH LOCATIONS IN DETROIT.

JEOP \$115.00	TEXAS MUSTANG \$ 65.00	PLAY BALL (Conv. Fram Champ) . . . \$59.50
VENUS 65.00	KEEP 'EM FLYING. 129.50	CHAMP 55.00

S & W
COIN MACHINE EXCHANGE
2416 GRAND RIVER AVE., DETROIT 1, MICH. RAndolph 0647

WANT TO BUY

Wurlitzer 2-Wire Wall Boxes, Model 320. Will pay \$15.00 each, in good shape with all parts. Also Jennings Silver Moon Chiefs and Silver Chiefs, 2/5 pay.

ROBERT TAYLOR
BOX 934 PORTSMOUTH, OHIO

Super Skee Roll Alley

HIGHEST IN QUALITY, LOWEST IN PRICE!
\$349.50 Each. 10% discount for five or more. WIRE, PHONE.

JULES OLSHEIN & CO.
1100-02 Broadway ALBANY 4, N. Y.

Black Cherry Bell SET-UPS

\$55.00 EA.
\$45.00 EA.
In Lots of 25
or More.



Completely assembled with all new parts, including drill proof lining, club handles, etc. Guaranteed to be exact reproduction of Mills Machines. Money-back guarantee.

CONVERSION \$99.50
Plus Parts

We convert your Mills Escalator Type Machines to look and operate like **BLACK CHERRY BELLS**. \$99.50 Ea. Write for Complete Details.

FOR SALE! BLACK CHERRY BELLS
5c ... \$260.00
10c ... 275.00
25c ... 285.00

"CENTRAL" is Noted To Have the Most Complete Stock of Coin Machine Parts and Supplies. Get On Our Mailing List TODAY.

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IN STOCK 5 BALL FREE PLAY REVAMP **MARVEL HOLLYWOOD \$249.50**

RECONDITIONED FIVE BALL FREE PLAYS

Williams Flat Top \$210.00	Gott. Cover Girl .. \$225.00	Showboat	\$85.00
Texas Mustang	Miami Beach	Southpaw	75.00
Spot Pool	Bowlaway	Towers	85.00
Jungle	Majors, '41	Belle Hop	75.00
Triumph	School Days	Seven Up	55.00
Champ	Flicker	Miami Beach	75.00

TO PEP UP YOUR OPERATION — WE OFFER CLEAN RECONDITIONED CONSOLES

Pace Twin Reels, 10¢ & 25¢	\$325.00	Super Bell, 3-5¢ & 1-25¢	\$495.00
Pace Twin Reels, 5¢ & 25¢	300.00	Bally Club Bell	215.00
Evans '41 Dominos with J.P.	225.00	Watling Big Game	125.00
Super Bell, 5¢	295.00	Four Bell	325.00
Super Bell, 5 & 25¢	375.00	Jumbo Parade	135.00
Super Bell, 4-5¢	400.00	Jumbo Parade, 25¢ Play	225.00
Evans '41 Bangtails with J.P.	\$225.00		

REPAINTED ORIGINAL SLOT MACHINES RECONDITIONED

Vest Pocket, 5¢ Blue & Gold	\$ 49.50	Brown Front, 50¢	\$625.00
Jeanings Silver Moon Chief, Chrome	195.00	Copper Chrome, 5¢	225.00
Jeanings Chief Console	135.00	Gold Chrome, 5¢	250.00
Brown Front, 5¢	215.00	Gold Chrome, 10¢	275.00
Brown Front, 10¢	235.00	Gold Chrome, 25¢	295.00
Brown Front, 25¢	275.00	Copper Chrome, 10¢	265.00
		Copper Chrome, 25¢	295.00

MILLS OR CHICAGO METAL WEIGHTED STANDS, CRACKLE FINISH .. \$19.50
CHICAGO METAL DOUBLE REVOLVAROUND, OPEN TYPE

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WORLD WIDE DISTRIBUTORS
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Exclusive Distributor: J. H. Keeney & Co., Packard Mfg. Corp.

AN INVITATION TO ALL CONNECTICUT OPERATORS

You're invited to the formal opening of our Hartford building on Sunday, January 27th. We're staging a gala party in honor of . . .

the first showing in Connecticut of the new **SEEBURG MUSIC SYSTEMS** and the **SEEBURG "146"**—the No. 1 Phonograph of 1946. Remember the date—Sunday, January 27th.

Atlantic Distributing Co.

EXCLUSIVE DISTRIBUTORS IN NEW YORK, CONNECTICUT AND NORTHERN NEW JERSEY FOR

SEEBURG MUSIC SYSTEMS

1625 MAIN STREET, HARTFORD, CONN. Hartford 2-6141

Pioneer extends an invitation to all jobbers and operators throughout the country to drop in for a visit when stopping in Chicago. Pioneer Mfg. Co., Inc.

Sales Boards with Pulling Power-Plus PROFITS

"We do not Compete with those we Serve"

Pioneer
MANUFACTURING CO., Inc.
2352 W. CERMAK ROAD, CHICAGO 8, ILLINOIS

FOR IMMEDIATE DELIVERY

MILLS BLACK CHERRY BELLS
(Genuine)

- MILLS NEW VEST POCKET BELLS.....\$74.50
- CHICAGO COIN GOALEE.....\$525.00
- TOTAL ROLL..... 425.00
- STAGE DOOR CANTEEN..... 249.50

GET ON OUR MAILING LIST. WE ARE FIRST WITH THE LATEST RELEASES
Send One-Third Deposit for Immediate Shipment

ROBINSON SALES COMPANY 7525 Grand River
Tyler 7-2770 Detroit 4, Michigan

WANT TO BUY

- 5 BALLS SLOTS
- 1 BALLS CONSOLES
- PHONOGRAPHS

WILL PAY HIGHEST CASH PRICES. WE WILL ALSO PICK UP YOUR EQUIPMENT UNCRATED WITHIN A 350-MILE RADIUS OF DETROIT

PHONE, WIRE OR WRITE

ROBINSON SALES COMPANY
TYLER 7-2770 7525 GRAND RIVER DETROIT 4, MICHIGAN

MILLS DISTRIBUTOR IN NEW YORK STATE

"WE SHIP FROM STOCK"

NEW POST-WAR VEST POCKET BELLS

5c PLAY ONLY - - - \$74.50

WRITE—WIRE—PHONE YOUR ORDER



**NEW
BLACK
CHERRY
BELLS
5-10-25-
50c
PLAY**

**A
MASTER-
PIECE
BY THE
LARGEST
COIN
MACHINE
MANUFAC-
TURER
IN THE
WORLD**

VALLEY SPECIALTY CO., INC.

550 N. Clinton

In Syracuse

Rufus White
1206 South Ave.

Rochester 5, N. Y.

In Ithaca

Joseph Reilly
140 College Ave.

NEW GROETCHEN METAL TYPERS

IMPROVED MODEL NOW BEING ASSEMBLED.
ORDERS WILL BE FILLED IN SEQUENCE

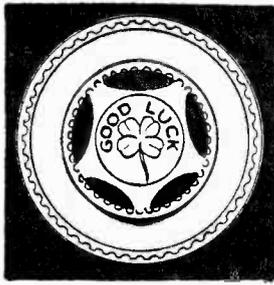
WRITE FOR PRICES



**QUALITY
ALUMINUM
DISCS**

made with original
Groetchen
Dies

Write for Samples and
Prices.



STANDARD SCALE CO. 715 N. KINGSHIGHWAY
ST. LOUIS 8, MO.

★★★ SPEAKER VOLUME CONTROLS ★★★

8 OHM 15 WATT "L" PAD.....\$2.60

8 OHM 4 WATT "L" PAD..... 1.20

REMOTE VOLUME CONTROL, assembled in black metal box, with control knob and terminals for lead wires to phonograph..... 3.25

TUBES and ELECTRONIC PARTS for the COIN MACHINE INDUSTRY

ALLIED ELECTRONICS COMPANY

67 WEST 44th STREET Phone: Murray Hill 2-0755 NEW YORK 18, N. Y.

GET YOURS NOW!!!

HAND PAINTED CONVERSIONS

For Seeburg Guns that CAN BE WASHED! A picture that will attract attention—comes in BEAR or OWL ready to install. 1 sample \$16.00—3 or more, \$14.00 each.

MACOMB

MUSIC SERVICE

16700 NINE MILE ROAD
EAST DETROIT, MICH.

Arizonans Put Record \$\$ Out For Amusement

PHOENIX, Ariz., Jan. 19.—Arizonans spent \$780,440.50 for amusements in November, an increase of \$100,517.50 over the amount spent last July, the State Tax Commission reported. The amount represents 2.12 per cent of the State's gross income.

Figures released by the commission are based on collections of the State sales tax and serve as a barometer of Arizona's business conditions.

Collections for the first five months of the 1945-'46 fiscal year were 13.3 per cent over collections for the corresponding period a year ago, with later period representing a 5.33 per cent increase over the identical period in 1933.

November receipts in 1945 were the second highest of any month since the sales tax was enacted, being eclipsed only by those of June, 1944.

Luxury tax collections—for tobacco and liquor—for November, 1945, totaled \$214,730—the third highest month on record. They were exceeded only by September and October, 1942.

The tax commission said luxury tax receipts began a decline in November, 1942, due to a scarcity of liquor and tobacco, but now are staging a "comeback" due to increased supplies of these commodities.

J. Kertman Changes Coin Firm's Title

NEW YORK, Jan. 19.—Jerry Kertman announces that the American Coin Machine Company, Rochester, N. Y., has changed its name to Kertman Sales Corporation with offices still at the same address.

International Features!

Paces Reels, Comb. F.P., P.O. \$159.50
Circus Romance, New 199.50
Jennings Blue Skin 149.50
World Fair Card Vendors, 2¢ 24.50
Metal Reels, Girl Reels 27.50
Mutoscope Reels, Wooden Cabinets 17.50

NOW DELIVERING

GOALEE . . . STAGE DOOR CANTEENS
UNDERSEA RAIDER . . . HOLLYWOOD
NEW PACKARD WALL BOXES.

Air Raider \$140.00
Munves Liberty Striker 89.50
Hi-Striker 69.50
Raise the Devil 69.50
Love Meter, Counter Model 29.50
Shoot the Japs 114.50
Shoot the Chutes 99.50
Jolly 39.50
Eureka, One 55.00
Ball, F.P. . . \$59.50 Wildfire 49.50
ABC Bowler 64.50 Power House 49.50
Marvel Baseball 99.50

For Complete List of Five Ball, Free Play Games—Write.

Want All Types Phonographs. Give Serial and Makes.

Terms: 1/2 Dep. With All Orders, Bal. C.O.D.

International Coin Machine Distributors
2115 Prospect Ave. CLEVELAND 15, O.
Main 5769-70

ARCADES

AMUSEMENT CENTERS, SPORTLANDS, ETC.
AT LAST! NEW MACHINES!
Bally, Chicago Coin, Exhibit, Gottlieb, Super Skeerolls, Penny Weighing Scales, etc., are here.

ORIGINAL 1488 GUN LAMPS—
60¢ EACH.

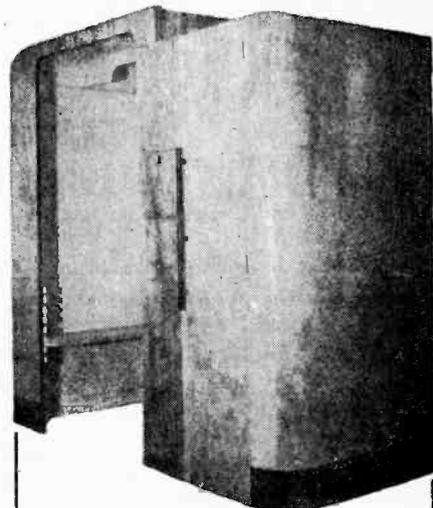
Ready for Delivery

THE BIGGEST ASSORTMENT IN THE U. S. OF FACTORY-REBUILT, BEAUTIFULLY REPAINTED AMUSEMENT MACHINES ON HAND. THEY LOOK BETTER THAN NEW. DON'T WAIT! ORDER NOW FOR NEXT SEASON! Complete List of Machines, Parts and Supplies Sent Free!

BUY FROM A RELIABLE SOURCE
—WE'RE IN BUSINESS SINCE 1912

MUNVES
510-514 W. 34th St.
N.Y. 1, N.Y. (Bryant 9-6877)

5 MINUTE PHOTOS



ACTUAL PROFITS UP TO \$1,500.00 WEEK

(Your supplies cost 5% of gross.) Our simplified camera and instructions enable you to teach an inexperienced girl in 15 min.

Send for circular showing our new low prices and America's most beautiful photo booths—designed by one of America's leading artists. Plenty of film, chemicals, etc.

AMERICAN STAMP & NOVELTY MFG. CO.
(Reference: D&B) Oklahoma City, Okla.
The Originators of the Triple Camera

HARD TO GET PARTS

★
MAIN WORM GEARS

for

WURLITZER \$4.00
STAR WHEELS30
SELECTOR PINS, 1 Doz. 3.00
For SEEBURG & WURLITZER
NEEDLE SCREWS, 1 Doz. \$2.00
VOLUME CONTROL KEYS, 100. . 5.00
SHOULDER SCREWS FOR CANCEL PAWL ON WURLITZER MAGAZINE SWITCH, 1 Doz. 1.50
TRIP DOWN WIRE, 1 Doz. 5.00
BRASS YOKE BUSHINGS, 1 Doz.. 2.00
MAIN CLOCK GEARS WITH HARDENED DOGS AND SPRINGS FOR MILLS AND JENNINGS SLOTS, Each 2.00

Plunger Rods or Ball Shooters for All Makes Pin Ball Mach., \$5.00 Per Doz.

Distributors and jobbers, write for quantity price list.

James Clement Mfg. & Coin Machine Parts
948 W. Russell St. Phila. 40, Pa.

WANTED PHONOGRAPHS

WILL PAY CASH FOR
WURLITZER

71	600	800
81	700	850
500	750	

SEEBURG

Gem	Cadet
Invoice	8800
Regal	9900
Classic	

ROCK-OLA

Standard	DeLuxe
Super	Master
Counter Model 39	

WRITE OR WIRE AT ONCE
Send Us Your List and Prices.

ALLIED MUSIC DISTRIBUTORS

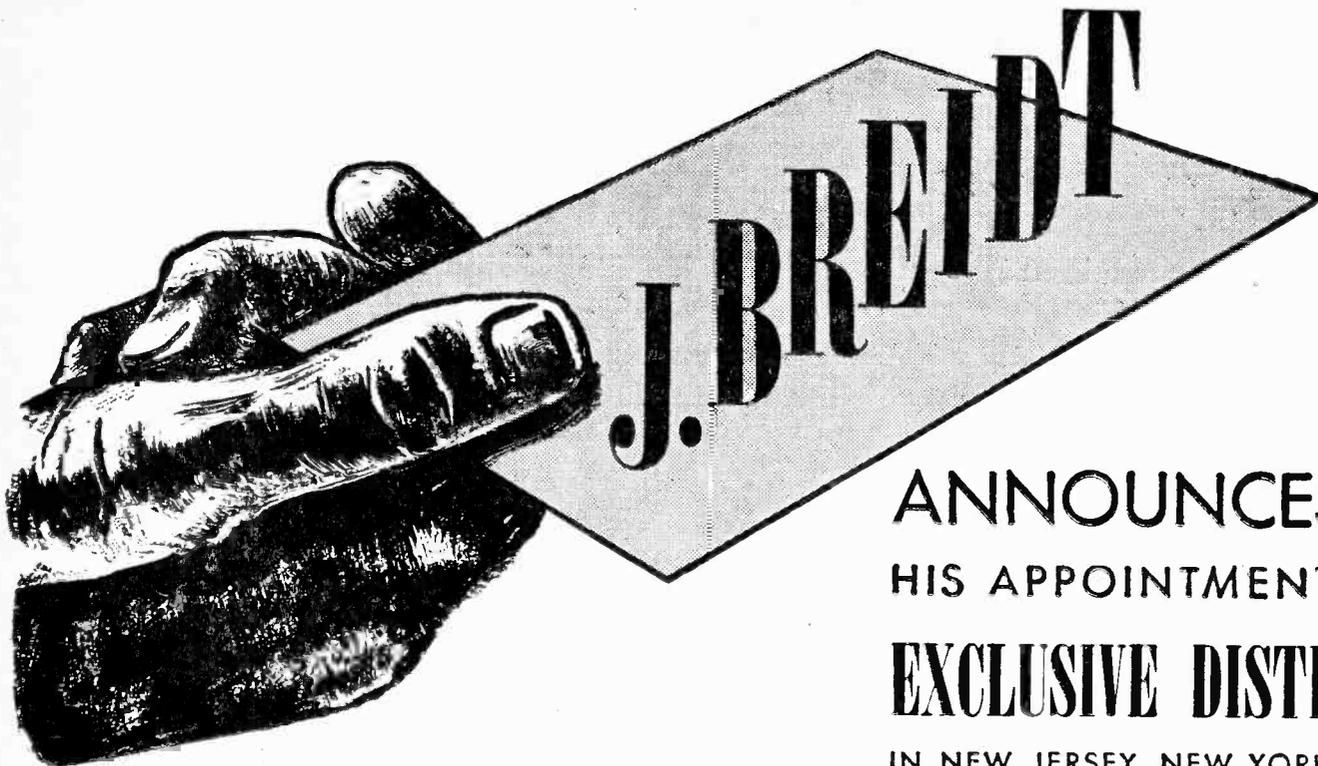
5143 S. Ashland Ave., Chicago 9, Ill.

WANTED TO BUY

MUSIC ROUTE OR MUSIC, PIN, SLOT AND SALESBOARD ROUTE IN SOUTHERN CALIFORNIA

State equipment, route location, price.

BOX D-107
c/o The Billboard Cincinnati 1, O.



**ANNOUNCES
HIS APPOINTMENT AS
EXCLUSIVE DISTRIBUTOR**

IN NEW JERSEY, NEW YORK, and CONNECTICUT
FOR

Bally

MANUFACTURING COMPANY

AND HIS ASSOCIATION WITH CHARLES POLGAAR
UNDER THE NAME OF TRI-STATE SALES COMPANY, INC.

NOW DELIVERING

- VICTORY DERBY
- 3 Ball Multiple Pay Table
- VICTORY SPECIAL
- 1 Ball Multiple Free Play
- UNDERSEA RAIDER
- Arcade Type Photo Electric Game

NOW TAKING ORDERS FOR

- Bally's Brand New
- 5 Ball Free Play Game

TRI-STATE SALES COMPANY, INC.

585 Tenth Avenue, New York 18, N. Y. Phone CHelsea 2-4648
131 Clinton Avenue, Newark 2, N. J. Phone MAket 3-6105

REMINDER!

Get in touch with "ACTIVE" about all the latest releases. We are making immediate delivery of all new games. Two "ACTIVE" offices with complete facilities to serve you "right". A penny post-card gets you on our mailing list for all "spot announcements". Write today!

IN PENNSYLVANIA
IT'S
JOE ASH

IN NEW JERSEY
IT'S
IRV MORRIS

Active Amusement Machines Co.

900 N. FRANKLIN ST., PHILA. 23, PA. MARKET 2656
417 FRELINGHUYSEN AVE., NEWARK 5, N. J. BIGELOW 3-1195
"You Can Always Depend on Active--All Ways"

JUST RELEASED

Brand new steel stools that will serve a thousand uses

Line your bar with these famous stools for added comfort that means added profits. The ideal work stool for the shop, convenient in the home, extra enjoyment at your pin game locations.



All welded non-breakable construction.
All round edge steel.
Unusually large, comfortable seat, 14" square with rounded corners.
Tapered legs insure safety against tipping.
Strong channel brace provided a comfortable foot rest.
Long life pressed wood seat applied over steel for strength.
18 to 28 inches high; please state height desired.

ONLY \$4.90 EACH

\$4.65 Quantities of 10
4.25 Quantities of 25
4.00 Quantities of 100

SELLING OUT

We are discontinuing our regular line of hand trucks to handle government surplus materials.

500 brand new Hand Trucks, reg. priced at \$9.95.

45 inches high.
All welded steel construction.
Solid Steel axle.
Weight 22 lbs.

Single handle, making other hand available.

Regular equipment on railway express delivery trucks.

Sell Out Price Only

\$7.50

F. O. B. Phila.
1/2 Dep., Bal. with Order.
5 Trucks for \$35.00.



Don't miss this value. Every truck fully guaranteed.

BAIZER AND GRAY

1303 S. BROAD STREET

PHILADELPHIA 47, PA.

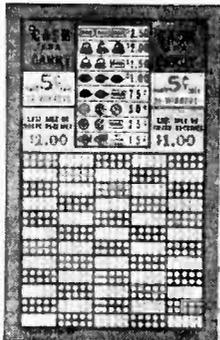
Sales Board Buyers in Canada Only

BUY FROM US AT FACTORY PRICES AND SAVE DUTY AND SALES TAX

Plain Boards—Trade Boards—Jackpot Boards
Book Cover Boards

ALL SIZES FROM 100 TO 4,000 HOLES

WRITE US FOR SAMPLES AND PRICES



PREMIUM PRODUCTS COMPANY

179 KING STREET

WINNIPEG, MANITOBA, CANADA

CLOSE OUT

CLOSE OUT

ARCADE EQUIPMENT

Liberators, "New"	\$175.00	Bally Torpedo	\$125.00
Exhibit Ping Pong (Late)	75.00	Batting Practice	99.50
Skill Jump, No Base	25.00	Zingo	140.00
Baker's Duck Gun	20.00	Mutoscope	20.00
Tail Gunner	50.00	Mills Lifter	25.00
Sky Fighter	199.50	Drive-Mobile	199.50
Chicken Sam	90.00	Kicker & Catcher	29.50
Rapid Fire	125.00	Casino Golf	20.00
Defender	199.50	Evans Play Ball	150.00
Air Raider	150.00	Talkie Horoscope Charlie McArthur	100.00
Anti Air Craft	40.00	Texas Leaguer DeLuxe	40.00
Bally Bull	50.00	25c Goose Neck	25.00
Seeburg Shoot the Chute	90.00	Mills Q.T., 1c	39.50
Shoot Your Way to Tokyo	100.00	Mills Q.T., 5c	90.00

CLIFF WILSON DISTR. CO.

1121 S. MAIN

TULSA, OKLAHOMA

WANTED

SEEBURG CHICKEN SAM AND JAILBIRDS

Must Be Complete With All Parts—Not Necessarily in Good Working Order

WILL PAY \$50.00

TUBES FOR THE COIN MACHINE INDUSTRY

DZ4	\$1.60	6A7	\$1.00	6X5GT	\$1.00	24A	\$.90
1A5GT	1.10	6A8G	1.00	12A8	1.00	26	.75
1A7GT	1.30	6C5	1.00	12K7	1.00	27	.70
1A5GT	1.10	6C6	1.00	12SK7	1.00	38	1.10
1LA6	2.35	6D6	1.00	12SQ7	1.00	43	1.10
1LN5	2.35	6F5GT	1.00	25L8	1.30	47	1.10
1N5GT	1.30	6F6G	.90	25Z8	1.00	71	.90
2A3	1.95	6J5	.90	35Z5	.85	75	.85
2A4G	2.35	6K7GT	1.00	35A5	1.30	78	.90
3Q5GT	1.60	6L6	1.95	35Z3	1.30	77	.90
5U4G	1.00	6Q7G	.90	50L6	1.10	78	.90
5Y3	.70	6SA7	1.00	2051	2.55	80	.70
5Z3	1.10	6SK7	1.00	117Z8	1.60	84	1.10
6A4	1.60	6V8GT	1.10				

WE HAVE MANY MORE TUBES TOO NUMEROUS TO MENTION

70L7
REPLACEMENT

By Using
6SN7 and Adapter
GUARANTEED

\$1.45
COMPLETE

NEW COINEX RIFLE RANGE RAY GUN

NEW LOW PRICE
\$159.50

F. O. B. Chicago

Converted from Seeburg Chicken Sams and Japs. Cabinets are completely refinished and repainted. Entire mechanism rebuilt from top to bottom. Looks like a brand-new machine—operates like a brand-new machine. Has top player-appeal and is a consistent year-round money-maker. Hundreds of units already on location. Ask the operator who "owns" one.

Coinex Rifle Range Conversion

Can be installed on location in twenty minutes. Pays for itself and allows a profit in one week's time. Colorful, with top player appeal. It makes a new piece of equipment out of your old Seeburg Chicken Sams, Convicts or Japs. Complete conversion ready for installation.

SAMPLE \$17.50
\$14.75
LOTS OF 3
SEND FOR DESCRIPTIVE CIRCULAR

SEEBURG RAY GUN

AMPLIFIERS, RIFLES AND
MOTORS REPAIRED—24
hour service.

MAZDA NO. 1489 GUN LAMPS

for All Seeburg and Bally Guns Shipped Immediately From Stock. No Waiting.

49c ea.



Telephone GRAceland 0317 • 1348 Newport Ave., Chicago 13, Ill.

IT'S HERE

SEE WHAT THE NEW YEAR BROUGHT IN

LITTLE DUKE

A 1946 CREATION

Another Winner by EVANS

The machine for the operators—trouble free and faster play.

See them at the Island Dist. Co., Galveston, Texas

WRITE
2502 39th Street

WIRE

CALL
4924

S. C. Assembly Opens Session

COLUMBIA, S. C., Jan. 19.—General Assembly of South Carolina this week opened its 86th session, and prospects for ringing legislative controversy were reported good.

Gov. Ransome J. Williams was slated to address the Assembly during the first week and the House of Representatives was scheduled to receive the general appropriations bill drawn by the committee on ways and means. The bill will call for expenditures of more than \$23,000,000.

The governor is expected to urge establishment of a State-operated liquor store system and a change in administration of State penal and educational institutions. He also is expected to give a clue to his platform when he stands for election to a full term.

Other subjects expected to draw considerable debate in the Assembly are proposals to:

Establish a State police force to replace the present State constabulary and the highway patrol.

Set up the secret ballot in State elections.

Abolish payment of the \$1 poll tax as prerequisite for voting.

Establish separate pardon and parole boards.

Five new members of the House of Representatives and one new Senator were sworn in at the opening session.

Baizer Joins With Gray in Philly Firm

PHILADELPHIA, Jan. 19. — Morton Baizer, recently discharged from the services, has joined Jack Gray as a partner, and the firm will now be known as Balber & Gray. Company sells hand trucks, special chairs for pin game locations and similar equipment.

Baizer was in the army for more than three years. He served overseas with the 1st Armored Corps as a sergeant in charge of the 73d Station Hospital.

VICTORY Conversion VALUES

ARTISTS AND MODELS

for Star Attraction

GIRLS AHOY

for Sea Hawk

FOLLIES OF '45

for Hi-Hat

BASEBALL

for Seven-Up

\$9.50 Each F. O. B. Chicago.

Convert your old Pins now into a FLASHY—NEW—1945 MODEL. No mechanical changes necessary.

We send you a NEW FLASHY SCORE GLASS, NEW LARGE SIZE BUMPER CAPS, NEW SCORE CARDS, ETC.

RUSH YOUR ORDER TODAY
or write for complete list

VICTORY GAMES

2140 Southport Ave. Chicago 14, Ill.

"America's Pin Game Conversion Headquarters"



All Sizes, Styles from 10 to 600 Holes. Also JP Cards, Fund Raising Cards, Etc. FREE Catalog. Write W. H. BRADY CO., MFGRS. EAU CLAIRE, WISC.

KISMET

★ ★ ★

LATEST

P & S

CONVERSION

Send In Your PUNCH OR TOPS

8 DIFFERENT FREE PLAY GAMES

SEE YOUR DISTRIBUTOR OR WRITE DIRECT TO

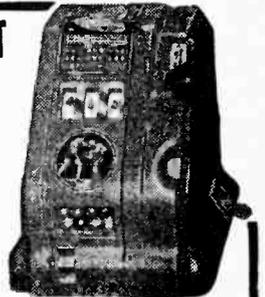
P&S MACHINE CO.

3017-19 N. SHEFFIELD AVENUE
CHICAGO 14, ILLINOIS

"JACKPOT BELL"

\$49.50

Brand New



TAKES NICKELS—PAYS QUARTERS!!!

A fast little honey of a money maker! Soon pays for itself! Unconditionally guaranteed. Three fruit reels. Costs player 5¢ per play. Pays off one quarter automatically on two cherries, etc. (Retains 60% for house; 40% winnings for player.) Also can be operated to pay off tokens, 25¢ size, bearing odds from 3 to 1 up to 100 to 1. Complete with 121 metal tokens. (Jackpot is 100 to 1 token, which player redeems for \$5.00.) Size 10x10x10 in. All-metal pre-war construction. Wt. 16 lbs. Send \$10.00 deposit, balance C. O. D., F. O. B. Chicago. Immediate delivery. Each \$49.50.

Webb DISTRIBUTING CO.

612 NORTH MICHIGAN AVENUE - CHICAGO 11, ILLINOIS

—WANTED— ROCK-OLA PHONO STANDARDS—MASTERS

AT ONCE

408 N. SECOND ST.
STEVENS POINT, WIS.

NEW PACKARD PLA-MOR WALL BOXES

Orders filled in rotation received. New thirty-wire cable, limit 10 feet to each new box. We are distributors for Pla-Mor Boxes, Speakers. Operators, get on our mailing list now.

FOR SALE

Rock-Ola 1503 Boxes, Perfect, \$19.50 Ea. Ungar Soldering Irons, \$1.50; Extra Tips, 75c. Title Strips, Red Border, 24 Strips to Sheet, \$5.75 M.

Manufacturers wanting representation in this region, write us.

CAPITOL MUSIC & SALES COMPANY
1255 Ames Street Denver 14, Colo.
TAbor 0630

BIG PARADE, FOUR DIAMONDS, KNOCK OUTS, VELVETS, SEEBURG PHONOGRAPHS

GENERAL NOVELTY CO.

1315 S. Highland Chanute, Kansas

ATTENTION: New England Operators

WE ARE HAPPY TO ANNOUNCE
OUR APPOINTMENT AS

**EXCLUSIVE
NEW ENGLAND DISTRIBUTORS**

Bally

FOR
MANUFACTURING COMPANY

Our new offices in this territory will be opened in the near future. In the meantime, you may contact us at our temporary address in New York.

PIONEER DISTRIBUTING CO., INC.

585 Tenth Avenue

CHelsea 2-4648

New York 18, N. Y.

NOW DELIVERING

VICTORY DERBY

1 Ball Multiple Pay Table

VICTORY SPECIAL

1 Ball Multiple Free Play

UNDERSEA RAIDER

Arcade Type Photo Electric Game

NOW TAKING ORDERS FOR

Bally's Brand New

3 Ball Free Play Game

GUARANTEED TO SATISFY OR YOUR MONEY BACK

RECONDITIONED FIVE-BALLS READY TO GO

Air Circus \$125.00	Hi Dive \$ 90.00	Shangri-La \$135.00
Air Force 80.00	Hi Hat 70.00	Show Boat 60.00
Argentine 75.00	Horoscope 60.00	Sky Chief 165.00
Bells Hop 65.00	Jungle 70.00	Slugger 85.00
Big Parade 125.00	Keep 'Em Flying 140.00	South Paw 75.00
Bola-Way 75.00	Legionnaire 65.00	Spot-a-Card 80.00
Bosco 80.00	Liberty 155.00	Spot Pool 70.00
Capt. Kidd 75.00	Miami Beach 85.00	Star Attraction 60.00
Defense (Genco) 90.00	Monicker 85.00	Texas Mustang 75.00
Five, Ten & Twenty 125.00	New Champ 65.00	Topic 80.00
Four Aces 120.00	School Days 50.00	Velvet 80.00
Four Roses 55.00	Sea Hawk 55.00	Victory 85.00
Gun Club 75.00	Seven Up 60.00	Zig Zag 65.00

NEW REVAMPS FOR IMMEDIATE DELIVERY—\$249.50 EACH

Brazil	Idaho	Santa Fe	Streamliner
Grand Canyon	Laura	South Seas	Trade Winds
Hollywood	Oklahoma	Stage Door Canteen	Wagon Wheels

ONE-BALLS AND ARCADE EQUIPMENT

Blue Grass, F.P. \$185.00	Pimlico, F.P. \$350.00	Keeney Air Raider \$175.00
Club Trophy, F.P. 295.00	Record Time, F.P. 175.00	Keeney Submarine Gun 155.00
Dark Horse, F.P. 180.00	Sport Special, F.P. 165.00	Kuto, Drivemobile 275.00
'41 Derby, F.P. 310.00	Rapid Fire 165.00	Muto, Photomatic 825.00
Fairmont 475.00	Chicora Hockey 185.00	Muto, Sky Fighter 265.00
Chicken Bam 110.00	Shoot-the-Chutes 100.00	West. Baseball, '40 115.00

Write for our complete list of thoroughly reconditioned games. If any machine does not meet with your complete satisfaction return it within five days and we will pay the freight both ways. TERMS: 1/3 DEPOSIT, BALANCE O. O. D.
AL SEBRING
BELL PRODUCTS CO. 2000 N. OAKLEY CHICAGO 47, ILL. Humboldt 3027

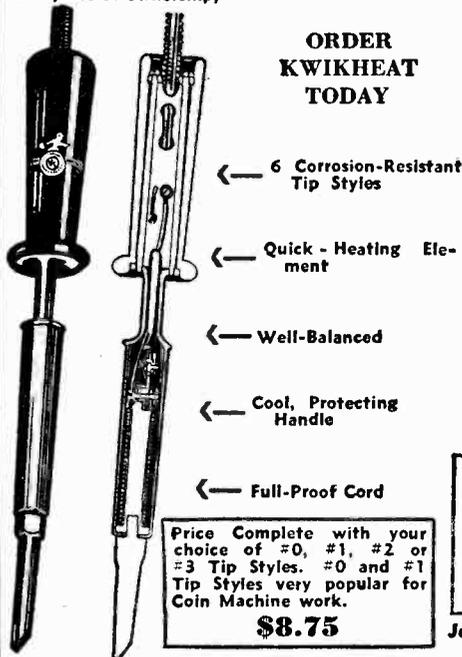
THE LAST WORD IN SOLDERING IRONS

**THE KWIKHEAT
THERMOSTATIC IRON
HOT IN 90 SECONDS**

Operators, here is a tool which actually thinks for you . . . no waiting for a cold iron to heat up or worrying about overheating. Kwikheat is hot enough to use in 90 seconds, and patented built-in temperature control automatically prevents overheating. Kwikheat has everything . . . power, balance, weight, quick heating, appearance, performance, economy and versatility. And only Kwikheat soldering irons combine heavy power and speedy heating with exceptionally light weight. For long use and pride of ownership,

**Check These Many
KWIKHEAT Advantages**

- ✓ Safe . . . Fully approved by Underwriters Laboratories.
- ✓ Economical . . . Heat and Current always controlled.
- ✓ Light Weight . . . Mere 14 oz., precisely balanced.
- ✓ Heavy Power . . . Full 225 Watts will handle most soldering jobs efficiently.
- ✓ Rugged . . . Toughly constructed of finest materials.
- ✓ Versatile . . . Six extra tip styles are designed to be used interchangeably on differing types of work. Tip ends are threaded for maximum efficiency of heat transference at core.



**ORDER
KWIKHEAT
TODAY**

← 6 Corrosion-Resistant Tip Styles

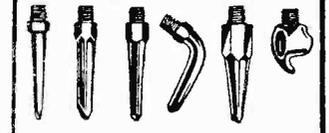
← Quick-Heating Element

← Well-Balanced

← Cool, Protecting Handle

← Full-Proof Cord

Price Complete with your choice of #0, #1, #2 or #3 Tip Styles. #0 and #1 Tip Styles very popular for Coin Machine work.
\$8.75



Jobbers—Write for Attractive Deal

Distributed Nationally by

BLOCK MARBLE CO

1527 FAIRMOUNT AVE.

PHILADELPHIA 30, PA.

Get it from BLOCK—They have it in stock!

BARGAINS—FOR QUICK SALE—BARGAINS

WE NEED THE SPACE

Production (Like New) \$99.50	Sky Blazer \$85.00	Stratoliner \$37.50
Pin Up Girl (Like New) 95.00	Venus 89.50	Smack the Jap (10 Spot) 37.50
Sky Rider 95.00	Home Run, '42 82.50	Wild Fire 27.50
Brazil (Floor Sample) 185.00	Silver Spray 39.50	Baker Defense 26.00
Streamliner 165.00	Speed Ball 39.50	Polo 19.50
Midway 135.00	World Series (7 Up) 37.50	

Rock-Ola Monarch Remote, Complete with 4 Dial-a-Tune Wall Boxes and 1 Bar Box and 1 Auxiliary Speaker \$279.50
Rock-Ola Ten Pins, High Dial \$40.00
ABT Target Skill (Late) 15.00
Rapid Fire (Needs New Gun Casting) 90.00

1/2 Certified Deposit, Balance O. O. D. PHONE: Linden 8157
Thompson Music Co., 3006 Preble Ave., Pittsburgh 12, Pa.

ARCADE EQUIPMENT FOR SALE

Every Piece Clean and In Operating Condition.

2 Seeburg Guns, Conv. to Late Target \$ 84.50	2 Shoot the Chutes, Seeburg \$ 74.50
1 Late Model Anti Aircraft 49.50	2 Japs 69.50
1 Tommy Gun (Late) 99.50	1 Keeney Air Raider 149.50
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[Adut.]



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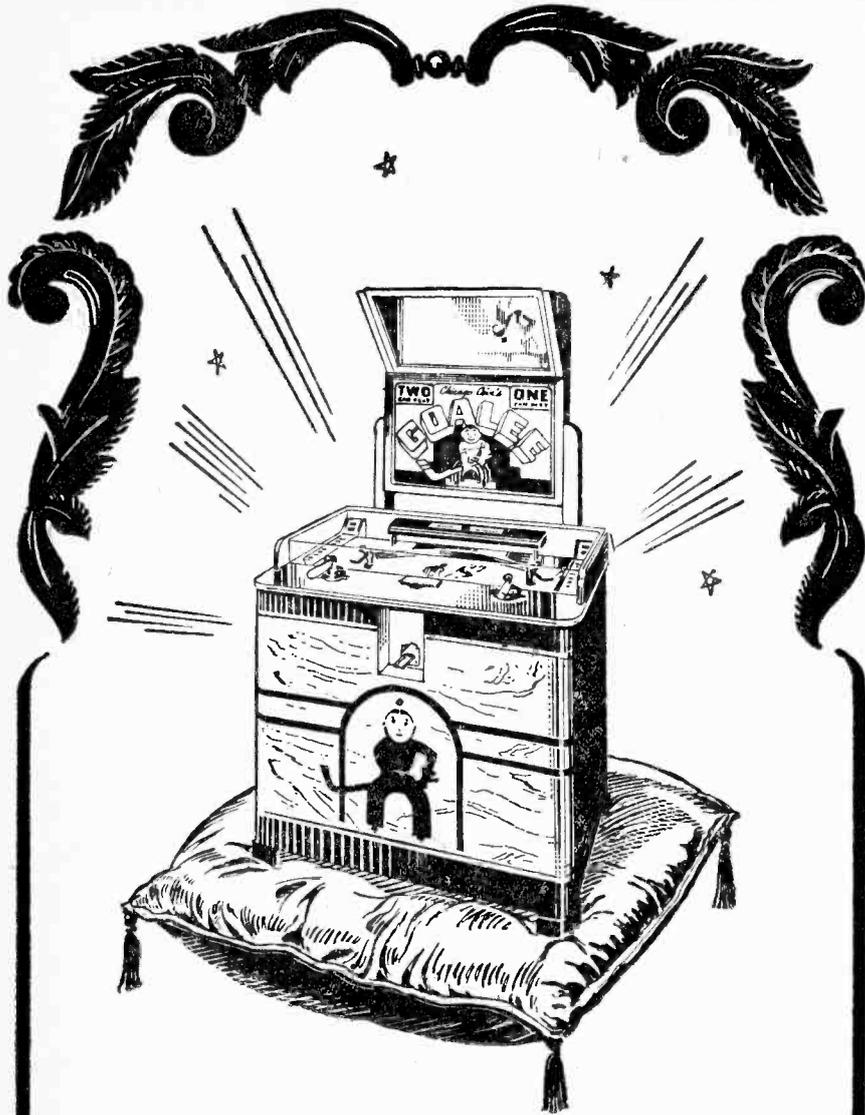
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2812 WEST NORTH AVENUE · PHONE: HUMBOLDT 6288 · CHICAGO 47, ILLINOIS

MONARCH—FOR SERVICE and QUALITY

Chicago Coin "GOALEE" \$525.00	Williams' "LAURA" \$249.50	WRITE WIRE PHONE Your Orders Today	Marvel's "HOLLYWOOD" \$249.50	Genco's "TOTAL ROLL" \$425.00
Gottlieb's "STAGE DOOR CANTEN" \$249.50	IMMEDIATE SHIPMENT ARIZONA — IDAHO — SANTA FE — OKLAHOMA — TRADE WINDS — GRAND CANYON—\$249.50 Ea.		Bally's "UNDERSEA RAIDER" \$399.50	

BRAND NEW MILLS 5c BLUE & GOLD VEST POCKETS.....\$74.50 ea.

Protect That Location With Our Thoroughly Reconditioned Pin Games

ABC Bowler	\$ 65.00	Glamour	\$ 85.00	School Days	\$55.00
Air Circus	119.50	Gobs	115.00	Smack the Jap	79.50
All American	65.00	Gun Club	79.50	Showboat	79.50
Belle Hop	75.00	Hi Hat	75.00	Sparky	39.50
Champ	49.50	Horoscope	89.50	Spot Pool	79.50
New Champ	65.00	Home Run, '40	45.00	Spottem	39.50
Capt. Kidd	89.50	Landslide	40.00	Star Attraction	65.00
Champion	39.50	Legionnaire	79.50	Stratoliner	85.00
Defense (Genco)	109.50	Majors, '41	85.00	Super Chubbie	79.50
Doughboy	39.50	Miami Beach	69.50	Texas Mustang	89.50
5-10-20	19.50	Owls	89.50	Ten Spot	55.00
Fleet	45.00	Paradise	89.50	Topic	79.50
Fifth Inning	39.50	Snappy, '41	85.00	Venus	89.50
Four Diamonds	65.00	Sea Hawk	65.00	Victory	89.50
Formation	44.50	Skyline	55.00	Wild Fire	49.50

WHILE THEY LAST! Like New, Mills Used 5c Vest Pockets, Perf. Condition, \$49.50 ea.

SPECIALS

Exhibit Rotary Merchandiser, Pusher Type, In Beautiful Condition	\$349.50	
Groetchen Metal Typewriter, Like New, with 10¢ Chute	375.00	
New Pin Game Cartons	\$2.00 Ea. New Mills 4 Bell Cabinets	22.50

ATTENTION, WE WANT!!! Big Parade, Sport Parades, Hi Dives, Crosslines, Broadcasts, Trailways, Pan Americans, Speed Balls, Monickers, Mystics, Crystals, Playballs, Pursuits, Air Force, Ex. Double Plays, Duplex, Do-Re-Mi, Knockouts, Leaders, Stars, Sky Blazers, Sunbeams, West Winds, Zombles, Argentines, Four Roses, ARCADE: Chicago Coin Hockeys, Batting Practice.

EXPORT TRADE! With the lifting of Export Restrictions we have opened our Foreign Sales Department. Send for information about all coin operated equipment.

WRITE FOR LISTS: Special Slot Machine Values, Arcade Equipment, Automatic P.O. Consoles, 1 and 5 Ball F.P. Pin Games and 1 Ball Multiple P.O. Tables.

TERMS: 1/3 Deposit, Balance C. O. D. or Sight Draft.

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1545 N. FAIRFIELD AVE., (PHONE ARMITAGE 1434) CHICAGO 22, ILL.

1941

1942

1943

1944

1945

At Last!

VICTORY DERBY

BALLY'S NEW ONE-BALL MULTIPLE PAYTABLE

ALSO

UNDERSEA RAIDER

ARCADE PHOTO ELECTRIC GAME

NOW ON DISPLAY

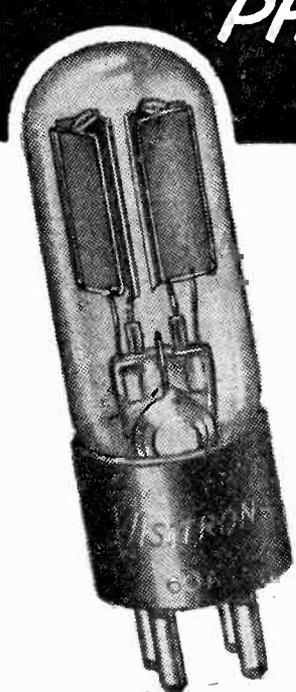
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3181 ELSTON AVENUE Phone: Independence 2210 CHICAGO 18

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60A—Rauland VISITRON Phototube having high value on applications for double track sound systems or wherever dual cell operation is required and space is a factor.

Available with caesium surface, either in gas filled or in vacuum for high stability.

To be sure... specify VISITRON!

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Electronicing is our business

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STAGE DOOR GANTEEN

NOW AT YOUR GOTTLIEB DISTRIBUTOR!

"There is no substitute for Quality!"

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BADGERS' BARGAINS

"OFTEN A FEW DOLLARS LESS—SELDOM A PENNY MORE"

MILWAUKEE
See CARL HAPPEL

LOS ANGELES
See BILL HAPPEL

KEENEY RECONDITIONED SUPER BELLS

COMPLETELY REBUILT AND REFINISHED LIKE NEW

Keeneey Super, 5¢, F.P., P.O. \$295.00	Keeneey Twin, 5¢-5¢, F.P., P.O. \$575.00
Keeneey Super, 25¢, F.P., P.O. 375.00	Keeneey Twin, 5¢-25¢, F.P., P.O. 575.00
Keeneey 4-Way, 5¢-5¢-5¢-5¢, P.O. 475.00	Keeneey Twin, 25¢-25¢, F.P., P.O. 625.00
Keeneey 4-Way, 5¢-5¢-5¢-25¢, P.O. 575.00	Keeneey Twin, 5¢-5¢, P.O. 395.00
Keeneey 4-Way, 5¢-5¢-25¢-25¢, P.O. 595.00	Keeneey Twin, 5¢-25¢, P.O. 450.00
Keeneey 4-Way, 25¢-25¢-25¢-25¢, P.O. 600.00	Keeneey Twin, 25¢-25¢, P.O. 495.00

RECONDITIONED CONSOLES

Mills Late Head 4 Bells, 5¢-5¢-5¢-25¢ \$695.00	Mills Three Bells, 5¢-10¢-25¢ \$750.00
Evans Bang Talls, Late D.D., J.J. 295.00	Pace Reels Twin, 5¢ & 25¢, P.O. 395.00
Evans Dominoes, Late D.D., J.P. 295.00	Bally Hi Hands, F.P., P.O. 189.50
Evans Lucky Lucre, 3-5¢, 2-25¢ 295.00	Mills Late Head 4 Bell, 5¢-5¢-5¢-5¢ 595.00
Evans Lucky Lucre, 5-5¢ 195.00	Bally Club Bells, F.P., P.O., 5¢ 239.50
Bally Roll 'Em 139.50	Bally Sun Ray, F.P., 149.50
Evans Lucky Stars 159.50	Jennings Silver Moon, P.O. 129.50
Pace Saratogas (Comb.), F.P., P.O. 139.50	Mills Jumbo, Late High Head, P.O. 149.50
Pace Saratogas, Late P.O., 5¢ 99.50	Mills Jumbo, Late High Head, F.P. 129.50
Mills Original 4 Bells, 5¢-5¢-5¢-25¢ 595.00	Baker Pacors, Daily Double, 5¢ 299.50
Pace Saratoga, Late P.O., 25¢ 189.50	Pace Saratogas, Late, P.O., 10¢ 189.50
Jennings Fasttime, P.O. 89.50	Mills Jumbo, Late 25¢, P.O. 195.00

GUARANTEED ORIGINAL FACTORY REBUILT SLOT MACHINES

Mills Blue Front, 5¢ \$149.50	Jennings Chiefs, 5¢ \$125.00
Mills Blue Front, 10¢ 175.00	Jennings Chiefs, 10¢ 145.00
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Mills Original Head Four Bells, Genuine	Mills Jumbo Parades, Combination
Factory Rebuilds, All Late Serials... 325.00	Free Play, Payout, Refinished and
	Rebuilt Like New 213.75

ONE-BALL MULTIPLE FREE PLAY TABLE

REBUILT AND REFINISHED

Keeneey Sky Lark \$139.50	Bally Thorobred \$374.50
Bally Pimlico 295.00	Bally Longacre 374.50
Bally Trophy 225.00	Bally '41 Derby 225.00
Bally Sport Special 139.50	Bally Jockey Club 295.00

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Exclusive Distributors

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SELL US YOUR MUSIC MACHINES

TAKE ADVANTAGE OF TODAY'S HIGH PRICES!
Want any quantity, on or off location, or complete routes anywhere
in the United States! WILL PAY HIGHEST CASH PRICES!

WE WANT AMI TELEPHONE
STUDIOS AND EQUIPMENT!

**5 AMI Telephone Studios; Complete, Slightly
Used. WRITE—PHONE—WIRE FOR DETAILS!**

NEW AMI STREAMLINERS

Factory \$595.00
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AMI 40 RECORD HI-BOYS (FACTORY CRATED) \$649.00
50 NEW 20 RECORD AMI BAR BOXES 23.50

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5 Wurlitzer 412 \$179.00	1 Rock-Ola Spectravox & Play-
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3 Wurlitzer 850 825.00	1 Seeburg RC Special 475.00
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Cellar Jobs 195.00	3 Mills Zephyrs 89.00
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WE CAN DELIVER ALL MAKES AND MODELS
OF PHONOGRAPHS—WRITE YOUR NEEDS!

4 Wurlitzer 14-ft. Skee Rolls \$225.00
2 Supreme Skee Rolls, 7½ ft. x 9 ft. 215.00
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1 Bally Convoy 115.00

½ Deposit, Balance C. O. D., F. O. B. Newark.

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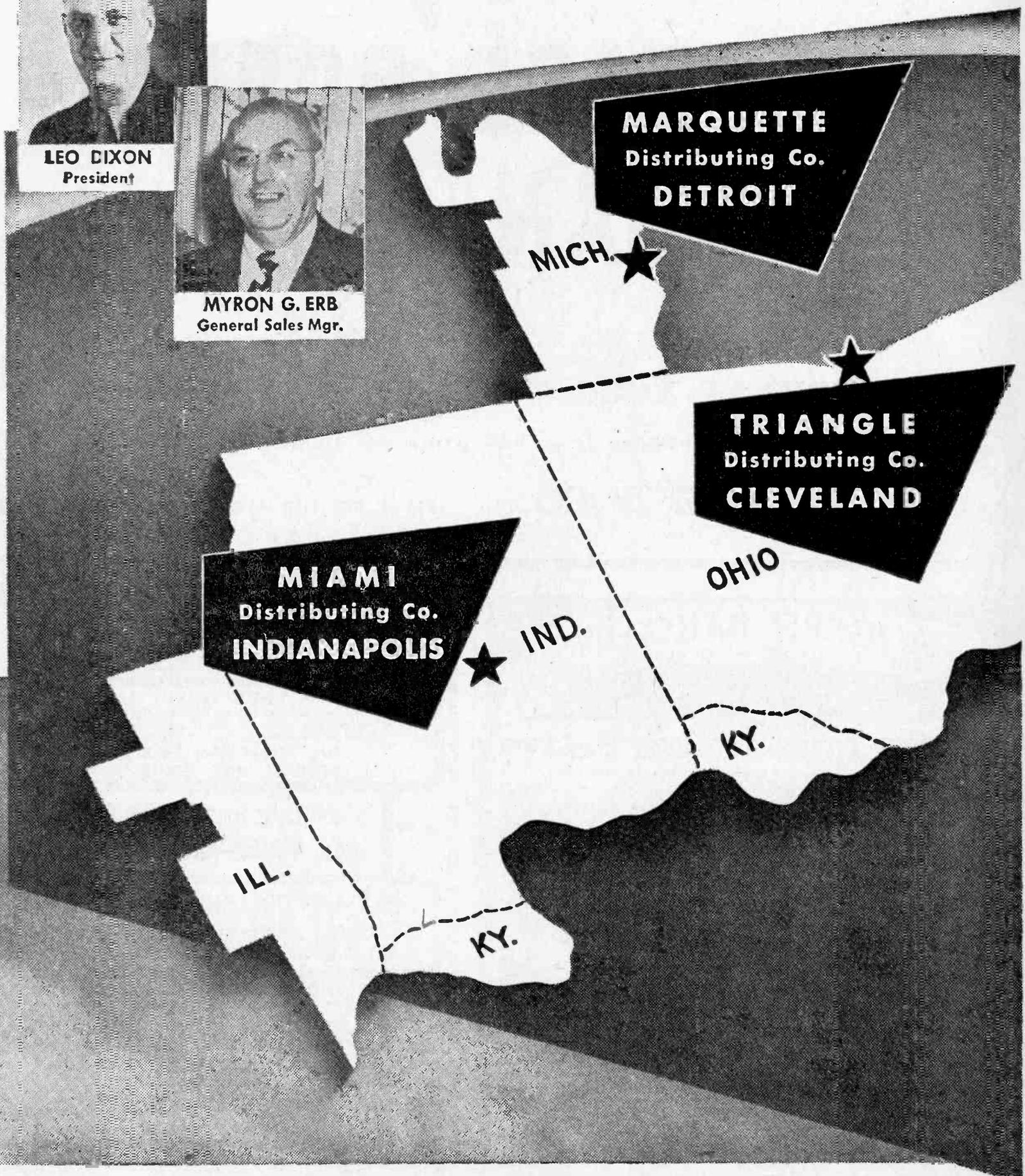
MAINTAINING OUR POLICY OF



LEO DIXON
President



MYRON G. ERB
General Sales Mgr.



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Distributing Co.
DETROIT

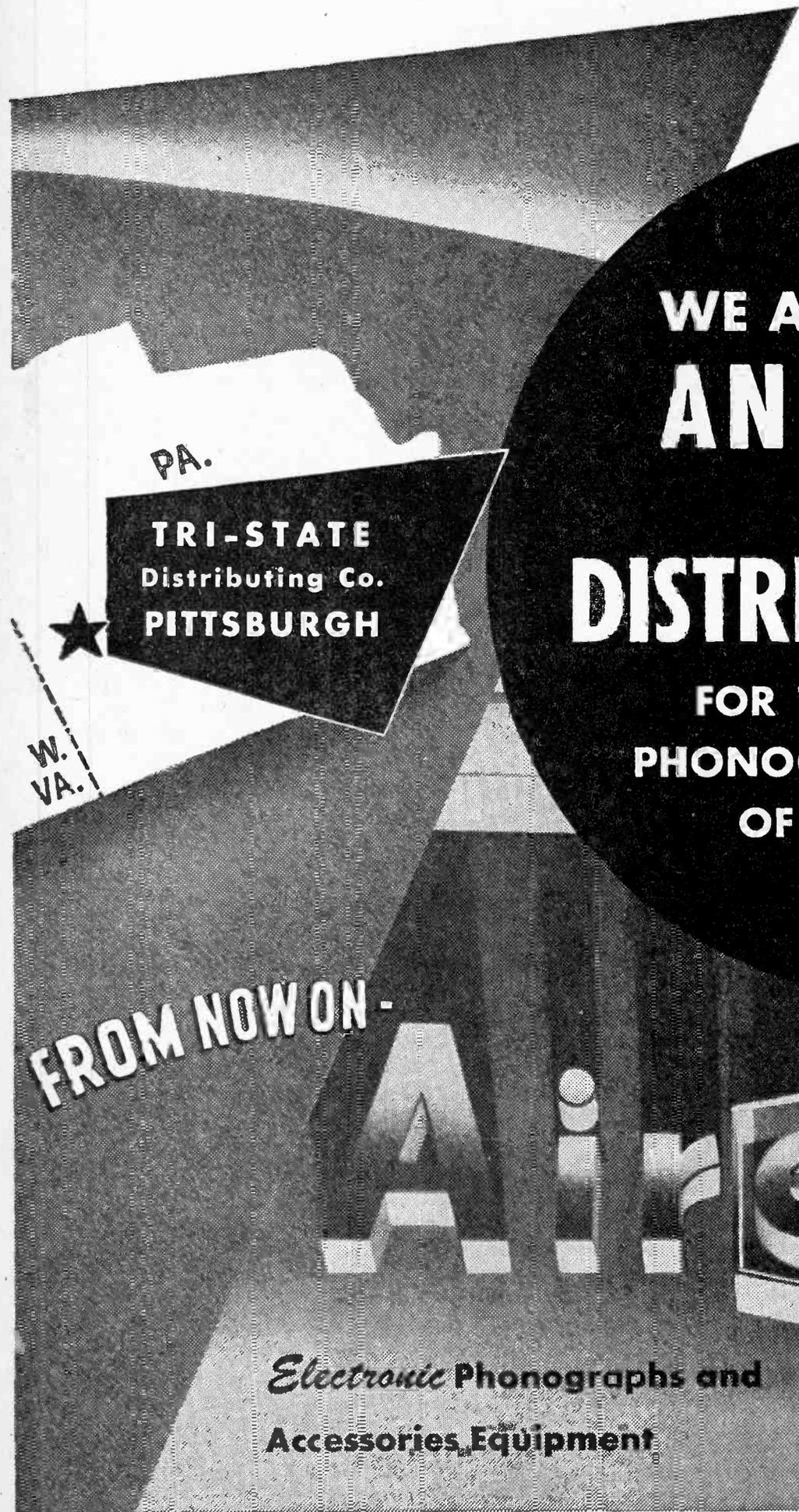
TRIANGLE
Distributing Co.
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*Largest Distributors of Automatic
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BRINGING YOU THE FINEST-FIRST

WE ARE PROUD TO
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 OF THE CENTURY



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Electronic Phonographs and
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**40 Years
of Knowing
How!**

Leadership does not arrive overnight. It builds up gradually through public approval and acclaim.

For 40 years the constant high quality standards set by O. D. JENNINGS & COMPANY have continually widened the use of coin-operated machines until today clubs and operators everywhere accept JENNINGS' products with the knowledge that there is none better.

MODELS NOW ON DISPLAY

SEE YOUR DISTRIBUTOR OR DEALER FOR EARLIEST POSSIBLE DELIVERY

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L. O. David, El Dorado, Kansas
Eureka Novelty Co., 413 Court, Saginaw, Mich.
Frankel Distributing Co., 2532 Fifth Ave., Rock Island, Ill.
Alfred Gamble, Grand River At Saginaw, East Lansing, Mich.
LaBeau Novelty Co., 4850 University Ave., St. Paul, Minn.
Lee Sales Co., 1815 S. Lafayette St., Ft. Wayne, Ind.
Joe Westerhaus, 3726 Kassen Ave., Cheviot (Cincinnati) Ohio
Wickware Amusement Co., 110 W. Monroe St., Pittsburg, Kansas
John Beihl, Batesville, Ind.
Garfield Novelty Co., 1154 Parsons Ave., Columbus, Ohio
J. J. Kellogg, Koehler Hotel, Grand Island, Nebr.
Ray Volmer, 2832 E. Jackson Blvd., Elkhart, Ind.

SOUTH

Acme Amusement Co., 2413 N. Pearl St., Dallas, Texas
Automatic Sales Co., 203 Second Ave. N., Nashville, Tenn.
Coin Operating Sales Co., 1524 Main Ave., San Antonio, Texas
Franco Novelty Co., 813 Adams St., Montgomery, Ala.
New Orleans Coin Machine Exchange, 924 Poydras St., New Orleans, La.
Shearer Amusement Co., 140 N. Market St., Chattanooga, Tenn.
Southern Distributing Co., 1010 Leeland, Houston, Texas
Shreveport Novelty Co., 414 Crockett St., Shreveport, La.
Jesse Wellons, Fayetteville, N. C.
Branson Distributing Co., 512 S. 2nd St., Louisville, Ky.
Edw. Heath, 217 Third St., Macon, Ga.

WESTERN AND PACIFIC

Ely Specialty Co., Ely, Nevada
Advance Automatic Sales, 1350 Howard St., San Francisco, Calif.
Phoenix Distributing Co., 1211 N. Third, Phoenix, Arizona
Puget Sound Novelty Co., 114 Elliot W., Seattle, Wash.
C. A. Robinson & Co., 2301 Pico Blvd., Los Angeles, Calif.
Western Distributing Co., 1226 S.W. Sixteenth St., Portland, Oregon
Jones Distributing Co., 127 E. 2nd South, Salt Lake City, Utah

EAST

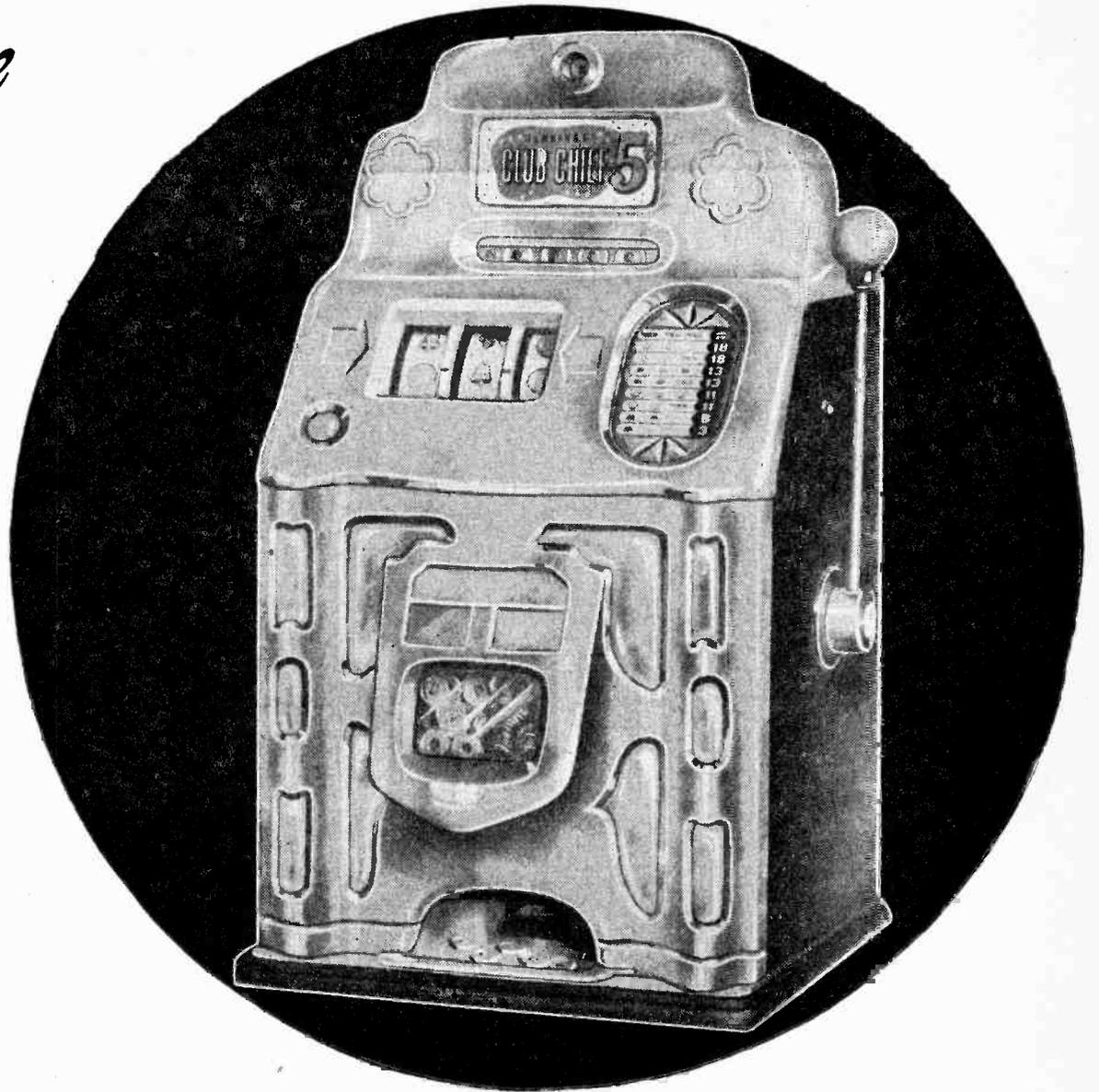
Atlas Novelty Co., 2217 Fifth Avenue, Pittsburgh, Pa.
J. J. Berchtold, 226 Chestnut St., Meadville, Pa.
George Novelty Co., 1716 Washington Ave., Northampton, Pa.
Walter Heist, 850 Locust St., Reading, Pa.
Rex Coin Machine Dist. Corp., 1230 Broadway, Albany, N. Y.
Rex Coin Machine Dist. Corp., Buffalo, N. Y.
Rex Coin Machine Dist. Corp., 821 S. Salina, Syracuse, N. Y.
Roth Novelty Co., 54 N. Pennsylvania Ave., Wilkes Barre, Pa.
H. Sandler Nov. Co., 876 High St., Pottstown, Pa.
Skill Amusement Co., 661 Northampton St., Easton, Pa.
Sam Spurrier, 318 Hamilton St., Harrisburg, Pa.
Williamsport Amusement Co., Williamsport, Pa.
Automatic Coin Machine Corp., 349 Chestnut St., Springfield, Mass.
Shaffer Music Co., 606 High St., Columbus, Ohio

**JENNINGS THE GREATEST NAME IN
COIN OPERATED MACHINES**

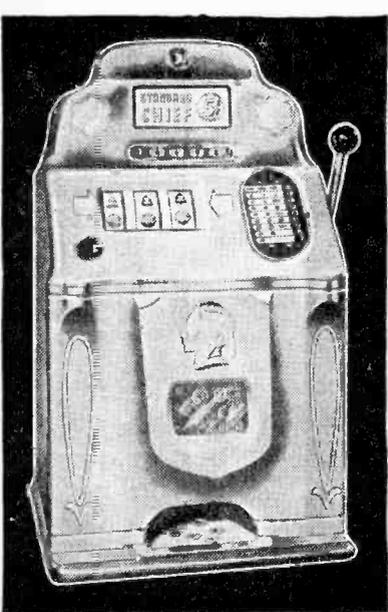
Super De Luxe "CLUB CHIEF"

A REAL THRILL with more action!
More suspense than ever before
witnessed! Its sparkling, illumi-
nated front out-classes them all.
That's the proud boast of the
JENNINGS SUPER DE LUXE
"CLUB CHIEF" now at your dis-
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The JENNINGS SUPER DE LUXE
"CLUB CHIEF" is 100% mechan-
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fittings or functions to halt play
or cause costly servicing.



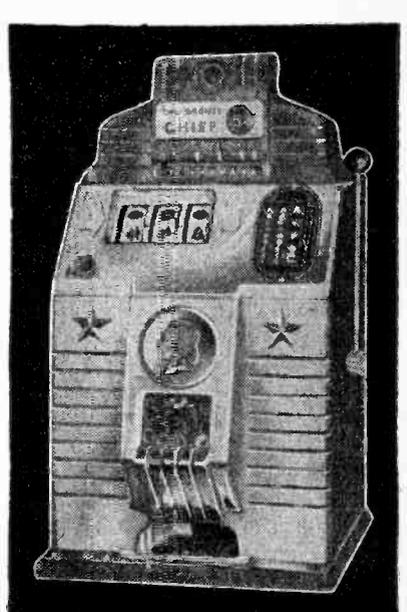
STANDARD CHIEF



JENNINGS new "Standard Chief" is ready to perform more brilliantly than ever before with its everlasting beauty — sparkling chrome finish, hand-rubbed case with artistic trim.

It's custom-built, as JENNINGS famous Chiefs have always been through the years of producing JENNINGS precision-built machines. Incorporates many new features and improvements over pre-war models.

BRONZE CHIEF



...with its everlasting beauty, sparkling chrome finish, bur-nished bronze, hand-rubbed walnut case with artistic trim. Quantities are limited — De-mand is overwhelming.

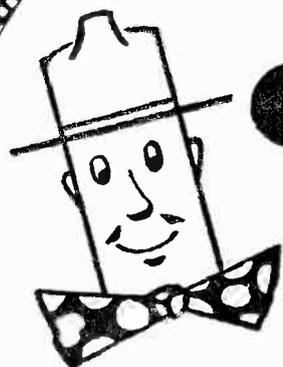
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4307-39 WEST LAKE STREET CHICAGO 24, ILL.

AMI GUARANTEES ITS QUALITY!

The new AMI phonograph is guaranteed for one year against defective material or workmanship of any part of its mechanism manufactured by the Automatic Instrument Company. Our confidence in our product is demonstrated by this clean-cut guarantee—a boon for operators everywhere!

AUTOMATIC INSTRUMENT CO.
679 North Wells Street, Chicago 10, Illinois



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BY THE

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DALLAS, TEXAS

Exclusive Southwest Distributors

**FOR
SEEBURG MUSIC SYSTEMS**

● The new Seeburg Music Systems will be available to all bonafide music operators, and a policy has been adopted wherein all of our customers will be treated fairly in regard to deliveries.

The new Seeburg Music Systems will be the best that over forty years of engineering skill and design technique can produce.

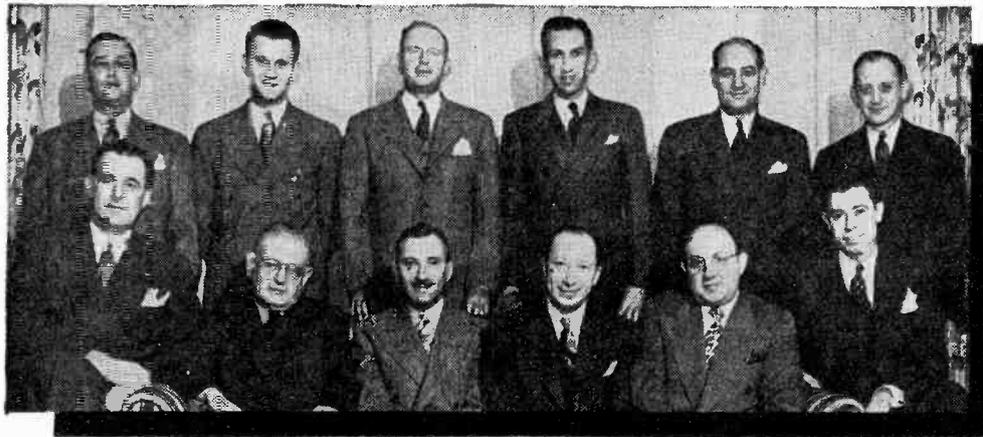
The S. H. Lynch Co. will notify all music operators as to the date when the great new Seeburg line will be on display. Before you buy, be sure . . . Buy Seeburg.

OFFICES TO BE OPENED IN

- Houston
- San Antonio
- Oklahoma City
- New Orleans
- Memphis

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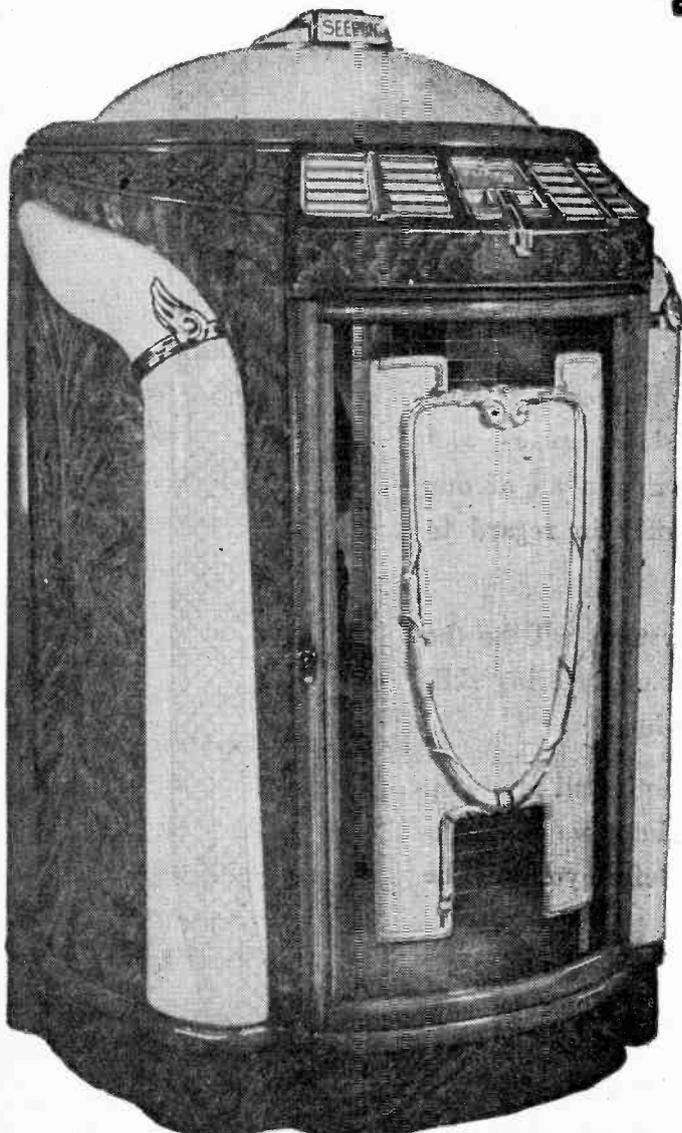
THE
SOUTHERN
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THESE
EXPERIENCED
FRIENDLY
RELIABLE
MEN
ARE ALWAYS
READY
TO
SERVE YOU!

Top row left to right: Sam Dictor, Ft. Wayne, Indiana; Tom Westfall, Dayton, Ohio; Bernard Radford, Chattanooga, Tennessee; Homer Sharp, Lexington, Kentucky; Fred Baker, Evansville, Indiana, and Leighton Smith, Nashville, Tennessee.
Bottom row left to right: Irv McClellan, Seeburg district manager; S. L. Stiebel, Louisville, Kentucky; Jce Weinberger, Cincinnati, Ohio; Leo Weinberger, Louisville, Kentucky; Sam Weinberger, Indianapolis, Indiana, and Dan J. Cronen, Louisville, Kentucky.

We're Ready to Show You



THE NEW 1946 SEEBURG SCIENTIFIC SOUND DISTRIBUTION MUSIC SYSTEMS

What is SCIENTIFIC SOUND DISTRIBUTION? Briefly it is controlled tone and volume within a given charted area so that the patrons are literally "bathed in music" at a conversational level. However, you just can't appreciate this greatest music merchandising idea unless you see it and hear it perform! Drop in at your nearest SOUTHERN AUTOMATIC office. SEE The SEEBURG "1-46" . . . the new WIRELESS and 3-WIRE REMOTE CONTROL BOXES . . . the MIRROR SPEAKER . . . The TEAR DROP SPEAKER . . . The DUAL REMOTE CONTROL UNIT . . . The REMOTE CONTROL SPECIAL . . . THE GREATEST COIN OPERATED MUSIC SYSTEM OF ALL TIME!

SEEBUG SYMPHONOLA "1-46"

COMPLETE SEEBURG DISPLAY AND DEMONSTRATION AT YOUR NEAREST SOUTHERN OFFICE

SOUTHERN AUTOMATIC MUSIC COMPANY

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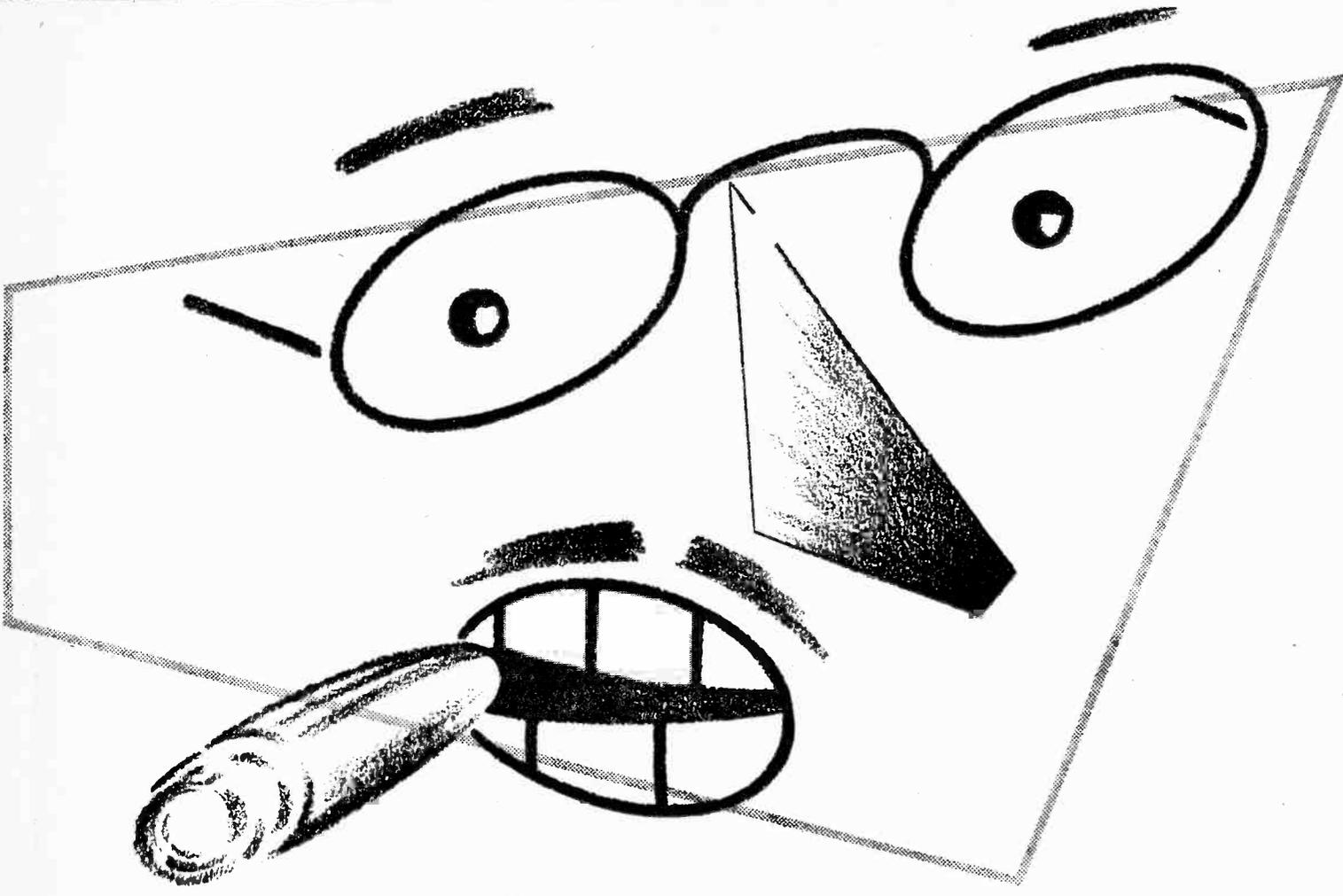
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New Southern Offices Will Open Soon in Dayton, Lexington, Fort Wayne and Evansville



THE
Vice-President
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Aireon for Ski-Hi Play Appeal

Aireon for "Swing-Free" Serviceability

Aireon for True Fidelity Tonal Beauty.

Aireon for the Maintenance of High Profit Performance Levels

Aireon for the New time-tested method of handling records—handling them more gently, yet always perfectly under control—handling them so quickly and quietly that the operators potential profit is increased by 18%

Aireon
 MANUFACTURING
 CORPORATION

It's Aireon for the mechanism with 50% less moving parts—in short, it's Aireon FOR THE OPERATOR WITH AN EYE TO THE FUTURE

KANSAS CITY • NEW YORK • CHICAGO • LOS ANGELES • SAN FRANCISCO • OKLAHOMA CITY • GREENWICH, CONN. • MEXICO, D. F. • SLATER, MO.

WHERE WILL YOU BE ON "A DAY"?

IT'S **MORE** THAN A PHONOGRAPH...
IT'S **MORE** THAN AUTOMATIC MUSIC...

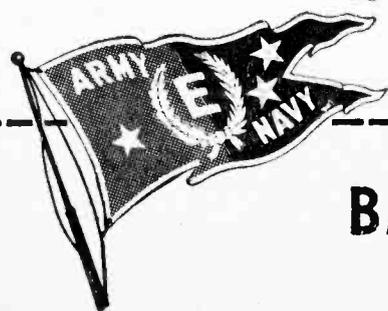
Bally's

MULTIPLE MUSIC

Remember Rocket. Remember Bumper. Remember the first fabulous *Multiple*. Remember the giant forward strides which amusement operations took when Bally brought *Rocket*, *Bumper* and *Multiple* to the industry.

Today the music industry is on the eve of stepping ten years ahead with Bally's *Multiple Music* . . . more than a phonograph, more than automatic music . . . a brilliant blend of electronic science and merchandising principles that opens a new era in music operation.

You'll want Bally's *Multiple Music*.



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It's All New

BUT TRIED AND PROVEN!

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JAN. 14TH to FEB. 1ST

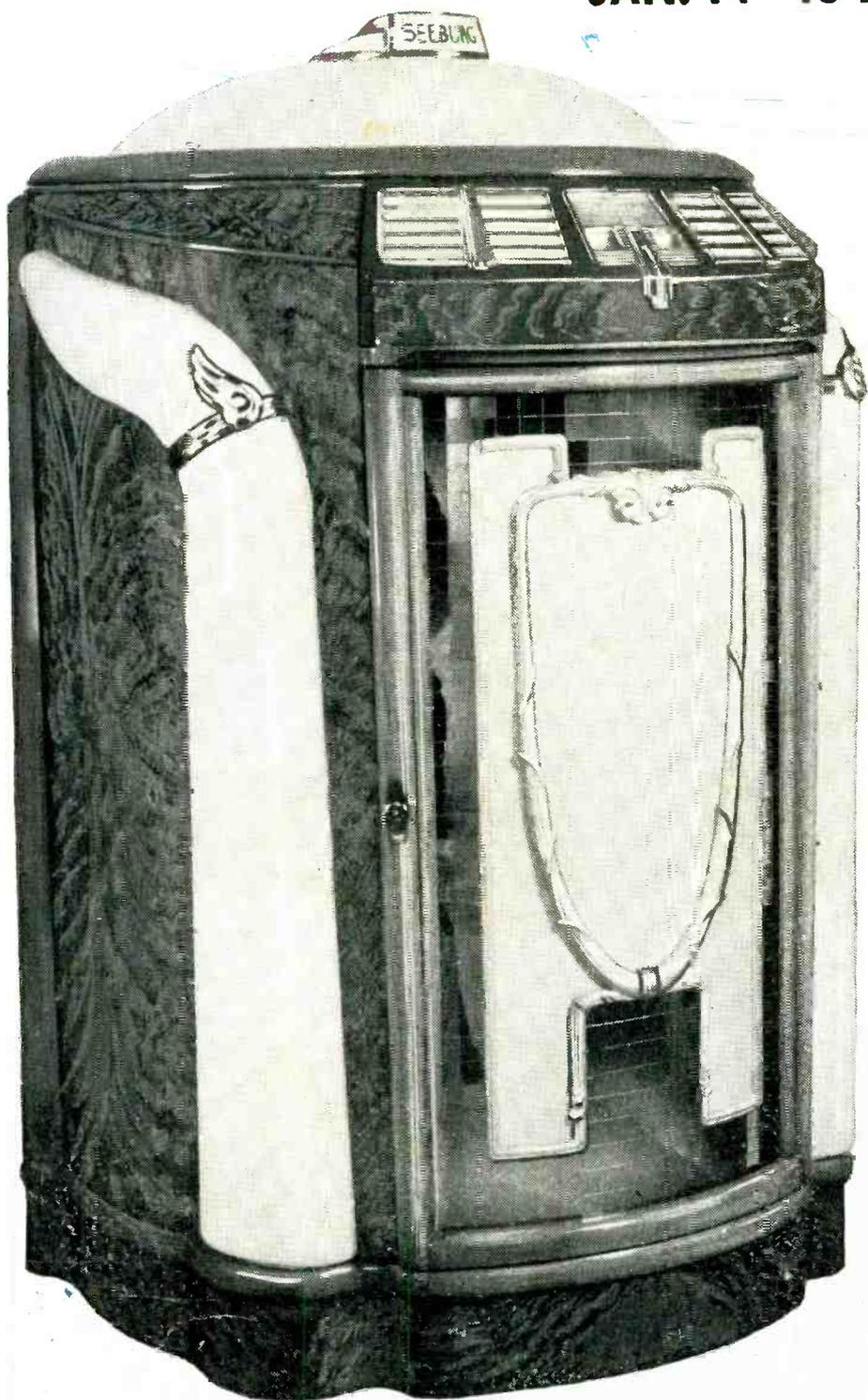
**NOW SHOWING
AT YOUR SEEBURG
DISTRIBUTOR**

SEEBURG SYMPHONOLA "1-46"

- ✓ **SO DIFFERENT!**
- ✓ **SO BEAUTIFUL!!**
- ✓ **A MASTERPIECE OF ILLUMINATED
MODERN CABINET DESIGN!!!**

The most beautiful and unusual phonograph in the history of automatic music! Featuring new range and tone qualities . . . new EAR LEVEL TONE REPRODUCTION . . . new simplified, trouble-free mechanical features . . . new Push-A-Tune ELECTRIC SELECTION . . . new accessibility for quick, easy servicing. Designed for AUXILIARY AMPLIFIER to supply audio power for from one to six SEEBURG IMPEDENCE MATCHED REMOTE SPEAKERS for SEEBURG SCIENTIFIC SOUND DISTRIBUTION. The SYMPHONOLA "1-46" combines brilliant illumination with masterful design and readily lends itself to placement in all types of locations.

You absolutely have to see the SYMPHONOLA "1-46" to fully appreciate "THE GREATEST AUTOMATIC PHONOGRAPH EVER BUILT."



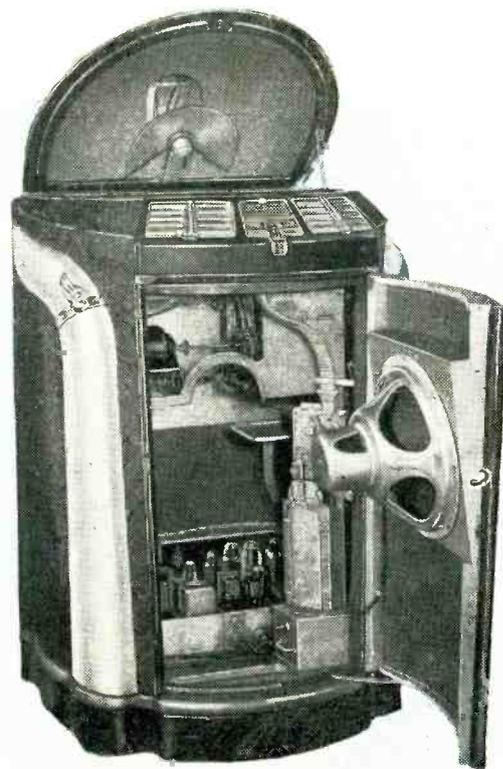
**SEE IT! HEAR IT! THE MARVELOUS NEW SEEBURG
SCIENTIFIC SOUND DISTRIBUTION MUSIC SYSTEMS**

**At Your Local
SEEBURG DISTRIBUTOR
Now!**

Seeburg

1902 DEPENDABLE MECHANISMS 1946

J. P. SEEBURG CORP. • CHICAGO



Open View

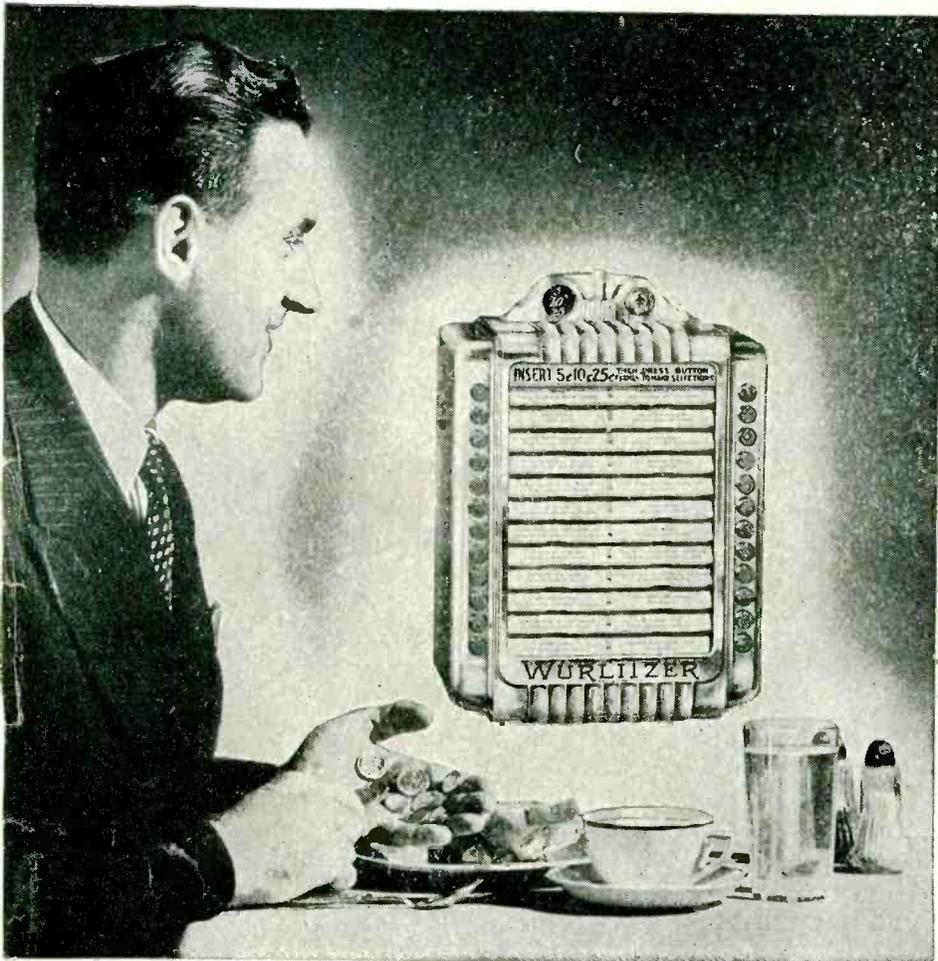
Ready accessibility for efficient servicing. This view emphasizes the scientifically tilted 15-inch speaker that provides EAR LEVEL SOUND DISTRIBUTION. The non-breakable ILLUMINATED PLEXIGLASS chrome trimmed dome top is so light in weight that it is easily opened to the position shown by a "flick" of your smallest finger.

WURLITZER'S *Leadership Line*

INCLUDES

*These Outstanding,
Play-Stimulating*

WALL BOXES



Take a look at Wurlitzer's new Model 3020 five, ten, twenty-five cent 3 wire or wireless Wall Box. Then inspect another Wurlitzer eye-stopper, the 30 wire, five cent Model 3031.

They are smaller, easier to clean, easier to service. Their mechanism is bug and dust-proof. They are housed in new streamlined, highly polished metal cases that pick up and reflect surrounding colors with striking eye-appeal.

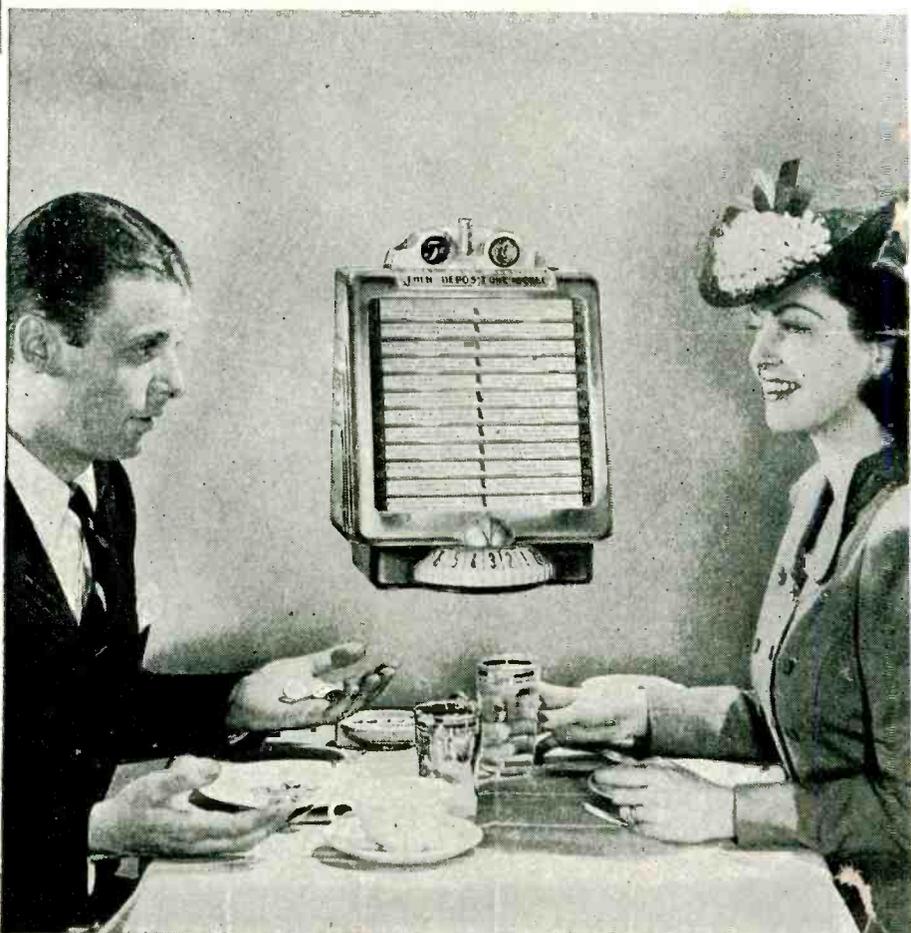
These extra coin collectors are leaders in looks, in serviceability, in sure-fire showmanship that means profits.

See them all at your Wurlitzer Distributor's. The Rudolph Wurlitzer* Company, North Tonawanda, New York.

**The Name That Means Music To Millions*

MODEL 3020 (above). This 5, 10, 25 cent 3 Wire Wall Box has a removable mechanism and can be quickly converted from a 3 wire system to a 2 wire system by addition of a line cord, or to a wireless system by addition of a Model 215 plug-in wireless transmitter and line cord. Wireless system requires installation of a Model 216 plug-in radio impulse receiver in the phonograph.

MODEL 3031 (right). New style horizontal dial type selector adds to appeal of this 30 wire Wall Box. A special Model 218, 30 wire terminal box is required in phonographs for 30 wire systems.



Watch

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