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JANUARY 19, 1946

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CIO'S NEW FIGHT WITH RADIO

New Field for U. S. Talent In Entertaining Gobs Still Overseas in Thompson Plan

Says Navy Got Bum Amusement Rap in War

CHICAGO, Jan. 12.—A new field for U. S. talent that still believes there is an entertaining job to be done for the boys overseas even though the war is over, will be opened if the plans of Bill Thompson, featured star of the Fibber McGee and Molly show, who soon is to start his own show on ABC, are put into effect. The new field will be that of entertaining overseas navy enlisted personnel who, according to Thompson and plenty of other people in showbiz, have received a bum deal during most of the war in that they have not received as much entertainment as other branches of the armed forces.

Thompson got out of the navy a few months ago after spending two and a half years in uniform. During most of that time he was affiliated with an entertainment unit of the navy, and in that capacity he got to know plenty about needs for navy talent. Principal complaint of Thompson is that during the war the navy boys on the small outpost stations never got a whiff of talent. Not only Thompson, but others in showbiz who have seen the overseas navy situation, complain about other shortcomings in the navy's plans to give its personnel needed entertainment. Complaint is that most of the talent provided to the navy was channeled to the officers, and the enlisted men never got a smell of it. USO has been singled out in particular for not doing the right kind of a job for the navy by still others in show ranks.

Enlistment Incentive

Thompson contends that now and in the future the navy will need plenty of entertainment. The navy bigwigs have stated that they intend to have a large standing force, much of it overseas. With this case, there will be plenty of guys caught in out-of-the-way spots, crying for some entertainment once in a while, and that doesn't mean equipment for playing a few sports, either. That means showbiz-type of entertainment.

The thought is also expressed that if the navy intends to recruit plenty more seamen in the future, as plans to date have indicated, a well-run entertainment system for the boys overseas would make a good enlistment incentive.

Even if the army and navy merges,

Thompson still says there will be a need for seeing to it that the navy boys overseas are taken care of. If that happens, it has been said, there is the danger that the army, with its manpower majority, (See *SHOWBIZ PLANS* on page 35)

Over 100 Fairs Set To Operate In Kan. This Yr.

TOPEKA, Kan., Jan. 12.—Over 100 fairs will operate in Kansas this year, it was indicated at the 23d annual convention of Kansas Fairs' Association at Hotel Jayhawk here, January 8-9.

Close to 80 were represented at the meeting and reports made to the convention indicated that the resumption of many annuals, which were war casualties, and the start of new ones will bring the total number over the 100 mark.

Optimism Runs High

Optimism over the season's prospects were outlined as being particularly bright. Wheat crops in the State in 1945 were by far the largest in the history of the State, and this, coupled with promising economic conditions, provided the promise for the rosy predictions.

Not a few of the fairs contemplated building and improvement changes to their fair plants and many reported having accumulated a comfortable treasury surplus.

Included among the new fairs planned (See *100 EXPECT TO GO* on page 40)

Mex Amusement Ads Run Despite Newsprint Scarcity

MEXICO CITY, Jan. 14.—While newspaper publishers are yelling about the paper shortage, amusement advertisements have not been affected. *El Universal*, *Novedades* and *Excelstor*, three main papers, run from four to six solid pages of amusement ads a day. Other nine dailies average three pages.

Fay Sees Red, Says Communists Entering Equity

NEW YORK, Jan. 14.—Before an audience of nearly 20,000 enthusiastic supporters in Madison Square Garden, Friday (11), Frank (Harvey) Fay said that a group of producers are doing shows that feed kids propaganda. "This stuff," he claimed, "is murder for the kids, and with you folks helping, it will be stopped. I say this regardless of the consequences to me or to my future."

Fay said: "There is a certain little group trying to enter Actors' Equity—not thru the stagedoor, but thru the cellar—with the aid of some unscrupulous managers who allow talentless Communists to enter the theater. These people have nothing to offer you except a message from Marx."

Fay described Actors' Equity as one of the finest organizations put together, and said he had something to do with the putting.

CIO Requests FCC Hearing

Claim WKRC, Cincinnati, stopped free speech by church program nixing

CINCINNATI, Jan. 12.—An important milestone, indicating a new trend in the control of media of culture, information and education dissemination, was noted on the radio road this week when the United Auto Workers (CIO) filed with the FCC a petition requesting the Commission to investigate the recent refusal of WKRC here to air a program on labor which was to be one in a series presented under the auspices of the Cincinnati Roman Catholic Archdiocese. The move on the part of the UAW has significance, civic leaders here have agreed, because it represents one of the few times two such powerful groups as labor and the Catholic Church have united to influence the rules governing expression in this country. Some observers have gone so far as to say that implications of this move extend to fields outside radio—to the theater, to the publishing field and to just about any other quarter directly or indirectly concerned with promulgation of information, education or culture.

The history of the WKRC-UAW controversy dates back a few months. In its development, it is said, there are indications that point the way to how this combination of pressure groups could operate in many fields. But most recognizable are the indications that specifically pertain to possible shape of things to come in radio.

According to the UAW petition to the FCC, the development of the controversy started November 4, 1945, when WKRC aired the first of the Cincinnati Archdiocese series, *The Catholic Position*. It was explained on the first show that "priests of the Archdiocese of Cincinnati have been selected to explain the Catholic position on many questions engaging (See *CATHOLIC CHURCH* on page 6)

Coast's Film Cleffers Beef On Peanut \$\$\$

Burned at ASCAP

HOLLYWOOD, Jan. 12.—Top film cleffers here, led by Victor Young, Meredith Wilson and other name composers, are plenty miffed with ASCAP over the fact that their scores in some of the top pix in recent years brought them nothing but peanuts in performance dough. ASCAP's answer is that much of this material is never published, thus never gets air play, which is what ASCAP pays off on as far as performances are concerned.

Writers point out, tho, that performance in 18,000 film houses throuout the country, over a period ranging from months to years, should be paid for by somebody. Some of the composers claim, for instance, that if they were writing the material for British films, and their performance rights were taken care of by the British Performing Rights Society, they would be cleaning up. Big difference is that ASCAP collects from pic (See *HOLLYWOOD'S FILM* on page 35)

FCC Frowns on PhoneRecordin'

WASHINGTON, Jan. 14.—Federal Communications Commission is expected to reject proposal made at hearing last week (10-11) for authorization of telephone conversation recording devices. FCC right now is shaking heads negatively on proposal despite insistence by sound-scriber corporation that the phone recorders have gained "wide acceptance" in business and government. Use of the devices during wartime was most extensive at War Department, where hundreds of incoming calls weekly were transcribed mechanically for record purposes. American Telephone and Telegraph Company told FCC that most phone users would not be interested in the device and that it might make people "phone-shy" because of fear that their conversations wouldn't be private. He suggests that, if the device were authorized, calls using recording device should go thru special switchboard or callers should be notified any time the device was used.

Nat Green Turns Flack; Opens Promotional Office

CHICAGO, Jan. 12.—Nat S. Green, who resigned as fair and park editor of *The Billboard* last October after 27 years of service, has opened a publicity office at 64 W. Randolph, Chicago.

He will specialize on conventions and other indoor events, and recently completed some special promotion work for Guy Kibbee.

Flames Destroy Famed Auditorium

DAYTONA BEACH, Jan. 12.—Fire razed the city auditorium Monday (7) in one of the most spectacular blazes here in years. The fire broke out in the early hours of the morning, and before the fire fighters could arrive to combat it, the flames had gnawed their way over a good part of the huge wooden structure. Insurance covered the building and its contents, the Daytona city council announced.

Dedicated in 1920 by the then U. S. Vice-President Thomas Marshall, many notable entertainers, including Will Rogers, John McCormack, Harry Lauder and scores of others have appeared at the auditorium.

An extensive winter entertainment program had been planned for the auditorium, and it is hoped that another building may be found to replace it for that purpose.

D. C. Showbiz Hopper

WASHINGTON, Jan. 12.—Congressional situation remains the same as tabbed on Page 4 of last week's issue of *The Billboard*.

In This Issue					
Bands & Vaude Groses	34	Letter List	58	Reviews, Left	56
Burlington	35	Music	55	Night Club	53
Carnival	44-52	Merchandise/Pipes	50-57	Vaude	53
Circus	54-55	Music	44-50	Rinks-Skaters	53
Classified Ads	59-65	Music Cocktail	84	Roadshow Films	58
Coin Machines	69-114	Music Merchandising	76-81	Routes: Carnival	68
Fairs-Expositions	40-113	Music Popularity Chart	24-29	Circus	65
Final Curtain, Births	115-118	Night Clubs	31-34	Television	13
Marriages	58	Parks-Pools	56-57	Vauderlles	31-34
General Outdoor	97-98	Pipes for Pitchmen	66	Vending Machines	82-85
Honor Roll of Hits	24	Radio	4-13	Vets' Employment	80
Legitimate	36-37	Repertoire	58		

Truman To Get Into S.-W. Fight

Byrnes Backs Gov't Airing

Budget figures to get Congressional battle on all propagand broadcasting

WASHINGTON, Jan. 14.—President Truman will soon advise Congress in a special message on future operations of international short-wave broadcasting. *The Billboard* has reliably learned. The State Department is completing work on its recommendations for the future of 39 stations now under government supervision and it is expected to have them ready for the President within a few weeks. Meanwhile, congressional opposition to State Department's global information service is expected to bubble up shortly as the administration puts the pressure on House rules committee to get clearance of the Bloom Bill (HR 4962), which provides legal authorization for the reshuffled Office of War Information, Office of Inter-American Affairs and State's own Cultural Relations Department, now known as OIICA—Office of International Information and Cultural Affairs.

With the administration forced to fight every inch of the way to get money to continue the set-up beyond June 30, budget bureau is currently clearing State Department estimates which are said to range between 25 and 45 million, of which radio operations claim about 10 million. A house appropriations subcommittee is expected to begin work on State Department 1947 fiscal funds beginning February 1, reaching the information budget about mid-month. President Truman will be compelled to get squarely in middle on the issue when he reels off the budget figures according to routine at a forthcoming press conference next week.

Byrnes Leads With Chin

Secretary of State James F. Byrnes will lead with his chin at the hearings at (See *TRUMAN MOVES* on page 9)

Paley Named CBS Bd. Ch'man; Kesten, Stanton Upped, Too

NEW YORK, Jan. 14.—The Columbia Broadcasting System, at the regular meeting of its directors last Wednesday (9), upped three of its toppers—William S. Paley, Paul W. Kesten and Frank Stanton. Paley, who has served as proxy of CBS since September, 1928, and member of the board of directors, was named chairman of the board. He is the largest stockholder in the web and recently returned from two years in North Africa and Europe, where he was Deputy Chief of SHAEF's Psychological Warfare Division. Kesten, who has been with CBS since 1930 and has been exec v.-p. and director, was promoted to vice-chairman. Stanton, with the web since 1935 and a v.-p., was upped to proxy. Kesten and Stanton will handle everything but the Program Department, which will be directly under Paley.

A. C. Nielsen Gets First N. Y. Client

CHICAGO, Jan. 12.—First A. C. Nielsen client in the New York area to take the company's radio index service is WOR, key Mutual outlet. Contract was signed this week by Ted Streibert, proxy of the Bamberger Broadcasting Service, Inc.

Unique feature afforded to WOR, Nielsen execs said, would be a measurement of the total audience of a broadcasting station in actual number of homes. Info would not only pertain to WOR, but also other important Main Stem stations. In other words, answering WOR's questions about the competition.

ABC Plugging Chi Originations, Says PW---5 Already Brewing

CHICAGO, Jan. 12.—Whether or not other networks here continue with the policy of allowing program originations to drift to New York and Hollywood, such will not be the case at ABC here. This was indicated here this week by Paul Whiteman, musical director for the net, while in town for a local broadcast of *Hall of Fame*. Whiteman claimed that his net would fight for Chicago originations. He also said that Adrian Samish, ABC program chief, is in accord with that view, and that four or five new Chicago originations are being planned by ABC.

Some of these shows will be musical, Whiteman said, but others will be of the variety and dramatic type. In addition, he specifically mentioned that *On Stage, Everybody* will be revived, with pick-ups from Chicago and Hollywood, as well as New York. Whiteman said further that Chicago has plenty of embryonic talent around. He claimed that the fault with Chi radio has not been a lack of embryonic talent, but rather a lack of willingness on the part of radio executives to develop it.

Whiteman is also of the opinion that the nets are not doing the best possible job when they program primarily from the East and West coasts. He believes that network listeners deserve to receive cultural, intellectual and entertainment material representative of all sections of the country. The Midwest, with Chicago as its focal point and its radio network voice, should be heard from, he contends.

At present, Whiteman is not making specific announcements concerning the shows ABC intends to originate here, but he says they are definitely in the works.

Confirmation that Whiteman's views are also held in other exec quarters of ABC came later from Ed Boroff, the net's chief and vice-president here. Boroff stated that he is all for the Whiteman plan and would do everything in his power to assist in making it a reality. Boroff, one of Chi's radio vets who has a success record dating back to his days at the old KYW, is for Chi all the way. He says he's not going to see the city go to hell in radio and will fight to see that it retains its present position or gets back the more important role it had in the past. One way in which he will do it, it seems, is to see that ABC originates more and more shows here. As it is, its record is not bad to date. Common talk in radio circles here is that ABC is the only net that is doing anything to change the rather dismal Chi show-origination picture. While shows on the other nets (NBC and CBS primarily) are shifting to the East and the West, ABC is starting new shows here. Recent issues of *The Billboard* have proved this to be a fact.

ABS Sells WIND On Taking Adam Hat Net Boxing Matches

CHICAGO, Jan. 12.—The Associated Broadcasting System strengthened its Midwest facilities this week when WIND, local indie—but halfway associated with Associated—announced taking on the web's boxing matches every Monday beginning (14) 9:05-9:45 p.m. CST. Program, which originates in cities claimed to have the most important fight of the week, is sponsored by Adam Hats and is the only major national commercial of ABS.

Web, which now has 22 affiliates and a number of "associates" or "co-operative" outlets such as WIND, has been noticeably weak in the Chi mart, and the move toward Associated by the indie has the trade boys wondering if web is really making bid to fight the big web outlets here.

Ralph Atlass, WIND owner, denied any powerful swing toward Associated since station is cleaning up anyway, but trade segs are citing fact the station is picking up more and more programs piped from web—even some sustainers—a move almost unheard of at the rich local indie.

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Net Rebates Hit All Time High; It's \$3,500,000

NEW YORK, Jan. 12.—Four radio networks—National Broadcasting Company, Columbia Broadcasting System, American Broadcasting Company and Mutual Broadcasting System—rebated approximately \$3,500,000 in time and talent to advertisers in 1945. This record figure, far ahead of any previous year, resulted from the networks' all-out coverage of outstanding events, notably the death of the late President Roosevelt and V-E Day and V-J Day. Commercial programs were yanked with abandon.

The kick-backs, which in most cases were made in time rather than cash, amounted to an over-all figure of \$1,400,000 for NBC and a similar total for CBS.

NBC's breakdown shows that of the total, \$900,000 was rebated for time, and the remaining \$500,000 for talent.

The chains and radio generally took the biggest bank roll dent from April 12-15, the three and one-half days which were devoted to mourning the death of FDR. NBC estimates this period accounted for a return of \$300,000 in time and another \$150,000 in talent.

NBC's rebates occasioned by V-E Day totaled \$106,000 in time and \$30,000 in talent—for commercials yanked for 14 hours during May 8. V-J Day for (See *NET REBATES 3½ MIL* on page 9)

CIO Buys 13 Weeks, 3-a-Week, Over ABC For Labor Talks

NEW YORK, Jan. 14.—Congress of Industrial Organizations today (14) begins its first regular series of sponsored broadcasts when a three-a-week series of talks by CIO officials bows in on ABC from 10-10:45 p.m. CIO previously sponsored several one-shots on the same web, but this is the first time that a labor union has bought time on a regular 13-week basis.

Programs will be heard Monday, Wednesday and Saturday nights on the ABC Basic, Mountain, Coast and South Central Nets. Series will remain on the air, according to ABC and the union, for the duration of the present strike period. At the moment, ABC is the only net on which time can be bought to discuss controversial issues. Web says that any responsible group will be able to purchase time in the future.

"Easy Money," Chi Fave, on NBC Test

CHICAGO, Jan. 12.—*Easy Money*, long a top local favorite, will be aired by NBC on a test basis for three weeks, beginning today and continuing thru January 28.

The show, owned by W. Biggie Levin, local packager, features exposes of swindlers, and had a 9.2 Hooper when it was aired locally. NBC will air it from 7:30 to 8 p.m. (EST). NBC Central Division sales execs say prospects of sales look good, considering past success of the show.

Byrnes All-Net Pitches Raise Hob; Eye '48

Truman Said To "No Like"

WASHINGTON, Jan. 14.—Broadcast folk here are bitterly irked by Assistant Secretary of State William Benton's handling of broadcasts of Secretary James F. Byrnes, *Reports to Nation* for a 1948 top place on the national ticket. Broadcast spokesmen are complaining that, on the basis of Benton's operations, Byrnes is trying to share with President Truman the blanketing of networks on every major address. One well-known broadcast executive even cited an inside White House source as bolstering this theory which, according to the spokesman, is more than a little disturbing to Truman. Altho the President interceded for Byrnes in the Secretary of State's recent flare-up with webs preparatory to his second *Report to Nation* in three months, Truman is pictured by the broadcast executive as "sorely displeased" with his top cabinet man.

National Association of Broadcasters has now moved officially into the fray, with NAB executives conferring with representatives of the five networks on what they hope will be final policy for dealing with broadcasts by cabinet members.

NAB and network representatives are expected to agree on maintaining exclusively rule for handling broadcasts of any government official other than the president. Group will probably agree to make an exception for Byrnes only in "exceptionally rare instances" when the Secretary of State has something of "transcendent" importance to tell the people. Exactly how determination will be made of what constitutes transcendent importance is something about which the networks group doesn't expect to find the answer. The group's recommendations will be turned over to Benton, who has already indicated his willingness to let the networks decide the policy.

Political Aims Aired

Significant in the proceedings is the fact that NAB and networks representatives have declined so far to invite State Department officials, including Benton, to their parleys. Broadcast group is openly expressing its hostility, and many spokesmen are making no secret of their political suspicions about Byrnes. They are charging that Byrnes, who is first in command next to the President, is using his office to improve himself for one of the two top spots on the Democratic National ticket two years hence. This, according to one spokesman, is something that the President already appears to sense. White House insiders are declining to comment on this reported rivalry, and State Department officials are indignantly denying its existence.

White House To Get Radio, Tele, Moving Pic Equipment

WASHINGTON, Jan. 14.—The White House is moving ahead with installation of up-to-the-minute radio and television receiving equipment as well as motion picture projectors, Lorenzo S. Winslow, White House architect, revealed at a press conference Friday (11).

Discussions have been under way with radio and newsreel people since Congress late last year authorized \$1,650,000 for enlargement and repair of the executive mansion and landscaping on the grounds.

The equipment will be installed in an auditorium with seating capacity of 360 persons, which will be built on to the west wing of the White House.

Reggie Martin, recently returned from China while on a radio assignment for OWI, has returned to WGBS, Miami, as program director.

Pre-Testing Pegs the Pay-Off

CRC, Chi Air-News Org, Sets By-Laws, Elects

CHICAGO, Jan.—Election of officers and approval of by-laws took place at the formal organization here Wednesday (9) of the Chicago Radio Correspondents, organization of station and radio press-service news and special-events men. This is the organization the local radio newsmen have decided to set up to make sure they get the type of co-operation they deserve from various news sources in town.

General purpose of the organization, as set forth in the constitution, is the "promotion of radio as a news medium with rights and privileges in the access to news sources on an equal footing with other news media."

Those eligible, "must be employed in gathering, preparing and dissemination of radio news or in direct supervision of these activities." This will make all station news and special-events men, as well as radio press-service newsmen, eligible in the new organization.

On voting procedure, the organization has decided that there will be four votes for each 50,000-watt station, two for each other station, and two for each of the four news services. This is intended to give non-network stations a fair break.

Officers elected were: Bill Ray, director of news and special events at NBC, president; Bob Hurlleigh, WGN news director, vice-president; Bob Ward, WJJD, secretary-treasurer. Executive committee will consist of three officers, in addition to Julien Bentley, WLS news director, and Con O'Dea, WENR-ABC special events director. Don Kelly, director of publicity and special events at WBBM-CBS, was elected chairman of the admissions committee. A constitution will be drawn up by the executive committee plus Everett Holles, news director of WBBM.

Whether or not the org will charge dues, or whether it will seek to get a charter from the State, will be decided at a later meeting. Next meeting of the org (meetings will be monthly) will be February 6. Before that date, Ray will send letters to city and county officials, other civic leaders and various press agents, informing them of the information of the organization and its purposes.

'Those Websters' Exit CBS; B. R. Nixes Net Ideas

CHICAGO, Jan. 12.—Those Websters, a present Columbia family show originating from Chi, is moving to Mutual Sunday, March 3, execs at Quaker Oats Company, sponsor, told *The Billboard* this week, airing time will be 5 to 5:30 (EST.).

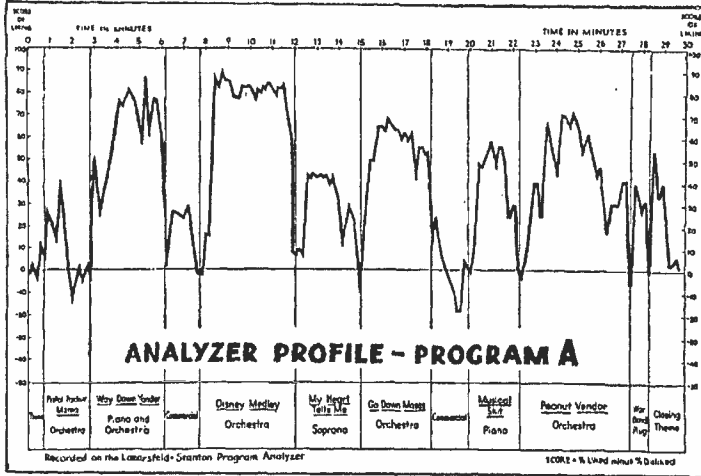
Reason for the change, as explained by a Quaker Oats exec, is that CBS was attempting to outline format of the show instead of letting company exercise jurisdiction. Also, he said, web attempting to define commercial airing policy, which was something the grain company wouldn't tolerate.

"Columbia wanted to build a show with a big-time appeal—a sort of variety affair," he declared, "but we're mighty happy with the show the way it is. Sales are fine and we still like the family-type show."

Exec revealed Websters would be over full Mutual web and also would have many indie stations airing show via e. t.'s as well as from the net.

Show will be carried over intact, with Joe Ainley as producer and Ruthrauff-Ryan as agency handling. Chi will continue as originating city.

Lou Ruppel, former CBS press man, making public relations survey of Merchandise Mart, Chicago, for its new owner, Joseph Kennedy, former ambassador.



"Outside" Sniping and Govt. To Be Fought by NAB P.R.O.; Miller Urges Co-Operation

Kirby Stresses Use of Radio To Sell Radio

HOLLYWOOD, Jan. 12.—Defense of radio against government control and closer association of Eastern radio with Hollywood highlighted the two-day meeting (7-8) of the 16th district of the National Association of Broadcasters, held here.

Regionally, NAB's efforts will consist of opening a Hollywood office to act as Western representative, effecting closer liaison with Eastern radio and skedding of several regional confabs in Southern California as well as new president Justin Miller's first board meeting here in the future. There is even talk of Miller being inaugurated here.

Miller, in his closing address, outlined a widely expanded public relations effort by the organization with emphasis on unified defense against "outside sniping or political control."

"We must think realistically, since we now live in a highly competitive world and we must face the facts that there are a lot of shallow thinking people who would like to throw radio into government control," Miller said.

Then getting back to a specific discussion of West Coast problems for the benefit of Western broadcasters present, Miller continued:

"Many Eastern broadcasters believe that radio's talent in all branches of broadcasting can be found only in their section of the country. This, I have found, is not the case. Radio talent comes from Hollywood. And more and more am I becoming impressed with the proposition that NAB's duty to the Western and Eastern operators necessitates an office in Hollywood."

"The NAB's Hollywood office," he declared, "will promote unity between the radio and motion picture industries."

Under Ed Kirby, NAB public relations consultant, a department of information, replacing the old news bureau, will "use radio to sell radio," it was also determined at the meeting.

Kirby emphasized that "radio's public relations can be no better than its programs, that complacency and self satisfaction must go." He urged the 100 or more broadcasters present to "use radio to sell radio."

William B. Ryan, manager of Station KFI, Hollywood, was unanimously re-elected director of the 16th district. Both he and Dorothy Lewis, co-ordinator of women's and listener activity for NAB, stressed a more aggressive approach by radio and expansion and improvement of public relations thruout the

industry, as they carried out the Kirby theme.

Elimination of destructive competition for advertising between various media was the theme of an address by Charles A. Storke, president of the Pacific Advertising Association. He urged rather that broadcasters build sales and good will by undertaking to build good will between themselves and competing media. "Destructive competition, where one spends a substantial part of one's energy tearing down what the other fellow has to sell has, in my opinion, cost us all revenue in the past thru loss of confidence in advertising, and if we continue feeding our enemies fuel in the future, this can destroy the backbone of our livelihood," Storke said.

Special attention was paid during the meeting to the needs of the small market stations in session on markets, sales clinics and programming led by Frank Pellegrin, of NAB, and Arch Morton, Western sales manager of CBS.

Announcement of appointment of Don Pettey as new full-time legal counsel, replacing John Davis, was also made during the meeting.

Carnation Dickers For CBS A.M. Strip

NEW YORK, Jan. 14.—The Carnation Milk Company, sponsors of the 14-year-old *Contented Hour* on NBC, is currently dickering with CBS for possible purchase of the web's 11 or 11:15 a.m. strip. Carnation, which has also talked daytime radio with NBC, has a soap called *Lone Journey*, which it wants to air.

Time slots in which Carnation is interested are the two periods shortly to be vacated by Sterling Drug. Sterling is giving up *Amanda* and *Second Husband* in favor of *Bride and Groom* on ABC.

Carnation recently set up a hypo for *Contented*, expanding the scope of the show, and plans to bring it to New York. The strip show is step two in the milk company's upped ad campaign. Understood that in addition to the adult audience for *Contented* and housewife listeners for *Lone Journey* company also wants to hit a kid audience and may start looking in that direction shortly.

Danny Kaye's CBS ailer skedded to originate from Milwaukee February 1 in connection with city's centennial fete.

Analyzer No Longer an IF

Lazarsfeld-Stanton device proves a Hooperating hypo for McCann-Erickson

NEW YORK, Jan. 14.—Pre-testing, almost as old as ad-agencies themselves in the black and white end of the ad biz, has, up to comparatively recently, been a minus factor in broadcasting.

Boys aver it's been a good idea to test a program, but the cost, alibed most 15 per centers, is way out of line—and besides, "everyone knows that pre-view audiences never react the way the regular home listener responds to an airing."

Some years ago Paul Lazarsfeld, of Columbia University, and Dr. Frank Stanton, elected last week to the presidency of the Columbia Broadcasting System, devised a "program analyzer" which enabled CBS (and other users) to record the individual responses of an audience to air shows. The device, which was reported upon several years ago in *The Billboard*, differed from another device, then in use by Young & Rubicam, which reported group response to a test or actually broadcast seg. Y & R recorder also was explained to *BB* readers shortly after the Lazarsfeld-Stanton program analyzer was explained. Both pre-test devices weren't used commercially to any great extent.

CBS has been using its analyzer for a number of years, both on projected program formulas and for bank rollers whose shows were being aired over Columbia. Facts disclosed told many an agency man just what loused up his commercials. (They still touch the bottom of most airings, see the "profile chart" with this report.) The use of the analyzer, with the exception of CBS's consistent week-by-week panels, has been up to recently an agency hit or miss proposition, until McCann-Erickson decided to pre-test its contemplated airings with the device. Not only do they test program formulas but they frequently check response to an individual song spinning as well. Once again reference to the "profile" is interesting because it reveals that it's seldom that even a sock tune holds its audience thruout its intoning. In the "profile" (See PRE-TEST PEGS PAY on page 9)

Spot News Coverage Gets Workout in Chi Kidnap Case

CHICAGO, Jan. 12.—Chi's brutal kidnap murder of Suzanne Degan (7), which horrified the nation, was adequately covered via wire recording and on the spot eyewitnesses by all the major webs here. New apparatus was prominently featured, but main factor is that radio is coming into its own in competition with newspapers as regards gathering of local as well as national news.

One or two webs claimed scoops over rivals, but analysis shows they were pretty consistent in being on the spot and none "got thar fustest with the mostest."

On the scene descriptions were given, and all the major webs had reporters on 24-hour duty as did the town's newspapers. The father's poignant appeal to the kidnapers was picked up by NBC, CBS and WGN.

Of the major webs, only Mutual failed to carry it, altho WGN had three wire recorders in operation and its full staff of special events men on the scene. Other nets carried on the spot recordings over the nation.

MBS AND ABC HEADED FOR NAB

Org Sets New Coast Flack

Yankee stations return to fold with 13 others signing in Hollywood

WASHINGTON, Jan. 12.—Mutual network is headed for membership in the National Association of Broadcasters, bigwigs here are predicting in the wake of an announcement from New York that Station WOR—largest Mutual stockholder—is ready for an NAB dues card. Insiders at NAB expect American Broadcasting Company to follow Mutual's example.

Meanwhile, wasting no time in starting its nationwide public relations program authorized by the board of directors, NAB last Friday (11) announced appointment of Robert C. Colson as its West Coast representative. Colson has been in charge of the Hollywood office of the Federal War Activities Council and he was also administrative officer of the War Department's Public Relations Radio Branch, of which, Ed Kirby, NAB's counsel on public relations, was at one time chief.

NAB's New York office will remain under the direction of Dorothy Lewis, who is listed as co-ordinator of listener activity, at least for the present, an NAB official said. Since the office is already operating, the spokesman added, there will be no rush to appoint a full-time flack director.

Latest addition to NAB's legal staff is Lieut. Comm. Don E. Petty, who was confirmed by the board as general counsel. A lawyer connected with the Los Angeles firm of Scarborough and Petty, during the war he was a contract negotiator in the office of the Assistant Secretary of the Navy. Petty was graduated in law from University of Southern California in 1932 and from 1929 to 1932 he was in charge of the radio Adult Education Department. In 1942 he was president of Los Angeles Junior Chamber of Commerce. Petty expects to begin work with NAB about February 1.

With approval of its board of directors, NAB is negotiating for the purchase of a new building to provide space for its increasing personnel. New quarters, which NAB has been eyeing, are located at 15th and K Streets, N. W., not far from the converted dwelling which it now calls home. NAB failed to get an option on the new building, the cost of which is estimated at \$200,000, and negotiations are still underway.

Also the board of directors decided to postpone the proposed increase in membership dues, they approved a \$600,000 budget for NAB, representing an increase of \$60,000 over the 1945 allotment. Board will hold its next meeting in New Orleans in April. Dues "take" is looking up for NAB, with 16 members added by board's vote in Hollywood. New ones include Washington Network stations—WNAC (Boston), WEAN (Providence) and WAAB (Worcester).

Chi Folk Stuff Gets a Sponsor

CHICAGO, Jan. 12.—Wake Up and Smile, new ABC morning hour show (Saturdays 8-9 CST), has garnered a sponsor for its second half hour beginning Saturday (19) and also a new onse, Happy Hal O'Halloran. Sponsor is Popular Home Products, makers of Staze.

Show has been sustaining since last November, and indications are it will be strongly flavored with folk music, because O'Halloran is a folk singer and served as National Barn Dance and WLW Boone County Jamboree emcee.

Catholic Church and UAW Combine in WKRC Battle

(Continued from page 3)
public attention. They will be qualified to speak on the moral aspect of these subjects. They will state principles and then make application to conditions, places, times and circumstances without, however, becoming personal or dealing with specific instances."

First Three Segs Okay

On three succeeding Sunday afternoons from 1 to 1:30 p.m. following programs of the series were aired. However, the December 2 program on the subject of *The Rights of Labor* was canceled by the station. It was this cancellation that set off the fireworks.

Underlying this cancellation was the fact that the program was to present a discussion of the General Motors strike by two priests. The station claimed the discussion was "highly controversial," but UAW leaders here denied the charge.

The station later offered to air the same program on its *Pathway to Peace* program some Sunday in January. Union leaders countered, however, with the statement that the *Pathway* series did not have a large enough audience, that postponing until January nullified effect of discussion, and most of all they objected to condition placed by station that it would air the discussion on *Pathway* only if the General Motors situation became less tense. It was then that the UAW leaders said they would petition the FCC.

Not Station's Responsibility?

After the controversy had developed to this stage the brickbats began to fly.

William L. Kircher, Ohio director of education for the union, contended that the station's responsibility extended only to the elimination of obscenity, profanity and libel from programs. "I cannot conceive," he added, "of a program submitted by the Catholic Church having been obscene, profane or libelous."

In making the observation pertinent to limit of station's censorship rights, Kircher was taking a page from an FCC ruling in which the UAW also was involved. This ruling was made with reference to the case of the UAW vs. WHKC, Columbus, O. At that time, after a petition by UAW following WHKC's refusal

to sell time to the UAW, the FCC ruled in favor of the union and established the precedent that radio stations had no right to eliminate controversial broadcasts.

Letter Goes to Priests

The Rt. Rev. Clarence G. Isseemann, chancellor of the Cincinnati Archdiocese, sent a letter to the priests of the archdiocese outlining the developments leading up to the cancellation by WKRC. In his letter he said that he had gained the impression from telephone conversations with WKRC "that industrialists would object" to the program. Monsignor Isseemann, in this letter, said station executives had objected to the following paragraphs in the script:

Objectionable Quotes

"The man with a history may well be fearful. He will remember the days before the French Revolution. Then, too, the workers suffering economic injustice, stood idle in the streets, criticizing their current regime."

"Happily since 1933 our federal government has abandoned its almost unbroken policy of grudging toleration, if not outright opposition to workers' union, and has fostered their growth. In so acting, it has only been carrying out the very reason for its own existence, i. e., the promotion of the common good."

The third paragraph to which the station objected, according to Monsignor Isseemann, concluded with a quotation from Pope Pius XII with the following conclusion: "Workers must come to each other's aid."

To these charges Judson J. McKim, director of religious and educational programs on WKRC, originally answered that "I personally, representing WKRC, initiated the program known as the *Catholic Position*. The Rev. Albin H. Rattermann, of the Church of the Holy Name, was designated as Catholic chairman of the program. I called on him at 4 p.m. Friday, November 30, a few hours after the script for the December 2 program had reached me. I pointed out that the station had no desire to challenge this script in any particular, but that we were in a difficult situation in as (See *Catholic Labor Seg* on page 9)

WGN Expansion Brings Move to "News" Building

CHICAGO, Jan. 12.—Five studios and some of the offices of WGN, local MBS outlet, will be moved in the near future to a temporary location in *The Chicago Daily News Building*, it was learned this week. Move will be necessitated by the building of an addition to the present WGN Building to the north of Tribune Tower. Some of the WGN offices and studios are also located in the Tower and will remain there during the building period.

Noise of building will make it impossible for WGN to continue airing from its studios Nos. 1 thru 5 in the WGN Building. Therefore, the space in *The Daily News Building*, 9,000 square feet on the 25th and 26th floors, will be leased, effective March 1.

WGN took a two-year lease on the space which formerly was occupied by the studios of WMAQ, when that station was a part of *The Daily News* operation. Studio No. 1 used to be the WGN large audience studio, and the shows formerly aired there will be aired from CHI's Eighth Street Theater during the building period. WGN's use of the theater again weakens the argument of those in the radio industry who say CHI doesn't have enough space for origination of big-time net audience programs. The negotiations for the WGN deal were handled by Winston & Company agents for *The Daily News* Printing Company, Trib execs, and Frank Schreiber, WGN manager.

Detroit-Cleveland Quiz Show To Feature Fair Showmen

DETROIT, Jan. 14.—The revival of American fairs generally with the end of the war will be signalized over the air on January 21 when *The Quiz of Two Cities*, staged weekly for the last several years by the sister stations, WJR, Detroit, and WGAR, Cleveland, moves into the annual convention of the Michigan Association of Fairs for its setting.

Participants in the quiz show will be fair men and women from the Michigan group here, and from Ohio fairs, who are holding their annual convention this week at Columbus.

C. C. Hearings Go On and On

Expected at Least 6 Months

More than half farmer co-ops claim clear channels do not carry enough farm stuff

WASHINGTON, Jan. 14.—Results of a hitherto undisclosed survey by National Council of Farmer Co-Operatives, purporting to show that 57 per cent of NCFC's membership believe clear-channel stations don't carry adequate farm programs, were dumped into Federal Communications Commission lap as FCC today began long-deferred clear-channel hearing. FCC, whose own rural listener survey brought conflicting responses when results were released several weeks ago, is gloomy over immediate outcome of the hearing. Commission will adjourn the hearing after a four-day session and will resume proceedings some time in March or April after FCC industry engineering sub-committees try to complete their investigations and the commissioners wade thru their heavy sked of hearings on broadcast applications. As matters now stand, clear-channel hear-

A Gal & No Home

CHICAGO, Jan. 12.—Poor old George Herro—Mutual's Midwest flack! Guy has a gal and she has said "yes." He has bought four rooms full of furniture. He has searched for over six months now and can't find a threshold to carry her over, so it looks like poor old George will very likely die a bachelor. Is that bad?

ings will be spaced over the next six to nine months, and the decision won't be forthcoming until late winter at the earliest.

No Policy Break Urged

Incidental to NCFC's disclosure of survey results, Agricultural Department is advising FCC at clear-channel hearing that there ought not to be any break in policy on government programming to rural areas. Agricultural Department is satisfied with continuing commercial sponsorship of government farm programs, although one Agriculture Department official voiced hope for "keener awareness from broadcast industry of the specific interest of rural people." Agriculture Department is willing to permit use of (See *C. C. HEARINGS* on page 12)

WIND Will Really Move; Atlas Leases Floors for Outlet

CHICAGO, Jan. 12.—WIND, local indie, next summer will move into bigger quarters which will house its AM, projected FM and video studios. New location will be the second and third floors of the 203 North Wabash Building, both of which WIND Prexy Ralph Atlas has taken under a long-term lease.

Floor space is approximately 13,000 feet, an area which compares favorably with any present web in Chi, so it can be seen clearly Atlas wasn't bluffing about expanding station's facilities in AM and launching into FM and video; as he indicated in *The Billboard* recently. Transmitters for both radio and tele will be located in the Lincoln Building Tower, space for which Atlas recently acquired.

With WIND's expansion plans almost a reality, the trade is saying that if Associated can get the powerful indie to come along with it as a more active associate or an affiliate, it will mean a distinct feather in the cap for the web, since it will then be in better position to give the large webs here a run for their \$60. (See "ABS Sells WIND" on another page in this issue.)



We're trying to act our ages

It's a little difficult, sometimes. On the one hand, we pride ourselves on being a young, frisky network that puts all the energy and enthusiasm of youth into everything it does. On the other hand, we're still sporting the long beard of experience we grew during the years when our network was known as "The Blue."

As *names* go, ABC is America's youngest major broadcasting company. Yet WJZ, our key station in New York, is practically as old as radio broadcasting itself—and our nearly 200 affiliates from coast to coast are rich in experience, too.

We're trying to act *both* our ages, so that the people we do business with can get the combined benefits of seasoned radio experience *and* the willingness of youth to go out and do a job.

Our plans for the future are ambitious. We expect to do big things in radio and television. But our greatest ambition is to keep all the good friends we made in the past—to enjoy the same pleasant dealings we've had with the hundreds of time-buyers, musicians, artists, salesmen and engineers who first got to know us as "The Blue" and who assisted in our rebirth as ABC.

American Broadcasting Company

A NETWORK OF 195 RADIO STATIONS SERVING AMERICA

Fifteen-Minute Segs Lead Cigs

Novelties Low Cost Pointers

Everybody figures own seg differently, even G. W. H. justifies his "high cost"

NEW YORK, Jan. 14.—While talent eats, drinks and sleeps by the First Fifteen of Hooperatings, the bank rollers look at the "nice publicity," but are basically interested in how much their airings are costing—to deliver potential buyers. There are, research men point out, different formulas for reaching the cost per listener, formulas that run all the way from George Washington Hill's to that of a Southern cig corporation that's willing to admit that they go to a giant slide rule to get their figures, and frequently come up with "?" marks.

Talent Cost Gives Facts

The *Billboard Cigarette Talent Cost Index* uses no special formula but simply projects its regular Talent Cost Index computation on cigarette sponsored programs. The *Billboard-Hooper* cost per thousand development has been explained time and time again. It simply takes the Hooperating of a show, multiplies it by the number of listeners per listening set for the program. It then takes the number of people living in the urban centers and determines the actual audience to the show by ascertaining the percentage of the total families in the urban area (some 14 plus millions) which hears the show. Thus if a show has a Hooper of 10 and listeners per listening set of 2.5 (this is average), the actual audience would be (in round numbers) 10 per cent of 14,000,000 or 1,400,000 times 2.5 (listeners per listening set), or 3,500,000. The talent cost which is required to reach this audience is 14/34 of the total, since only network shows which are aired with the idea of reaching the nation are projectable, and since the number of radio families in the nation is (again in round numbers) 34,000,000 and only the urban section of it can be charged against the urban listeners, i.e., 14/34. Consequently if a show costs \$10,000, 14/34ths of it would

WTAG has the advantage of local newspaper promotion every morning, evening and Sunday.

WTAG
WORCESTER

BOSTON'S EXCLUSIVE AMERICAN OUTLET

WCOP

A COWLES STATION
Represented nationally by the Metz Agency



The Billboard CIGARETTE TALENT COST INDEX

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 1 No. 1

January, 1946

Program	Net	Agency	Sponsor	Length of Show	Hooperating*	Talent Cost	Cost Per Point	Urban Cost Per Thousand**
Abbott and Costello	NBC	Esty	R. J. Reynolds	1/2 hr.	19.2	\$13,000.00	\$ 677.08	\$.73
Thanks to the Yanks	CBS	Esty	R. J. Reynolds	1/2 hr.	12.7	2,500.00	196.85	.21
Crime Doctor	CBS	Blow	Philip Morris	1/2 hr.	14.3	4,000.00	279.72	.27
It Pays To Be Ignorant	CBS	Blow	Philip Morris	1/2 hr.	10.5	4,000.00	380.95	.39
Johnny Presents	NBC	Blow	Philip Morris	1/2 hr.	10.2	4,000.00	392.16	.45
Frank Sinatra	CBS	L. & N.	P. Lorillard	1/2 hr.	11.9	14,000.00	1,176.47	1.15
Meet Me At Parky's	NBC	L. & N.	P. Lorillard	1/2 hr.	9.9	4,500.00	454.55	.54
(CH)								
Guy Lombardo	ABC	W. & L.	Larus & Bros.	1/2 hr.	6.3	5,500.00	873.02	.84
Red Skelton	NBC	Seeds	B. & W. Tobacco	1/2 hr.	24.5	9,500.00	387.76	—****
People Are Funny	NBC	Seeds	B. & W. Tobacco	1/2 hr.	13.9	3,000.00	215.83	.22
Hildegarde	NBC	Seeds	B. & W. Tobacco	1/2 hr.	13.9	9,500.00	683.45	.74
Jack Benny	NBC	R. & R.	American Tobacco	1/2 hr.	24.8	22,500.00	907.26	.82
Your Hit Parade	NBC	F. C. & B.	American Tobacco	1/2 hr.	13.9	10,500.00	753.40	.83
Supper Club (M)	NBC	N.-E.	Liggett & Myers	1/4 hr.	10.7	2,000.00	186.92	.19*****
Supper Club (T)	NBC	N.-E.	Liggett & Myers	1/4 hr.	13.1	2,000.00	152.67	.15*****
Supper Club (W)	NBC	N.-E.	Liggett & Myers	1/4 hr.	12.5	2,000.00	160.00	.16*****
Supper Club (Th)	NBC	N.-E.	Liggett & Myers	1/4 hr.	10.2	2,000.00	196.08	.20*****
Supper Club (F)	NBC	N.-E.	Liggett & Myers	1/4 hr.	10.8	2,000.00	185.18	.19*****

CH—Computed Hooperating.

*Average of December 15 and December 30 Network Hooperatings.

**Obtained by dividing urban talent cost by number of urban listeners. (Urban talent cost is 14/34 of talent cost.)

***Insufficient data.

****Includes second broadcast on Pacific Coast.

*****Figured on daily basis.

L. & N.—Lennen & Mitchell. W. & L.—Warwick & Legler. R. & R.—Ruthrauff & Ryan. F., C. & B.—Foote, Cone & Belding. N.-E.—Newell-Emmett.

The Talent Cost Index for Cigarette Sponsored Programs is protected by the Copyright of The Billboard and Infringement Will Be Prosecuted.

be the Urban Talent Cost, or approximately \$4.117.

Cost Per Thousand Simple

Once the Urban Talent Cost is obtained and the urban listeners for the program, are figured it's a simple matter to discover how much it costs to reach a thousand ears. In the hypothetical case discussed it costs \$4.117 to reach 3,500,000 ears or a cost per thousand of \$1.18.

"Amazing Facts" Revealed

That's how the cost per thousand listeners was reached in the *Cigarette Talent Cost Index*, just as it is how all "cost per thousand" are reached in any form of *Talent Cost Index* published by *The Billboard* and computed for *BB* by the C. E. Hooper organization. In other words, a *Cig Index* differs not to all from any index, with the exception that regular *TCI's* are restricted to top ranking Hooperated programs and an industry program evaluation is concerned with every seg sponsored by any factor in the industry being surveyed. Thus figures for Sinatra, Parky, *People Are Funny* and many other programs are reported that seldom see the light of print in any *First Fifteen*—and some amazing facts are revealed. These "amazing facts" are that the daily 15-minute *Supper Club* of Chesterfield on Tuesdays is the "best buy" of the week with a delivered urban circulation costing 15 cents per thousand, which is only approached by the 16-cent figure of the *Supper Club* on Wednesdays. Since the selling job on the show is admittedly sock with Martin (Make Believe Ballroom) Block doing the commercial pitching and since the rating is achieved by a 15-minute seg instead of as in all other cig cases by a half hour pitch, Chesterfields has something—and this report is not evaluating cigs but advertising.

Novelty Segs Deliver

Next in talent value delivered are the novelty segs, the *Thanks to the Yanks* and the *People Are Funny*. The latter cost 22 cents a thousand and the former 21 cents. Nets are not involved in this deal since *Yanks* is the one cent cheaper deal, and the network costs a little less than the *People* network, which is NBC. Of course, in these figurings, only urban ears are considered and no attempt has been made to value rural audiences, which may be delivered more cheaply by one network than the other—which deliverance is based upon clear channel coverage vs. multiple station coverage of the rural market.

It's What They Want

Cigs seem to lean to the senior nets NBC and CBS with only one cig account using a junior network, ABC. The fact

that Chelsea advertising on the air is costing 84 cents per thousand is no reflection on the ex-Blue network since no doubt Winchell on the self-same network does a low cost job for Jergens—and then some. Whether Guy Lombardo delivers a Chelsea smoking audience is another matter which has no place in this evaluation. Lombardo, like Wayne King, has a specific audience. It's up to Larus tobacco to decide if that audience, at 84 cents an urban thousand, is what they want.

And Then There Is G. W. Hill

G. W. Hill figures his audience in another fashion. He takes all the shows he has on the air (at the present, two) mixes the figures he garners on the two shows and comes up with a figure of what the air costs him per thousand. It's his idea that shows with different appeals deliver a "cross-section" ear and therefore the figures belong in the same spot. Whatever Hal Webber (Foote, Cone and Belding research brass) has sold him, this doesn't belong within the scope of this analysis. All GWH (and there are a great many tobacco men who have other names for him) wants to know is what any medium is costing. He takes his Benny cost, in this case the same as his *Hit Parade* cost, and averages it (in this case they are the same, which wouldn't happen once again in a carload), and then he looks over the airings to see where he stands. The fact that Old Gold is paying \$1.15 a thousand for an audience, which from a cig smoking basis couldn't possibly be as good as a *Hit Parade* or a Benny airing, sells him on keeping Benny and *HP*. If the cig using the ABC pitch (not the net but the ad slant) in its appeal is getting a buy because of its 15-minute cig pitchings—well Chesterfield has been plenty smart before while the American Tobacco Company still made the cash.

No figures give the advertiser the ultimate answer. Results at the point of sale are the pay-off. What a *TCI* does is tell the BR what he's paying for his audience. If he can't sell what he's paying for—that's not the fault of a medium, or the talent.

Maybe the Apple Honey doesn't pay off.

CBS Chi Shifts

CHICAGO, Jan. 12.—Midwest division of CBS this week underwent a few personal changes: J. V. McLoughlin, WBBM station accountant, became assistant to Frank Falknor, assistant manager, Western division, CBS. Larry Lazarus, CBS, New York, will replace McLoughlin. George Sherman will become acting chief engineer in charge of operations. Sherman replaces James J. Beloungy, who is moving to WCCO, Minneapolis, as chief engineer.

Breakfast Clubbers Get a Chicago Party

CHICAGO, Jan. 12.—ABC is making a big pitch in promoting Tom Breneman's *Breakfast in Hollywood* when Tom's moon pic of the same name is premed in Chi February 7. Web will give away one grand in cash and about \$700 in prizes to studio audience that day.

Early rising emcee will fly from Hollywood—where show originates—to Chi the day before the preem and air his show from the Windy City. He is booked in the Oriental Theater the same week. Then show is skedded to take eastward turn to Main Stem for six weeks before hitting the West Coast again.

Reason pic and ABC execs gave for preching the pic and airing the show from Chi was that "Chi was good town for preems, and that in Hollywood the preem would probably be a dull affair." Also execs wanted to cash in on Don McNeill's *ABC Breakfast Club*, aired from the Windy City. Meeting between the two maestri of the eggs and bacon will hypo both shows, they think.

WCCO Plans Spot News Coverage

MINNEAPOLIS, Jan. 12.—A new special events' department placing greater emphasis on regional and local news coverage and on-the-spot reporting has been organized by WCCO-CBS here. Sig Mickelson, station news editor, will handle new department. Plan is to get interviews and eye-witness descriptions for presentation on regular news segs. Mobile unit and wire recorder will be in service more often as a result.

PHOTO REPRODUCTIONS

Made from your own photos or negatives in any size. No order too small—cost as little as 5¢. Now doing work for RCA, MCA, DANNY KAYE, EDIE ROEMER, JACK BENNY, KAY KYSER, JOAN EDWARDS, etc.

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100 \$6.60
POSTCARDS 2¢

Truman Moves Into Short-Wave Fight; Byrnes Backs Gov't

(Continued from page 4)

which the economy bloc will resume the fight it started when Congress began cutting OWI funds last fall. The White House Thursday (10) released a letter which Byrnes had written to the President endorsing the proposed information set-up. Byrnes' letter is the first indication on his part that he is assuming responsibility for the project which Assistant Secretary Benton introduced to the world at a conference last month.

Assistant Secretary of State Benton, in charge of information, is understood to want to continue government wartime controls over short-wave facilities for at least 18 months beyond June 30, when existing agreements expire. The operators, the State Department previously pointed out, are willing to go along with federal control until Congress sets policy for short-wave broadcast operations. Secretary Byrnes meanwhile, it was learned, has directed the department to rush thru its recommendations to the President.

Top Drawer

The nature of the State Department proposals is still top drawer stuff, but officials have expressed the view that international short-wave operations can't be financed adequately by private interests. They are understood to favor some set-up whereby the State Department would have "a controlling interest" and would be in a position to put across its international cultural relations program.

The President in his message to Congress, according to insiders, is expected to outline all the alternative proposals contained in the MacMahon report, thus dumping the burden of the decision into the lap of Congress. Type of control in the MacMahon report ranges from single corporation, independent of the government, but selling time to the government just as to any other customer, to out-and-out federal ownership and operation.

Pre-Test Pegs Pay; Analyzer No "If"

(Continued from page 5)

only the *Disney Medley* by the ark had the same appeal at the end that it did when it started. Other tunes like *Way Down Yonder*, *Peanut Vendor* were full of audience hills and valleys, which no doubt has something to tell the music world, just as it has something to tell the radio program builder. Sopranos are still without honor on the air and of all the tune twisting, it was only the soprano's that looked like the rating of a commercial, except for the opening tune, *Pistol Packing Mama*. The latter proved something, but it would be impossible to report just what, without having heard the program. However, over a long period of time it has been indicated, in the profile studies, that the opening tune of an all-musical show never gets the acceptance of the musical numbers later in the program—even when the program that precedes it is a musical.

No Dissertation

This report, however, is not an attempt to present a dissertation on what makes a program tick, because the "profile" used is not an actual program which was tested by McCann-Erickson but just a study from McC-E collection of profiles. What this report is aimed at is presenting the fact that McCann's billings in radio have gone up consistently since it started to do a comprehensive analyzer job on the programs of its clients and prospective clients. Not only has the number of programs built by the agency gone up, but the Hooperatings of the average show pre-tested and analyzed by McC-E have gone steadily up. There hasn't been any tremendous jumps (that's not what the analyzer is best equipped to do). There has been, however, a steady and increasing upward listening trend, an increase that has not upped the cost of the package.

When reported upon some years ago, the story of the Program Analyzer was in what it was teaching program builders at the network and CBS stations. There wasn't any "success story" available,

Net Rebates 3 1/2 Mil For All-Time High

(Continued from page 4)

network meant a rebate of \$100,000 in time and about \$50,000 in talent. The NBC V-J Day totals are based not only upon commercial time yanked August 14, but often during the previous two and one-half days—when rumors of the impending event flooded the airwaves. CBS's over-all total of \$1,400,000 is figured as breaking down into estimates similar to those of NBC.

ABC estimates that it rebated \$428,000 as a result of commercial time pulled during coverage of the death of FDR. V-E Day and V-J Day. Breakdown is as follows: \$260,000 in time and \$65,000 in talent, death of FDR; \$15,000 and \$3,000 as result of V-E Day, and \$75,000 and \$20,000 due to V-J Day.

Mutual estimates that it rebated \$127,000, in time only, to its advertisers during 1945. The talent figure is comparatively small. The chain also figures that of the total refund, about \$85,000 resulted from commercial time pulled during the first eight months of the year. MBS also claims that a considerable part of its rebating was in cash.

Interesting angle is that in some instances sponsors refused rebates—feeling that radio was doing an outstanding public service and that the advertiser should pocket a portion of the loss.

such as that which is developing at McCann, simply because agencies hadn't used it. The costs are not out of line, according to agency execs—and pre-testing is being proven as successful on the air as it has been proven—in black and white.

Since only a few shows make the top ratings—regardless of what they cost—and since time and talent now are in the man-sized bank-roll class, testing is not, points out an agency man who competes with McC-E, a client man's idea of how to sell a new account. It's life insurance for the radio department.

Pre-testing is pegging the air pay-off.

Alan Harshman, Jack Meakin musician on the Coast, had to act as the stork's assistant when Mrs. Harshman gave birth to a girl while being rushed to hospital.

Catholic Labor Seg Not WKRC - Aired

(Continued from page 6)

much as we had just refused to accept a commercial GM script to run at our regular rates on the ground that it was too controversial at this particular time. To present the opposing view under a religious classification, therefore, would be embarrassing to us," I said.

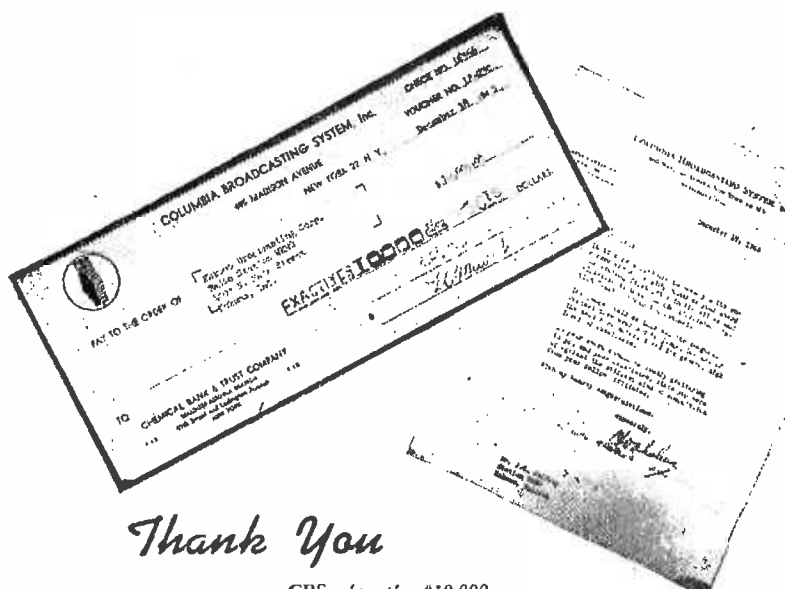
"Father Rattermann stated that he saw the situation in which we would be put and suggested that the program be temporarily withdrawn and that he himself would speak Sunday on the *Catholic Position* time, using as his subject the *Problem of Unanswered Prayer*."

"The discussion was conducted in a most pleasant atmosphere and there was no hint of disagreement up to 7:30 p.m. Saturday. At that time Father Rattermann called me at home and stated that *Catholic Position* was off the air."

Since Monsignor Isenmann's letter said that the station had canceled the last two programs of the series, and since McKim said that the Archdiocese had canceled them, *The Billboard* contacted various spokesmen to try to get the matter settled one way or the other. Church spokesmen maintained their stand. McKim said the station "had no statement to make" and refused to comment on any facet of the controversy.

In making the petition to the FCC, R. J. Thomas, president of the UAW, gave a hint as to why labor and the church were united in this case, and also gave an indication as to when it could be expected that similar pressure groups would unite again.

"The UAW-CIO," said Thomas, "is taking this action to protect public rights to freedom over the air. The Catholic Church is certainly entitled to broadcast its views on organized labor, and the public has every right to hear the views of the Catholic Church on labor over the radio. Our organization has successfully fought this issue of censorship before where the union was directly concerned. We will certainly fight to protect the rights of other groups in the community, religious or otherwise, to express their views freely and without censorship over the radio."



WKMO

Biggest Little Station Wins

"Biggest Show in Town" Award

OF COURSE we were thrilled to win the \$10,000 top prize,—but, honestly, we weren't too surprised. We knew we had done a good job of promoting "The Biggest Show in Town" because it's the kind of a job we're doing 365 days a year.

We believe it's our job... we believe it's "in the public interest" to tell our folks about the programs and people they hear on their favorite radio station. (see Conlan survey.)

We believe, too, that it is a part of our contract with WKMO's advertisers, to back up their program dollars with our promotion dollars for maximum results.

So—a special campaign paid off for us... just as our regular promotion efforts are regularly paying off for advertisers who reach the rich, responsive WKMO audience in the Heart of Indiana.

Thank You

CBS—for the \$10,000
The Judges—
for recognizing merit
Our Staff—
for a job well done

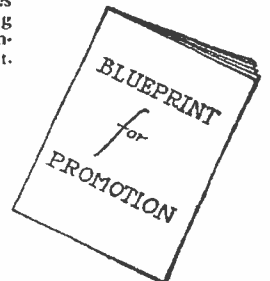
John Carl Jeffrey
General Manager



WKMO

KOKOMO
IN THE
HEART OF
INDIANA

for further information write or wire John Carl Jeffrey, Gen. Mgr. WKMO; or Howard H. Wilson Co.; New York—Chicago—San Francisco—Hollywood—Seattle.

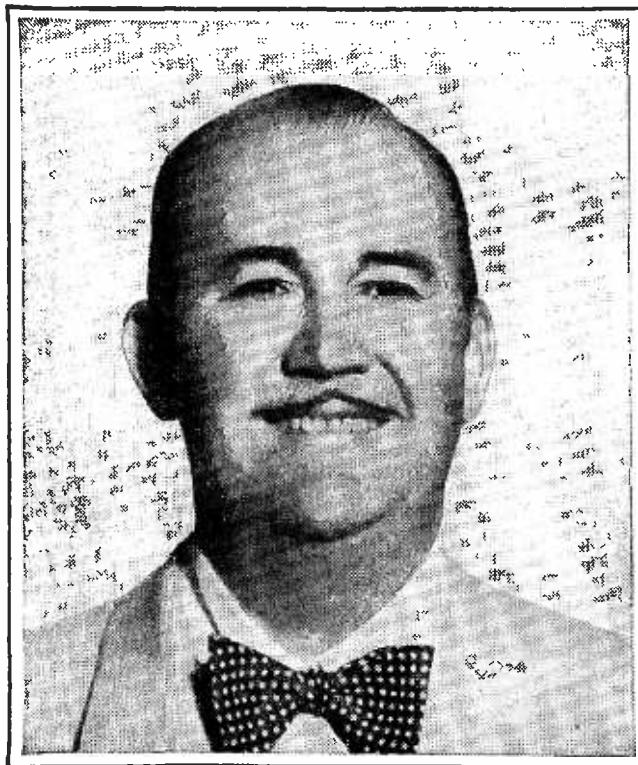


Celebrating its
The PHILCO

continues to honor stars of

the show world made great

by Public Recognition



“It has been a great satisfaction, during these three years, to have spoken for Philco in paying a well deserved tribute to my colleagues of the profession.”

Gene Autry

Beginning January 20th, the Radio Hall of Fame will originate from Hollywood for a period of Ten Weeks

3rd Anniversary

Radio Hall of Fame

DURING ITS 3 YEARS ON THE AIR, THE RADIO
HALL OF FAME HAS HONORED THESE STARS:

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Gloria Agostini
Brian Aherne
"Aldrich Family"
Fred Allan
Gracie Allen
Elvia Allman
Amos and Andy
Andrews Sisters
Los Andrinis
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Kay Armen
Mary Astor
Gene Austin

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Tallulah Bankhead
Benny Baker
Kenny Baker
Phil Baker
Red Barber
Sheila Barrett
Eihel Barrymore
Eileen Barton
Robert Benchley
William Bendix
Mimi Benzell
Elizabeth Bergner
Milton Berle
Joe Besser
Bulah
Janet Blair
Ray Bolger
Victor Borge
Connie Boswell
Charles Boyer
Tom Breneman
Fanny Brice
Carl Brisson
Mills Brothers
Joe E. Brown
Nigel Bruce
Johnny Burke
Bob Burns
George Burns

Louis Calhern
Milton Caniff
Charles Cantor
Eddie Cantor
Judy Canova
"Can You Top This?"
Leo Carillo
Ilka Chase
Audrie Christie
Anita Colby
Ronald Colman
Jerry Colonna
Perry Como
Jackie Coogan
Victoria Cordova

Laird Cregar
Bing Crosby
Milton Cross
Robert Crum
Xavier Cugat

Jean Darrell
Gloria De Haven
Joe De Rita
Mr. District Attorney
Dorothy Donegan
Brian Donlevy
Morton Downey
Alfred Drake
Jimmy Durante
Leo Duracher
Ray Eberle
Billy Eckstine
Jean Edwards
Ralph Edwards
Duke Ellington
Anita Ellis
Dale Evans
Maurice Evans
Wilbur Evans

Clifton Fadiman
Aunt Fanny
Frank Fay
Gracie Fields
Geraldine Fitzgerald
Jay C. Flippen
Joan Fontaine
Helen Forrest
Rudolf Friml
Jane Froman

Reginald Gardiner
Ed Gardner
William Gargan
Judy Garland
Darlene Garner
William Gaxton
Georgia Gibbs
Billy Gilbert
Jackie Gleason
Paulette Goddard
Benny Goodman
Bill Goodwin
Robert Graham
Bonita Granville
Katherine Grayson
Eddie Green

Jack Haley
Sir Cedric Hardwicke
Margaret Harshaw
Bob Hawk
Richard Hoydn
Helen Hayes
Dick Haymes

Mill Herth Trio
Hildegarde
Harriet Hilliard
Hi, Lo, Jack and the Dame
Portland Hoffa
Lou Holtz
Bob Hope
Howard & Shelton
Willie Howard
Tom Howard
Bud Huttick
Ted Husing
Marlin Hurt
Betty Hutton
Marlon Hutton

Burl Ives

George Jessel
Chuck Johnson
Raymond E. Johnson
Bob Johnston
Al Jolson
Allan Jones
"Carmen Jones"
Louis Jordan

Oscar Karlwals
Gene Kelly
Guy Kibbee
King Sisters
Evelyn Knight
Alexander Knox

Bert Lahr
Hedy Lamarr
Gil Lamb
Carole Landis
Frances Langford
Gertrude Lawrence
Jerry Lester
Ted Lewis
Oscar Levant
Beatrice Lillie
John Loder
Ella Logan
Peter Lorre
Diana Lynn
Lum and Abner

Jeanette MacDonald
Marjorie Main
Matty Malneck
Frederic March
Rose Marie
Mary Martin
Nora Martin
Robert Maxwell
Eddie Mayehoff
Chico Marx

Groucho Marx
Lulu McCannoll
Don McNeill
Johnny Mercer
Burgess Meredith
Robert Merrill
Lauritz Melchior
Jackie Miles
Carmen Miranda
Garry Moore
Victor Moore
Frank Morgan
Ella May Morse
Zero Mostel
Paul Muni
Dean Murphy
George Murphy

Claire Niesen
Gertrude Niesen
Bob Nolan
Lloyd Nolan

Arch Obeler
Helen O'Connell
Walter O'Keefe
Ole Olson

Les Paul
Al Pearce
Jan Pearce
Jean Plummer
Dick Powell

Claude Rains
Carlos Ramirez
Martha Raye
Alan "Falstaff" Reed
Quentin Reynolds
Robert Ripley
Maurice Rocco
Doc Rockwell
Roy Rogers
Adrian Rollini Trio
Lina Romay
Andy Russell
Sue Ryan

Harriet Sampson
Dorothy Sarnoff
Bidu Sayaa
John Sebastian
Artie Shaw
Ginny Sims
Frank Sinatra
Red Skelton
Cornelia Ott Skinner
Smith and Dale
Eihel Smith
Kate Smith
Hanley Stafford
Jo Stafford
Maxine Sullivan
Raymond Gram Swing

Ari Tatum Trio
Deems Taylor
Alec Templeton
Danny Thomas
Lowell Thomas
Kay Thompson
Lawrence Tibbett
Martha Tilton
Franchot Tone
Arthur Treacher
Sophie Tucker

Vera Vague
"Vic and Sade"

Orson Welles
Ernie Whitman
Earle Wilde
Mary Lou Williams
Ward Willson
"Winged Victory"
Charles Winninger
Jane Withers
Barry Wood
Ed Wynn
Keenan Wynn
Nan Wynn

Allan Young
Henry Youngman

Including, each week,
PAUL WHITEMAN
and the Radio Hall of Fame
Orchestra and Chorus
MARTHA TILTON, Singing Star

Too Short for a Head

RICHARD S. BURDICK, recently discharged from Army Air Forces Radio Service, has joined the staff of KSFO, San Francisco, as production director. Before entering the service he was with Young & Rubicam, New York, and wrote the *Aldrich Family* and *Dinah Shore* shows.

"Hoosier Parade," a new weekly biograph feature at WFHM, Indianapolis, delves into Indiana's history, with Lyell Ludwig, station's chief announcer, handling the emcee chores. "I. C. Harrington, narrator, is the "Gentleman From Indiana," with Ralph L. Brooks doing the continuity.

WFPO, ABC's New Jersey outlet at Atlantic City, has been awarded a conditional grant by Federal Communications Commission for a metropolitan station.

John Laux, managing director of the Friendly Group stations, and Joseph Troesch, technical supervisor, are framing plans to take in the IRE meets in New York beginning January 23.

William Smoot returns soon to his like duties at WMMN, Fairmont, W. Va. He was recently released from the armed forces after a three-and-one-half-year stint.

Frank Arthur, West Coast sports caster, heads the production department of Sports Features, which has opened offices in Oakland, Calif.

Victor Borge, Eileen Barton and Gene Kelly, along with Basil O'Connor, national proxy of March of Dimes, in Ohio for opening of "Dimes" campaign Monday (14).

KVOO, Tulsa, Okla., set to air a new daily farm program from Oklahoma A. & M. College, with Burns Arnold, associate editor of station's farm department, giving results of agricultural experiment and extension demonstration

activities. KVOO's farm director, Sam Schneider, says new spot will supplement the regular farm programs from the Tulsa studios.

Hall Tate, former Chi commentator recently discharged from Seabees after more than two years, to Coast.

Mrs. Norma Richards, director of women's activities at WSPD, Toledo, has been made interim acting-treasurer of NAB's Association of Women Directors. She replaces Barbara Bates, WQW, Omaha, who resigned to join her husband, recently returned from the service.

Armed service demobilization activities has resulted in the return to WFMJ, Youngstown, O., of six vet staffers, Ken McClure, Leonard Nasman, William Hershberger, Robert Harnack, Frank Butler and Jay Miltner.

"Gratefully Yours," welcome home show for Chicago's returning war sons and daughters, debuted on WIND recently, with Art Linick Enterprises handling production.

Bruce Dennis, former Lt. Comm., who is now public relations and special features director of WGN, Chicago, awarded Commendation Ribbon by Admiral Nimitz for meritorious conduct in performance of duties as officer in charge of public information broadcasts during Okinawa invasion.

Program revision at WPAY, Portsmouth, O., sets places for Charles Schirrmann and W. C. Dugan's "Sunday Serenade," Sylvan Levin's "Operatic Revue" and "Musical Masterworks."

Beatrice Ferbend, assistant publicity director at WBBM, Chi, resigned to go to New York to marry Lt. Eli Shapiro January 19. He'll soon be out of navy and is a former economics prof at Brooklyn College.

Brice Disque Jr., released from duty as a lieutenant colonel in the Army Air Forces, has been named manager of radio production department of Compton Advertising, Inc. Before his entrance into the armed forces, Disque was with King Features Syndicate as radio director, with Phillips H. Lord, Inc., as executive editor, and with the NBC as editor of the script division. He has written, directed and produced several major programs, including "March of Time" and "Gangbusters."

Norman Boggs, sales manager of WGN, Chicago, recently named v.-p. and g. m. of WLOL, Mutual outlet in Minneapolis. Before leaving he was feted by WGN execs at Tavern Club.

George Bingham, former first lieutenant for Uncle Sam, has joined commercial department of WKIP, Poughkeepsie, N. Y.

FM Okay But Station Ops Ask For Standard Band With Yen For High Fidelity--an Extra

Syracuse Boys Typical of What U. S. Is Asking

WASHINGTON, Jan. 14.—Despite the thunder of publicity given to rush for FM stations, heaviest demand still continues at Federal Communications Commission, for standard broadcast stations, with new frontiers for any frequencies being found in substantial-sized cities everywhere in the nation, an investigation by *The Billboard* revealed this week. Since the lifting of the materials freeze last August, 68 more standard broadcast stations have come into being, bringing the total to 1,004. In addition, 58 AM station construction permits have been granted, pending the granting of licenses, and 514 applications are on file. Against this, there are 468 FM license applications pending.

No Room for New AM?

The rush for new standard broadcast stations has shown no sign of let-up even tho the talk among industry and government the last year has been that there was no room for more AM's and that radio was entering the FM era.

Typical of what is happening is the pressure being brought to bear for a new standard station in Syracuse, N. Y., city which was considered to have been "overcrowded" with its present four AM broadcast stations.

Syracuse Broadcasting Corporation wound up a four-day FCC hearing Monday (7) with a plea for a fifth standard broadcast station in the city on the ground that plenty of local talent and politicians still don't have a chance to get on the presently established stations, which, allegedly are concentrating on network programs. Syracuse Broadcasting Corporation thinks, too, that there's plenty of advertising revenue yet to be tapped.

Double in Bands

Also typical of what is happening is the effort by the Syracuse Broadcasting Corporation to hedge itself on FM by asking for an FM grant along with its AM station. The Syracuse outfit wants to install a 5-kw. station in Syracuse, and FCC seems to be ready to give the nod even tho some of the FCC folk are puzzled about the interest of one of the Syracuse Broadcasting Corporation stockholders in other Central New York stations.

Laurence Sovik, general counsel for the Syracuse Broadcasting Corporation, has a 20 per cent interest in that company as well as a 4.3 per cent interest in Station WOLF in Syracuse and a wad of stock in Midstate Broadcasting Company, which wants a new standard broadcast station in Utica, FCC spokesmen say.

Further typifying the emphasis on standard broadcasting in the current supposedly transitional period to FM is the approach by radio manufacturers. Industry observers here are viewing as highly significant a change in the advertising pattern by the General Electric Company. As recently as a few months ago, GE ads in the national mags were emphasizing the trend to FM and television in designs of future

home receiver sets. Now, however, there is relative de-emphasis of FM in the ads. Current copy, for example, cite "natural color tone" on a new type of radio-phonograph, with bulk of text given over to description of the reception of standard broadcast receivers. It is only in final paragraphs of ads that GE briefly mentions FM and tele sets as developments to be watched for in the future.

C. C. Hearings Go On and On

(Continued from page 6)

government information by broadcasters both on commercial and sustaining programs. Ag Department's *National Farm and Home Hour* is sponsored by Aills-Chalmers, and its *American Farmer* program is a sustainer on ABC.

National Council of Farmer Co-Operatives survey, as disclosed to FCC, showed wide room for improvement of rural programming. It was reported by 48 per cent of those participating in the survey that commercial programs of non-rural interest were crowding farm programs into less desirable listening time, and 43 per cent said there were too few agricultural informative programs carrying market weather reports. Approval of the *National Farm and Home Hour* program came from 71 per cent. Nineteen per cent of the NCFC members said they were having difficulty getting any kind of farm program on the air, sustaining or commercial.

FCC is still practically at scratch in approaching the clear-channel problem, with results of rural listener surveys by Agriculture Department failing to ease their aches. According to FCC top-flight engineers, after testimony is all in, the commission has three possible alternatives: (1) increase power of clear-channel stations; (2) relocate the channels; (3) duplicate existing clear-channel stations. According to one FCC engineer, there is an almost even chance that FCC will decide on making no change whatever in clear-channel set-up.

In the cold light of reality, one commissioner told *The Billboard*, the only possible decision for FCC, if it concludes a change in the existing set-up is necessary, is to put more stations on the air to duplicate the clear-channel stations. Several years ago, he pointed out, the Senate passed a resolution opposing operation of stations with power greater than 50-kw. FCC has always adhered to the directive, he added, and there is no sentiment in the commission for authorizing any so-called "super" stations. The relocation of existing channels is not feasible, he asserted, since it would disrupt present station operations. Hence, FCC has only one alternative—duplication of the existing channels.

Some industry folk predict that FCC will first take a look at FM development before it finally decides to act on clear-channel testimony. If FM is up and coming and there is any indication that rural areas can get coverage, they believe, the FCC will let the present set-up continue. This means that if some FM transmission is kept downstairs for benefit of rural listeners, FCC will okay present set-up. Some commissioners, however, feel that FM broadcasting will only be good for urban areas, and if near-by rural areas benefit, incidentally, from these stations well and good. But they contend rural areas will not be able to support FM stations and that the clear-channel stations must do the job originally intended for them—provide economically feasible service to rural areas.

Major segments of the industry appearing at the hearing are the regional broadcaster, local stations and clear-channel stations. Regional and clear-channel people are well represented individually and thru their associations. Local stations, however, aren't expected to put in a good showing. The Department of Agriculture and independent associations will be carrying the ball for the rural stations.

CBS May Switch Wed. 9-11 Skein

HOLLYWOOD, Jan. 12.—Tho denials pop on all sides, trade says CBS may do some switching on its Wednesday night 9 thru 11 skein. Sinatra show is on from 9 to 9:30, followed by *Maisie* for a half-hour, then *Great Moments in Music*, from 10 to 10:30, with the Andrews Sisters in the 10:30 to 11 slot.

Trade points out that if the Andrews Sisters show and *Celanese Moments* were to switch spots, the 9 thru 10:30 span would be solid pop music, variety, comedy. As it stands now, say monothorists, whole temper of the stretch is broken by *Moment* which is semi-longhair in character, and loses listeners which CBS would be holding thru Sinatra, *Maisie* and the Andrews Sisters all in a row.

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WBKB Sells Magic Pitch to Radio Dealer

CHICAGO, Jan. 12.—WBKB, B&K video station, next week will make another addition to its growing list of commercial programs when Lee Phillips, magician, who has been doing sustaining shows on the station for months, starts a sponsored series bank-rolled by the Schwartz Radio & Television Company, local retail dealer.

Phillips's series will be titled *Magic From Aladdin's Lamp* and will be primarily a presentation of tricks best suited for video, tricks using large props that can be followed by the cameras—and very little chatter. The series will be telecast Tuesday night at 7:45 p.m. and will start January 15.

Twin Cities Antennae Look to TV Days

MINNEAPOLIS, Jan. 12.—Although still waiting FCC approval of their applications, three Twin Cities stations have announced plans for construction of antennae adaptable for both television and FM transmission.

WTCN, the ABC outlet here, walked off with the plum when it signed agreements with the Baker Properties, Inc., for the erection of an 80-foot television and FM antennae atop the Foshay Tower, Minneapolis, choice spot in the Twin Cities because it is the highest. Height from ground floor to the top of the mast will be 528 feet. C. T. (Swanny) Hagman, WTCN vice-president and general manager, said. The station has acquired space on the 28th floor of the Foshay Tower and expects to make its initial broadcast from there early in April.

KSTP 840-Foot Tower

The WTCN announcement was followed by one from Stanley E. Hubbard, president and general manager of WSTP, the NBC outlet in the Twin Cities, who said his station is planning an 840-foot transmission tower for a 50,000-watt transmitter on White Bear Road and Snelling Avenue in St. Paul. Hubbard said the first KSTP broadcast from the new facilities will be about September 1.

WMIN, Indle, is planning construction of a 500-footer on St. Anthony Avenue, at the city limits of Minneapolis and St. Paul, according to Edward Hoffman, station proxy. A new transmitter and completely new equipment will be installed in March, Hoffman said.

Two other Twin Cities stations, WCCO-CBS and WLOL-MBS, are holding back announcements of their plans until after FCC gives its approval on applications. A. E. Joscelyn, WCCO general manager, and Fred Laws, WLOL sales manager, said.

Network Air-Pix Assured; FCC OK's Dallas-L. A. Link

WASHINGTON, Jan. 14.—A national television network within four years is now a certainty as result of Federal Communications Commission authorization, Wednesday (9), enabling American Telephone and Telegraph to lay a 1,500-mile coaxial cable between Dallas, Tex., and Los Angeles, Calif. The cable, which would also be used for telegraph and long-distance telephone service, will stretch from New York City southward to Atlanta, Ga., and across southern United States to Los Angeles, a distance of 3,287 miles.

The Dallas-Los Angeles link which will cost about \$24,500,000, according to FCC, is the largest single construction project ever cleared by the commission.

Significance of AT&T's coaxial cable plans, which will cover approximately 7,000 route miles, is increased by fact that FCC next Monday (21) will open hearings on the first applications for commercial television broadcast stations since FCC announced its regulations governing video service. Applications from eight operators in the District of Columbia were previously consolidated for one hearing, since Washington has been allocated only four tele outlets.

FCC last Thursday (10) received applications for renewal of commercial television broadcast licenses from General

Chi End as One-Station Town Seen; CBS Equipment by April

CHICAGO, Jan. 12.—Indications that station competition here is steadily coming closer to reality were seen here this week. Up to now WBKB, Balaban & Katz station, has been only station doing any programming. Zenith has its station perking spasmodically but scans only film for experimental purposes.

Most significant move here this week was the announcement that starting next week WBBM, CBS o-and-o station, will start remodeling the 47th and half of the 48th floor of 1 North LaSalle Street, where some of their studios will be located.

The area WBBM has leased for video consists of 2,100 square feet and will house one news studio and space for electronic equipment needed for video transmission. The CBS video transmitter will be located atop 1 North LaSalle.

Chi CBS is planning at first to have only one studio, the one for news shows. According to present plans, most of their video shows will be remote pick-ups of sports and other special events. According to H. Leslie Atlass Jr., who is in charge of video for WBBM, the station

expects cameras, transmitter and other equipment by April. The station has an order for necessary equipment placed with Federal Radio & Television Company. In addition, to play it safe, CBS laboratories in New York are constructing needed equipment. CBS has announced that it plans to start right off with color video here.

Another indication that WBKB can expect competition from another quarter was given by a reliable source at WGN. This spokesman said that *Chi Tribune* station is anxious to get going in video and will start experimental telecasting—undoubtedly, remote pick-ups—when ever manufacturers can deliver equipment.

The possibility of competition does not have the WBKB staff worried. In fact, they welcome it, believing the more stations, the more the public can be sold on video. In fact, in a jesting manner, that nevertheless had an undercurrent of seriousness, Bill Eddy, director of WBKB, once said that he was thinking of putting an ad in trade papers reading "Wanted! Television Competition in Chicago."

TELEVISION REVIEWS

Balaban & Katz

Reviewed Thursday (10), 7:30 to 8:30 p.m. Style—Sports, variety, lecture. Sustaining and commercial on WBKB, Chicago.

Show presented wide variety of entertainment and for most part was well produced. The history of basketball, a singer of pop songs, a dance program by talented pupils from the Senn High School (sponsored by Admiral Radio), and a travel lecture by Julien Bryan, famous travel-lecturer, made for a well-balanced hour of tele-witnessing.

There was a neat little commercial time signal for the Elgin Watch Company at the beginning of the show. An actor (Eric Lord) was sitting in a night club alone, waiting for his date (Angel Casey). He was impatient. Finally she arrived, apologetically. He told her this wouldn't have happened if she had an Elgin watch, etc. All of this was an example of an intelligent video spot commercial.

An interesting development of basketball was narrated by Joe Wilson, local sports announcer. The dissolves, showing kids playing an early version, were effective and entertaining even to those not particularly interested in the game.

Pat Powell, pop singer has good voice capable of further development, but she appeared a bit ill at ease before the video camera. With her looks, plus a little more tele savvy, she could probably make the grade.

The moppets from the high schools provided good entertainment—as much as could be expected from kids. They recapitulated some old vaudevillean entertainers, in a well-produced melange of thesping, terping and chirping. One of the numbers was faded in behind a copy of *The Billboard* logo, thereby giving a real showbiz flavor to the proceedings.

Julien Bryan had a talk with Lucille Carewe in which he gave forthcoming previews of the lectures he will deliver in Chi. Travel expert, who has done weekly video performances (NBC-WNBT) during the past four years, knows how to hold an audience without straining.

Herb Bailey.

Electric Company, Schenectady, N. Y. (WRGB); National Broadcasting Company, Inc., N. Y. (WNBT), and Columbia Broadcasting System, Inc., N. Y. (WCBW). The three companies also filed for renewal of experimental tele licenses along with Zenith Radio Corporation and the Don Lee Broadcasting System.

Hal Tate, Chi newspaperman and radio commentator, recently discharged from the Seabees will be in Hollywood (16) to discuss some flack and radio deals. For performance of his duties as officer in charge of all public info radio broadcasts during the Okinawa invasion, Bruce Dennis, WGN public relations and special features director, was awarded the commendation ribbon by Admiral Nimitz.

impossible to have sufficient close-ups and resultant dramatic impact of changing facial expressions was lost.

Two other highlights on the show were the card manipulations of Mel Cardo, now appearing at Helsing's Vodvil Lounge here and the singing of Barbara Long, featured at Chi's Brown Derby. Cardo's triple Chinese shuffles, palming and other tricks showed up well in video and indicated good magic has a place in tele. Miss Long, full of pep and energy, put plenty of action into her vocal work. She danced around; she made with the gestures and the facial expressions, yet all the time she stayed within camera limits. This made her just the type of vocalist video needs.

The variety revue was staged by Fran Scanlon, who runs the Scanlon dance studios here; his daughter, Peggy, and various students of the school. It consisted of a dance routine by Scanlon and his daughter, an imitation of Jimmy Savo by Scanlon, a couple of dance numbers featuring a line of gals; a vocal duet by a couple of kids, Lynn and Buddy Sullivan, and an imitation of Carmen Miranda by a small girl, Patsy Sroka. All of this was above average. It was especially good in view of the fact that there was no rehearsal before the cameras for this portion of the program. This lack of rehearsal, however, accounted for the mistakes evident in the Scanlon revue: Poor camera work at times, rather corny continuity that didn't fit the work of the acts and an overbalance of sound which made the piano accompaniment too predominant. Special mention for the background of the Scanlon revue should go to Marilyn Rosenberg, who designed and painted it. She painted, on brown wrapping paper, an arrangement in perspective of a diamond design and stone pillars. This was then placed in back of the performers, and because of its perspective arrangement gave the impression that they were working in a room with a diamond-shaped floor design and pillars in the far background.

Cy Wagner.

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CHICAGO 7

REPRESENTED BY JOHN BLAIR & COMPANY

PROM DOUGH IS BACK BIG

1 To 4G Dates Plentiful Now

Ex-servicemen on campus boosting college 1-nighters all over the country

NEW YORK, Jan. 14.—Any of the country's top 50 bands can command from \$1,000 to \$4,000 for a college prom date nowadays. The field is wide open after a wartime drought and bookers are rubbing their hands over the fancy coin offered. Peak take on college bookings will come next fall, after demobilization and the G.I. Bill of Rights have crowded the campuses with music-happy ex-servicemen. The 1946-'47 season is expected to bring bands the richest college revenue in the history of the industry.



Biz Is Booming

Even now, with demobilization not complete and with colleges just getting their civilian breath after years of V-12, V-5, air force cadets and whatnot, the prom business is booming. The beauty of it is that no specific section of the country is in the van—there is a general national upswing on proms.

Bookers are inclined to bow to Camp Shows, Inc., and other orgs which kept servicemen music-conscious during the war. It's felt that G.I.'s who had a taste of name ork personal appearances will be the driving force behind bigger and better, and more college hops. Proof of this theory is already showing up on agency books—in black ink.

Spilling Over of Dough

Perhaps an even greater factor in the eagerness of ex-G.I.'s to spur their college student orgs to buy bands, were the dances run thruout the country by army camps and naval installations. Whenever Special Service funds or officers' club treasuries began to bulge at the seams, the excess moola would be (**PROM DOUGH IS BACK** on page 23)

Petrillo and Miller To Meet

US Expected To Alter Copyright Act and Join Berne Convention

NEW YORK, Jan. 14.—Recognition by Washington politicians that an interchange of cultural relations will aid international amity is expected to result in another attempt to make the United States a signatory to the Berne Convention. This time, however, the move is likely to be successful, according to observers who have been watching the copyright situation for years. Arthur Garmaize, copyright attorney, says U. S. membership in the convention is indicated, and will likely be brought about by a revision of the Copyright Act of 1909. Moves for such legislation are considered probable as soon as more pressing peace problems are settled. The Copyright Act, as it is now written, says Garmaize, is not geared for America's entry into the convention.

Berne Convention's chief attraction to U. S. copyright proprietors is the fact that membership guarantees automatic protection in foreign countries which are also signatory. Under present conditions, protection of American copyrights in foreign countries which are signatory to the convention hinges upon "simultaneous publication." Membership in the Berne Convention will do away with the necessity for this formality and will lessen the aspirin taken by authors and composers. Ravel's *Pavane*, for example, is not protected in certain countries because Ravel neglected to go thru the formalities of simultaneous publication.

Short-Wave Attitude Cited

Music pubs and copyright experts predicting U. S. membership in the convention believe the State Department's feeling with regard to short-wave broadcasting is a very good indication of what's in store. Everybody believes the federal government is in short wave to stay and will never completely turn over the medium to private licensees. Getting

over the American story to foreign listeners—or propaganda in the best sense of the word—has become too important an item in international relations. Interchange of musical cultures, which can be furthered by the Berne Convention, is all part of the same picture.

Some 40 countries are now signatory to the Berne Convention, including England, France, Germany, Italy, Austria, Japan, the Netherlands, Spain, Switzerland, Sweden, Finland, Canada and Brazil are the only two signatory members in the Western Hemisphere.

The United States and Soviet Union are the outstanding non-members.

Dreyfus Heads Goldwyn Music

NEW YORK, Jan. 12.—Formation of Samuel Goldwyn Music Publishing Corporation, in association with Chappell & Company, Inc., was announced this week.

New pub house, which will publish music of Sam Goldwyn productions and that of other independent film producers, is headed by Max Dreyfus, chief exec of the Chappell publishing enterprises. James A. Mulvey, president of Samuel Goldwyn Productions, Inc., is vice-president of the music firm. Larry Spior, general professional manager for Chappell, expands his duties to cover the new company.

First tunes to be published by the Goldwyn outfit will be *Hey, What's Your Name?* and *You're the Cause of It All*, by Jule Styne and Sammy Cahn, from the forthcoming Goldwyn musical, *The Kid From Brooklyn*.

Congress Froths Without Waiting

Broadcasters still not talking to Congressmen and Capitol Hill wonders why

WASHINGTON, Jan. 14.—Congress, without waiting for outcome of scheduled Chicago meeting next Friday (18) between James C. Petrillo and President Justin L. Miller, of National Association of Broadcasters, is bursting into full fling on new drive for anti-Petrillo legislation, spurred this time by Senator James O. Eastland (D., Miss.), who is sponsoring a brand new consolidated bill.

Eastland, chairman of a sub-group of the Senate Judiciary Committee, disclosed to *The Billboard* the highlights of the new drive as he whipped his new bill into shape for introduction incidental to a fiery speech on the Senate floor. With lawmakers irked over the absence of expressions of broadcast industry opinion on the anti-Petrillo legislation, Eastland's committee reportedly was ready to push the new Eastland Bill to Senate action no matter what the outcome may be from the Petrillo-Miller meeting.

Eastland's bill incorporates the key points of all existing anti-Petrillo legislation and includes a new provision aimed against Petrillo's recent edict ban- (**SEE PETRILLO AND MILLER**, page 30)

Donahue Switch Back to Sweet With 4 Fiddles

SOUTHGATE, Calif., Jan. 12.—Al Donahue, who changed his band style from society music to swing when he pulled out of the Rainbow Room, New York, several years ago, will revert to a sweet-styled band when he opens at the Trianon Ballroom here February 12. Donahue will pick up his fiddle again and add four more to his new group.

A new library is being arranged to fit the changed instrumentation. According to Frank Walsh, band's manager, Music Corporation of America has been after Donahue to make the change a long time, since it feels the trend is towards sweet music and claims it can do a big job on Donahue with his type band.

Jan Garber, currently at the Trianon, is another maestro who recently reverted to a sugary band after experimenting with a solid group for some time. He's also handled by MCA. Meanwhile, Donahue has been waxing for one of the newer diskeries, University Records. Donahue has made the West Coast his stamping grounds for the past several years, but expects to head East for hotel engagements this summer.

Flu Muddlin'

NEW YORK, Jan. 14.—It happened last week and he got a \$658.22 doctors' bill to prove it, after watching every other ork leader around town going dizzy trying to replace sideman hit by the flu. Lucky Millinder headed the old maxim: "A drummerman on the stand is worth two in bed." He paraded his entire ork to the doc for a bug injection. Result: Three men went to bed last week with the flu.

Control Production the Answer

Indies Die—Unless Hedge

Few 1929 waxers still in biz—oldtimers claim it's over-pressing that licked 'em

CHICAGO, Jan. 14.—Many are called, but how many will reach the pearly gates? That's the way some of the smartest observers of the record business here comment about the influx of new record companies that are now springing up on the music biz horizon. And the pearly gates that they're talking about is the entrance to that old heaven of financial well being and longevity against competition. The contention here by the boys in the know is that plenty of the new diskers that are springing up like relatives at a rich man's will reading are going to fade when the platter biz settles down to normal and the big companies begin to give the kind of competition they can, unhampered by the wraps of wartime production restrictions.

Who Surveyed?

The way these industry leaders reason goes like this: Back in the good old days

Loss Horizon

NEW YORK, Jan. 14.—Sadly discussing the predicament of a band leader who has struggled vainly to crash the big money and is still where he was when he started, a song plugger said the other day, "The guy's losses have losses, and his red ink has red ink. He's so far in the hole that you get an echo when you talk to him."

—1929-1935—there were plenty of companies putting pressings on the market. But none—or at least few of these—survived. They went by the board and the big two of Victor and Columbia merited only one addition to their ranks, Decca.

The way these same boys reason, their contention is that the majority are going to fail, only the few, the smart ones will remain because the present crop of record companies springing up in a field in which they have not to date been experienced, won't look back on history and take a few lessons to heart.

Here is the lesson as expressed by the keen boys, the experienced boys here: Take, for example, the theory of E. J. (Al) Sperry, director of the radio division of the W. E. Long Company. Sperry was in the waxing business for years during (**See CONTROL PRODUCTION**, page 22)

Cosmo Pacts Tony Pastor For One Year

Deal Like McIntyre's

NEW YORK, Jan. 12.—Following announcement last week that it had signed Hal McIntyre and his ork to a year's contract, Cosmopolitan Records came thru this week with a dotted-line deal on another ex-Victor band in the name category. A 12-month paper was inked with Tony Pastor yesterday.

Terms are much the same as the McIntyre arrangement in that Pastor is guaranteed 24 sides during the 12 months, with a total production of a minimum million disks for the year. Royalty is 5 per cent with no advance. Pastor is recording tomorrow and, unless unforeseen snags pop up, Cosmo prexy, Harry Bank, promises to have the first Pastor platters off the presses by Monday (21). McIntyre is also recording tomorrow or Monday (14).

Both deals were set by Bank, with as- (**See COSMO INKS PASTOR**, page 21)

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Name Orks Now Seeing Red In Rhythm---They're Giving It the Russian Act---But Big

There's Plenty Cash in "Katusha"

NEW YORK, Jan. 12.—Name orks here are now and have for some little time been giving Russian music some nice plugging. Always on the lookout for that "something startling and different," Benny Goodman, Woody Herman and Gene Krupa and others have been seeking it in Soviet rhythm.

One of the first to utilize U.S.S.R. ditties in the pop field was Goodman, who had special arrangements of a ruskus tune entitled *Katusha*. *Katusha* (it's a gal's name) sold 5,000,000 copies of sheet music in Russia during the war and became so popular there that the Reds named one of their big guns after it. Goodman has been featuring the Sov ditty on and off ever since. The King Cole Trio also latched on *Katusha* with a Capitol waxing of the tune.

It was Goodman, too, who thru his own Regent music pubbery put on the market a pop version of Prokofieff's *Peter and the Wolf*. Another top Russ writer, Stravinsky, has written a piece called *Ebony Concerto* especially for Woody Herman, for the Herd leader's concert skedded for Carnegie Hall this spring.

Gene Krupa has had all his music contacts looking for a rhythmic Russian ditty which he may be able to disk for Columbia and turn into an exclusive Krupa smash hit. He has listened to a number of such tunes and the one he likes most right at the moment is

Stalin's own favorite, *Suliko* (also a gal's name). Not a little of the interest in the Soviet's output is attributed by the trade to Lou Levy's Leeds Music, which since its AM-Russ deal with the Russian Government, has been doing one of the industry's better plugging jobs on a fundamentally tough proposition.

Chi Contractors Shift and Hustle After Air Spots

CHICAGO, Jan. 12.—Plenty of shuffling here among music contact men has been noticed the past two weeks, with firms getting set for the new year and assuring themselves of the best coverage possible with the Peatman Survey and forcing pluggers to be on the job early and long to get the air spots for their tunes.

Bert Braun, long associated with Leeds Music here, joined Melrose Music, with Don Genson, who worked as vocalist with Lou Breese and Henry Busse's orks under the name of Don Houston, replacing him. Fete Kamcran left Bourne to take a short vacation in California, and Sylvan Spiro followed him into the Bourne office here. Paul Flynn, who's been with several firms in the past year, inked with Hudson Music, while Armand Klein, ex-Gotham drummer, took over the reins for Williamson. Bill Powderly, just out of khaki, joined Charles K. Harris.

Recent departures from the pluggers' ranks are Hughie Keough, who was out when Stanwood closed its operation, and Jack Braun, who was handling Leeds songs out of Cincinnati.

MCA Gets Behind Ex-Gob Anthony And His Service Ork

CHICAGO, Jan. 12.—MCA is putting a big boost behind its newest ork, Ray Anthony, vet sideman and for the past two years leader of a navy ork which became prominent thru tours and air shows in the Pacific and S. Pacific theaters. Agency looks for bright things from the newcomer because he is to front a band which will use a number of arrangements which his service ork used, and the majority of the sidemen are musklers who were associated with the band during their stays in the navy. Fred Benson, who'll act in dual capacity of road manager and personal manager, was managing the ork during its two-year tour under navy orders. Band is doing only one week rehearsal in Cleveland, starting January 24, because sidemen are experienced in playing the book.

Ork has pretentious proportions, spotting 11 brass, including five trumpets, four trombones and a pair of French horns; five saxes, three rhythm and a pair of singers. Girl singer is Dee Keating, formerly with Al Donahue. Lad is Glenn Sterling, who sang with the Anthony navy ork and recently won *The Cleveland Press's* singer contest, judged by Frank Sinatra.

Ork is tentatively set to open at the Chase Hotel, St. Louis, early in February.

'Open-Your-Books' Day at SPA Delayed For 8-10 Months

NEW YORK, Jan. 14.—Songwriters' Protective Association's "open your book" campaign which was skedded to cause the heaviest amount of pub page turning in history of biz is off—"at least for the next 8-10 months," an SPA spokesman said last week. Drive, which was supposed to get rolling immediately after the first of the year and which was slated to have every pub with an SPA tie-up reveal coin facts and figures to a team of association-sponsored trouble-shooting accountants, was halted when the cost of the test case conducted against Southern Music was re-examined and found to be too stiff. Original declish had SPA satisfied with the dough needed to look-see all pubs' books on the basis of the Southern page turning.

According to the association spokesman, SPA members rather than its treasury would have to bear the burden of additional taxation. That, he said, would necessitate a general get-together.

"Open your books" pitch originally started when some of the association's tunesmiths yelped that pubs were pulling fast ones on lyric mag deals and "small" royalty holdovers. Trade has little to say on subject. Wonders, tho, if SPA's sudden flat tire was caused only by coin worry. Suggests that coming contract talk (pub-SPA contract terminates this year) helped keep pub books closed at least for the next 8-10 months.

More BG Shifts; Opens Para 27th

HOLLYWOOD, Jan. 12.—Mel Powell, ace pianist, has joined the Benny Goodman ork, replacing Charlie Quenner, thus marking another change in BG's personnel set-up. Other sidemen now with it are trumpet men Brody Shroff and Bernie Privin; saxophonist Peanuts Hucko, and skin-beater Charley Perry. Last named replaced Morey Feld. Privin was with the Goodman outfit before entering the armed services.

Just before Goodman's recent Terrace Room engagement in Newark, N. J., other changes in the band's structure had taken place, with Dick Lefave and Kai Windig, tram men; Conrad Gozzo and Johnny Best, trumpeters, and Barney (Stretch) Spieler, on bass, joining.

Old-timers still with outfit are Chauncey Welsh on trombone, Gerald Sanfilino Bill Shine and Danny Bank in the sax section, and Mike Bryan on guitar.

Goodman is currently playing on the West Coast with his Meadowbrook Gardens, Culver City, booking extended to a fifth week-end, ending February 3. On February 8 ork opens Mission Beach Ballroom, San Diego, for three days, and then one-nights it until the 18th. Band is due back in New York on the 27th to open at the Paramount.

'Billy' Tune Spiral Continues Upward, Sheet Sales Show

NEW YORK, Jan. 12.—Fantastic boom of mountain music which started several years ago, trade leaders feel, is getting bigger, and they point to recent sheet sales and deals in the folk field to bear out their contention.

Buddy Morris, for instance, paid Al Green, of National Music (affiliated with National Records) an advance of \$10,000 and a guarantee of 8 cents per copy for rights to *Stout City Sue*, penned by Dick Thomas, National disk star. Before Morris sewed up this deal many other established pop pubs were dickering for the ditty.

Leeds's *Along the Navajo Trail*, featured in a Roy Rogers pic, has sold 600,000 copies and is still selling about 3,000 a week.

Broadway pubbers have no corner on the hot folk market. Coast outfit, Hill & Range Songs, Inc., headed by a brother of Gene Abernethy, of Chappel here, has done better than okay. Its *Stars and Stripes on Two Jims* has sold 300,000 copies and they are still moving off the shelves. Firm's newer *White Cross on Oklawaha* is hitting close to the quarter million mark.

Leeds's *Silver Dew on the Blue Grass*, sold 2,300 copies yesterday, and has been hitting a steady 7,000 a week clip for some time.

Welk Forsakes Chi For Stay on Coast

HOLLYWOOD, Jan. 12.—Lawrence Welk is forsaking a return trip to his stamping grounds in Chicago, the Aragon and Trilanon ballrooms, for an extended stay on the Coast when he takes his band into the Aragon Ballroom, Ocean Park, Calif., immediately following his closing at St. Francis Hotel, San Francisco.

Welk replaces Ray Herbeck at the Aragon and is set for at least a six-week run. Music Corporation of America set the booking. Date will be Welk's first Southern California engagement.

Shaw May Compete With Self Unless Firms Watch Releases

HOLLYWOOD, Jan. 12.—Artie Shaw will be competing with himself on disks this coming year unless Musicraft, indie with which he signed last week, and Victor watch each other's release skeds closely. Before Shaw left Victor he had about 25 unreleased sides which Victor was committed to turn out for him.

Shaw has just closed a deal with the Camden diskery under which it is obligated to release these sides within the next two years in quantities "based on current production on comparable releases." Records are mostly standards and Shaw originals. As far as known, this arrangement has no effect on his new Musicraft agreement.

TITO GUIZAR

Singer-Guitarist to the Americans

THE plaudits of audiences both north and south of the border are an old thing to Tito Guizar—he's been a h.-o. builder from way back. A child prodigy slated to be a medic, the singer switched to music when his uncle sent him to Italy to study with the famous bary, Pasquale Amato.

Returning to Mexico, Guizar in 1929 got a break in a Spanish version of *Naughty Marietta* and *The Student Prince*. The terrific response of the Mexican audiences encouraged him to seek new worlds to conquer.

Unable to speak a word of English, Guizar was soon singing in Manhattan night spots, but it remained for Tex Guinan to put him across. She gave him a featured spot in her club and from there he was booked into the Stork Club. He went on to light opera, concerts, radio and pic fame.

Currently MCA has booked the singer and his own ensemble for a cross-country concert tour of key cities. Instead of sighing over his Victor disks and flickers, the Guizar fans are going to get a chance to swoon over him in person.

Moanin' Low!

PHILADELPHIA, Jan. 12.—Danny Blacucci, saxman with the Warwick Hotel band here, proved that a music-maker can save money if he knows how to play the right tune.

Dunny was accosted by a hold-up man the other eve and played *Sleep, Baby, Sleep* on the head of the thug with his saxophone and case. He saved himself \$100.

The thief went down, but disappeared when Blacucci ran back to the hotel to call police.

Cedar Rapids New Terp Spot To Cost Over \$175,000

CHICAGO, Jan. 12.—Definite plans for the erection of a second ballroom in Cedar Rapids, Ia., by C. H. Wenkstren, of the Danceland Ballroom, Cedar Rapids, and Joe Malec, of Peony Park, Omaha (*The Billboard*, January 5), were disclosed this week by its co-owners. Present plans call for a 3,500 capacity dancery. Booths for approximately 2,000 are being planned. Tentative blueprints call for an outlay of anywhere between \$175,000 and \$200,000. Definite policy cannot be announced. Wenkstren said, until ballroom has been in operation for some time and amount of biz can be determined. The new dancery, without a name, will probably be open early in the fall.

Wenkstren said that he feels Cedar Rapids' dancers will warrant keeping both his Danceland Ballroom and the new terperly in operation. The new dancery, Wenkstren said, may be used for auditorium purposes as well.

Archer Plans 150G Cedar Rapids Spot

CEDAR RAPIDS, Ia., Jan. 12.—Plans for construction of a new ballroom here by the Archer Ballroom Company, Des Moines, were disclosed when the local planning commission approved rezoning of a residential district.

Tom Archer, president, reported that he intended to erect a \$150,000 dance spot on a 15-acre tract in the residential district. Archer now operates seven ballrooms in Des Moines, Omaha; Sioux City Ia.; Sioux Falls, S. D., and St. Joseph, Mo.

Disclosure that Archer intends to build in Cedar Rapids came after reports (*The Billboard*, January 12) that C. H. Wenkstren, operator of Cedar Rapids Danceland, and Joe Malec, op of Peony Park, Omaha, were planning to pool resources in the new terperly venture. Malec had also indicated that he planned to enlarge his Peony Park Ballroom from 1,400 to 3,500 capacity in order to compete with downtown Omaha ballrooms which Archer also operates.

Jess Stacy Gets That Old Feeling

NEW YORK, Jan. 12.—Jess Stacy, reported from Chi last week to have busted up his band and given up all ideas of fronting another for some time at least, this week was telling intimates here that he definitely will put together a new group in the near future. The pianist has the band library, but big job would be to collect an adequate number of good sidemen, as many Stacyers have already joined other outfits.

Stacy is going home to Missouri for a three-week rest. When he comes back he intends to get the new outfit together. The General Artists' Corporation (formerly General Amusement Corporation) handled the ork Stacy formed about six months ago, it is not definite that it will book the new band . . . when and if.

ASCAP To Hear Leeds January 28

NEW YORK, Jan. 12.—Leeds Music Corporation's hearing before the ASCAP Appeals Board comes up January 28.

Pub is appealing recently awarded upped rating which gave firm, for all its enterprises, 750 points instead of the 500 it formerly rated.

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Music—As Written

NEW YORK:

New Alvino Rey band now on tour of one-nighters around California, Oregon and Washington. Jack Egan is back as manager of the outfit. . . . Andre Kostelanetz is planning to do *Tubby the Tuba* with Victor Jory on Kostelanetz's air show in the near future. Jory did narration on original Cosmo record album of the kiddie epic.

Press Agents Please Note: Eddie Card, SP(A)2/C, manager of the P. O. Club at the U. S. Naval Hospital, Dublin, Ga., is looking for pictures of bands, band leaders or singers with which to decorate the walls of the hospital's new clubroom, called "The Little Jazz Room."

Chamber music recordings, according to Jim Murray, RCA-Victor prexy, are making a hot comeback. Typical, according to Murray, are the chamber music albums of the Archduke Trio which sold 30 times more during two months recently than they ever sold in a full year previous to the war. . . . Gangbusters' Department: Count Basic, Billie Eckstine, Jimmie Lunceford and Buddy Johnson have been made special deputy sheriffs on the staff of William Dewey, of Passaic County, New Jersey.

Frankie Masters and ork just waxed a batch of sides for Vogue, Detroit diskery. Masters's outfit, now at Downtown Theater, Detroit, opens at the Boulevard Room of the Hotel Stevens, Chi., for three months, beginning February 26. Masters now has two Ed Krupas with the outfit. Edwin, tenor sax, just out of the army, has joined. His brother, Edward, on trumpet latched on a while ago.

CHICAGO:

Benny Carter, recently inked to a Do Luxe recording pact, has spent the last week in Gotham cutting sides for his new boss, accompanied by a crew of all-star sidemen. . . . King Cole Trio reportedly set for a regular show spot. . . . Henry Brandon, local fronter, opened at the Edgewater Beach Hotel, Chi., January 11. Instead of January 23, as previously announced, so that Orrin Tucker's ork could get a day's start to New York, where the crew begins cutting sides for Musicraft January 25. . . . Tony Martin set to open at the Chez Paree, early in February at a reported \$5,000 weekly. . . . Carmen Cavallaro plays two dates at the Karzas-owned ballrooms, the Trianon and the Aragon, Chicago, the week-end of January 25.

Ronnie Deauville has replaced Skip Nelson as slugger with Glen Gray's ork. . . . Hal Munro's ork being featured in

the Park Row Room at the Stevens Hotel. . . . Frances Faye, currently at the Chez Paree, has inked a Decca recording pact. . . . Jimmy Dorsey goes into College Inn of the Sherman Hotel, March 23 for four weeks. . . . ABC airs a half hour of the Duke Ellington concert from the Civic Opera House, January 29. . . . Ed Parnell, who sang under the name, Parnell Grina, with Lawrence Welk for years, is new in the music and act department of the Len Fisher Agency, Chi. . . . Lillian Lane replaces Ruth McCullough, who's retiring to become a mother, as chirper with the Tony Pastor ork.

Frankie Carle goes into the Palladium, Los Angeles, June 11, for six weeks. . . . Randy Brooks set for the RKO theater, Boston, January 24; and the Adams, Newark, N. J., February 17, before taking his ork to the Hotel Pennsylvania, New York, February 25 for an indefinite stay. . . . Bob Weems, Chi GAC chief, spending two weeks in New Orleans. . . . Dinah Washington, ex-Hampton blues singer, inked by Universal Attractions, the Bart-Lenetska combine, and is also readying to make sides for Mercury Records. . . . Cosmo Records reportedly got a shot in the arm several weeks ago when a major booking agency took a big financial interest in the firm.

HOLLYWOOD:

There's talk of a new big ballroom opening in downtown Los Angeles and if plans go thru Barney McDevitt, well-known publicist for bunds on the Coast, will go in as manager. McDevitt, who has been on Larry Finley's pay roll for almost a year at the Trianon and Mission Beach ballrooms in San Diego, would handle the dancery for a group of gents known to be banking a series of small clubs around town. Polley would call for name bands.

King Cole Trio goes back into the Trocadero for another stretch in early February. . . . Peggy Lee's newest tune, "I Don't Know Enough About You" skedded for recordings by Benny Goodman, Jimmy Dorsey and Peggy herself.

Atomic Records, headed by Lyle Griffin, the band leader, cut batch of jump sides by Ray Limm's ork and Dodo Marmarosa Trio at Radio Recorders. Linn's group is being managed by Sonny Burke, the arranger, and GAC is looking for the right location for the eight-piece unit Linn fronts. George Von Physter, the jazz illustrator, is designing Atomic's labels and albums. . . . Norman Granz is readying another super jazz concert at the Philharmonic here in connection with *Down Beat* magazine awards. Gene Krupa Trio, Dizzy Gillespie, Charlie Parker, Willie Smith, Mel Powell among those jamming.

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26G Monthly Nut for Miller 36-Piece Ork

Band To Dodge Road Tours

NEW YORK, Jan. 14.—Return of Glenn Miller ork to civilian show business is creating extreme interest in the trade. Outfit comes back as a 36-piece ork with a monthly salary nut of \$26,000—a figure vastly above the salary nut of the usual 14 or 16-piece name band. Fact that the band has such a large operating expense calls for different managerial tactics. Chief departure from the norm is the decision to play down road tours and emphasize theater dates, recordings, radio commercials and films. Usual name band gets most of its income from the road, but in the case of the Miller outfit it is felt that dance promoters would be unable to take in enough at the gate to cover the nut.

Don Haynes, handling the ork, has accordingly set a series of theater dates for the next four months. The ex-G.I.'s play the Metropolitan Theater, Providence, January 17-20; Plymouth Theater, Worcester, January 21-23, and on the 24th come into the Capitol, New York.

NEW YORK, Jan. 14.—Don Haynes, who managed the Glenn Miller band before joining the air forces, was executive officer for Miller in the AAF. He paid the boys off with Uncle Sam's dough—and it amounted to \$3,000 a month for the entire crew. Each man saluted Captain Haynes smartly when he got his abbreviated salary. Haynes now pays off \$26,000 a month—and gets no salutes.

Capitol deal is for five weeks with options. Following this, the band will play the Adams Theater, Newark, for one week; RKO, Boston, one week; Palace, Cleveland, one week; Michigan Theater, Detroit, one week; Chicago Theater, Chicago, three weeks, and one week each at the Earle, Philadelphia, and Capitol, Washington.

Guest Airshots

Saturday (12) the band, fronted by Tex Beneke, appeared on NBC's *Teen-Timers' Club*—this shot was followed with appearances on the RCA-Victor program Sunday (13) and they do the *Supper Club* Tuesday (15). These one-shots are all preliminary, and sponsors are already angling for the outfit. Beneke, incidentally, late this week was reported joining the American Federation of Radio Artists—in order to oblate the kind of difficulty maestro Tony Pastor recently found himself in when he attempted to appear on *Teen-Timers* in a role involving talking in addition to his duties as a musician (*The Billboard*, January 12).

Miller ork will disk for Victor, waxery which did sensationally well on Miller's pre-war recordings. The late maestro's *Chattanooga Choo Choo*, for example, sold 1,500,000 disks. Pre-war films, too, including *Sun Valley Serenade* and *Orchestra Wives*—both produced by 20th-Fox—made box-office records for films featuring a band leader.

Foreign Sales Good

In addition to domestic market, foreign markets for ork's recordings and perhaps films are very attractive in view of the band's playing 11 countries in the European theater of operations. For more than a year and one half the outfit did 18 broadcasts weekly and as many as 12 and 14 personal appearances weekly. Result being that the band is known in Ireland, England, Scotland, France, Germany, Belgium, Holland, Czechoslovakia, Austria, Italy and Switzerland. How good this foreign market will be is likely to depend upon whether or not the American Federation of Musicians decides to regulate the traffic in foreign master records.

Late maestro's wife, Mrs. Glenn Miller, has turned over to Beneke the Miller library of arrangements, and Beneke, Miller's top sax man in pre-war days, will get equal billing with the Miller name. Blurbs will read: The Glenn Miller (See 26G MONTHLY NUT on page 5)

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Cosmo Inks Pastor To One-Year Pact

(Continued from page 14)

sists from new Cosmo artists and rep head, Herb Hendler, who is fast cashing in on his Victor artists' rep experience. Individual gabfests are being held by Hendler with old Cosmo artists, including Joan Edwards, Henry Busse, Jerry Wayne, Barry Wood, Buddy Moreno, Eric Madrignera and Del Courtney to determine whether or not they will do any further waxing for the company.

With 2,800,000 disks of the Cosmo production pie for the coming year already committed to McIntyre (he gets 1,800,000 disks) and Pastor, trade doesn't feel there is too strong a possibility that any appreciable number of the artists who started with the company will be retained.

Deals will probably be worked out for a limited number of sides with those attractions which have had the heftiest sales and for whose pancakes the demand has been greatest. Most pacts with the aforementioned music-makers were signed in May and June of 1945, were for six months, and thus have or will soon run out. A few definite commitments still remain such as that with Susan Reed, who is to do an album for the firm.

Of significance in the latest Cosmo deals is the fact that production problems which are still plaguing most of the major as well as the minor waxeries promise to keep the talent pot boiling. Majors with comparatively large stables of orks and singers find it difficult to keep all or even the greater portion of their names happy. Natural result is that when an indie comes along with a substantial production guarantee, many a name and near-name is likely to go for it.

It is known that indies such as Vogue in Detroit, ARA on the Coast and at least a dozen others are out waving flamboyant deals in the faces of unhappy major waxery orks and their managers.

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Control Production Answer; Indies Die Unless They Hedge

(Continued from page 14)

the so-called childhood days of the industry—1929 thru 1935. During this time he made masters for many of the pressing companies, and in so doing obtained a good insight into their workings. With this experience he is able to picture the past and evaluate it in terms of the present.

Sperry Gives 'Em a Year

Sperry's contention, and it is also the contention of many industry leaders who won't be quoted, as he will be, is that a year from now many of the present record companies will be out of business.

Those who agree with Sperry hark back to those "good old days" again. They will recall how many companies were in the record business at that time. They will tab American, Brunswick, Sonora, Gennett, Starr, Mel-O-Tone, Vocalion, Pathe, Challenger, Regal, Banner, Dart, and, in the import field, Frances, Ostler, Odeon, British Decca and Telefunken, practically all of whom have now passed out of the picture.

Production Control, the Key?

Their theory is that most of these companies failed because they didn't know how to control production. They put it this way: The companies overproduced. Simply that. The companies would have a hit on one record. Fine, they would say, we'll now double our output on the next record and really cash in. But the next release would not, in most cases, be a hit, and the distributor and dealers would be caught with thousands on their shelves. Finally the investment of records on distributors' shelves would have the boys licked and they would have to fold up.

In those days, and the temptation is present today, according to the aforementioned experts, companies used to reason: If we can produce so many thousands of records at "X" cents per pressing, as our production increases, cost of production per record will decrease. So, therefore, let's throw out the

maximum. What was forgotten in the past and what some companies may forget now and in the future is that even if you produce at a lower cost per item, if you don't sell the increased volume, you are stuck with records on shelves and a loss that might put you on the rocks.

Big Three Nix Worry

It is a known fact that some of the excess of Victor, Columbia and Decca don't worry too much about some of the new competition springing up today. The reason: Let the boys blow their tops. Let them overproduce. We have our distributors so set up that they will take a guaranteed delivery. We'll give them what they can take. We'll make dough. And those who are overproducing will take the risks. They will be left with unsold records while we continue to sell what we can produce.

Of major significance in this entire picture is the fact that the major companies haven't been able to produce sufficient volume to supply the heavy record market of today and thus the new companies have found sales avenues which make them overconfident about tomorrow.

The major companies know that most of their production facilities to date have been taken up by the Armed Forces Radio Service and OWI and now the State Department for making releases for government use. One major company revealed off the record this week that as of June 15 they will be back to the point where they can produce for the civilian market as they wish. With this green light from the government they will be able to give the new companies a fight for their money. They will have the production, plenty of stars the distribution the new boys don't have. And then things will really get tough. Then the real competition will start. And the new boys who have learned how to plan their production on a smart basis, not too optimistic, even in view of the new demand for records, will win out.

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Prom Dough Is Back Big; 1 to 4G Dates Plentiful Now

(Continued from page 14)

siphoned off in a name ork dance splurge. Ex-second looys now on the campus are credited with talking up more buying of bands, remembering the days when they'd buy a band at the drop of a hat.

And a drop of the hat it was. One example: Last spring Stan Kenton played 24 Southern one-niters in one month, and 23 of them were army camp dances. Money for those officers' dances was usually pretty good, but bookers know they can easily surpass that, once the colleges get going on all cylinders.

Southern Schools Hot

Some of the nicest deals these days are being handed out by Southern schools, where the two-day booking is not unusual, and \$5,000 is not hard to get or take. Johnny Long is getting 5G for February 8 and 9 at Duke University, and Charlie Spivak will collect the same figure for February 1 and 2 at the University of North Carolina. Tommy Dorsey rates no less than \$4,000 for one

night at any respectable college, having picked up same at Syracuse University November 30, and being forced to turn the sum down since, because of other commitments, Cornell University has been going around with \$2,500 on its hands trying to buy a band for a prom and so far hasn't made connections with what it wants.

Come May and June, every one of the country's top orks will be playing plenty proms for heavy cash. Come next fall they'll be getting heavier cash, probably, because there won't be enough orks to fill the bill. Hence the gleam in bookers' eyes.

Movement Underway to Make Arnaz Latin-American Tops

HOLLYWOOD, Jan. 12.—Dest Arnaz, former moon pie Latin American band leader, has incorporated himself, it became known this week following his recent discharge from the armed forces.

Arnaz, who invaded the Hollywood field after a period as a Manhattan band leader, has formed a corporation around himself in which the officers are: Arnaz, president; Jack Melvin, Hollywood flack, vice-president, and an unnamed backer, secretary-treasurer.

This corporation recently negotiated for Arnaz to bring a band into Cro's, Strip nitery, January 4 and then utilized GAC to clear the booking formalities.

It is understood that plenty of weight is being used by both GAC and the corporation to push Arnaz's band into the spot Xavier Cugat holds in the Latin American field. Step in this direction was recent inking of contract to have Arnaz record for Victory.

BRIDGEPORT, Conn., Jan. 12.—God-dard Lieberman was made vice-president in charge of the Masterworks Division of Columbia Recording Corporation this week. Lieberman has been associated with the division since 1930 and was divisional director the past two years.

Romberg Gesture

MINNEAPOLIS, Jan. 12.—Not content with giving his services gratis as baton wailer for the Minneapolis Symphony Ork benefit concert for the ork's pension fund, Sigmund Romberg, guest conductor, bought 150 of the best seats in the house—at \$3.00 each—for servicemen who were his guests. Romberg had turned down the usual conductor's fee when Dimitri Mitropoulos, ork batoneer, asked him to appear for pension concert. So, in addition to playing a cuffo, Romberg paid out \$450 for the 150 seats.

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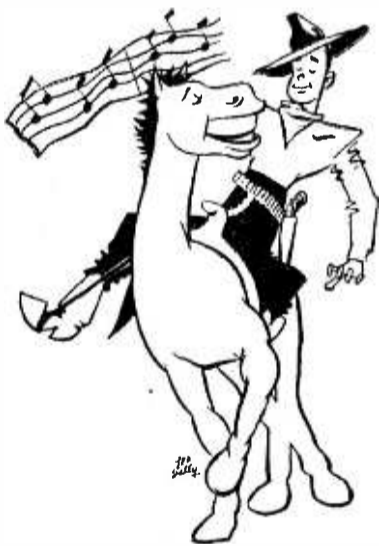
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NATIONAL DISC SALES, Inc.
 1841 Broadway New York 23, N. Y.
MID-WEST MUSIC CO.
 1002 So. Michigan Ave. Chicago, Ill.



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. CHICKERY CHICK
5. IT'S BEEN A LONG, LONG TIME
6. IT MIGHT AS WELL BE SPRING
7. WAITIN' FOR THE TRAIN TO COME IN
8. SOME SUNDAY MORNING
9. DOCTOR, LAWYER, INDIAN CHIEF
10. AREN'T YOU GLAD YOU'RE YOU
11. I'M ALWAYS CHASING RAINBOWS
12. DIG YOU LATER (A HUBBA-HUBBA-HUBBA)
13. IN THE MIDDLE OF MAY
14. THAT'S FOR ME
15. JUST A LITTLE FOND AFFECTION

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.

ENGLAND'S TOP TWENTY

Weeks to date	POSITION	SONG	ENGLISH		AMERICAN
			LAST Week	THIS Week	
4	3	1. IT'S BEEN A LONG, LONG TIME			
2	5	2. CRUISING DOWN THE RIVER	Bradbury Wood	Morris	
13	1	3. I'M IN LOVE WITH TWO SWEETHEARTS	Cinphonix	*	
11	2	4. UNDER THE WILLOW TREE	Irwin Dash	Music Makers	
11	6	5. I HOPE TO DIE IF I TOLD A LIE	Mac Melodies	*	
13	8	6. THE GYPSY	Campbell Connelly	Advanced	
13	4	7. BELL-BOTTOM TROUSERS	Peter Maurice	*	
5	9	8. I'LL CLOSE MY EYES	Campbell Connelly	Santly-Joy	
13	7	9. THERE! I'VE SAID IT AGAIN	World Wide	*	
5	17	10. OUT OF THE NIGHT	Campbell Connelly	Valiant	
2	12	11. IT'S A GRAND NIGHT FOR SINGING	Southern	*	
11	14	12. SYMPHONY	Chappell	Music, Inc.	Williamson
1	—	13. TWO CAN DREAM AS CHEAPLY AS ONE	Chappell	Chappell	
5	16	14. NO CAN DO	Campbell Connelly	*	
7	13	15. LET'S KEEP IT THAT WAY	Francis Day	Robbins	
1	—	16. THE MOMENT I SAW YOU	Noel Gay	*	
10	11	17. CAROLINA	Peter Maurice	*	
1	—	18. ROSE OF SANTA LUCIA	Irwin Dash	*	
4	18	19. SOON IT WILL BE SUN-DAY	Feldman	*	
1	—	20. DID YOU EVER GET THAT FEELING IN THE MOONLIGHT?	Lawrence Wright	*	
			Francis Day	Paul-Pioneer	

*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 (Wiltmark).** In Warner Bros.' "Stratona 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** (Bragman-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 "Bate 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 80)

JB 502—Still a Colossal Collector of Coins!

VOO-IT and CRYIN' VOO-IT and BLUES

NOVELTY BOOGIE--VOCAL--LOW-DOWN BLUES
 BY THE BLUES WOMAN
 ORCHESTRAL ACCOMPANIMENT

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ROY MILTON and his SOLID SENDERS

THE YEAR-LONG SENSATION OF HOLLYWOOD'S SUZY-Q NITE CLUB
 "ROY MILTON AND HIS SOLID SENDERS" are terrific! They are in "Soundies." Roy Milton has worked in several outstanding motion pictures, and the band is a smash success in the heart of Hollywood, where they have been for over a year at the Suzy Q Nite Club.

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A good boogie with a jump blues vocal by ROY MILTON | JB 504 | R. M. BLUES
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Music Popularity Chart

Week Ending Jan. 11, 1946

RADIO

SONGS WITH GREATEST RADIO AUDIENCES

(Beginning Friday, January 4, 8 a.m., and ending Friday, January 11)

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
6	Aren't You Glad You're You? (F) (R)	Burke-Van Heusen	ASCAP
4	As Long As I Live (F) (R)	Witmark	ASCAP
	Chickery Chick (R)	Santly-Joy	ASCAP
	Come to Baby, Do (R)	Leeds	ASCAP
	Day by Day (R)	Barton	ASCAP
	Dearest Darling (R)	Advanced	ASCAP
1	Doctor, Lawyer, Indian Chief (F) (R)	Burke-Van Heusen	ASCAP
	How Deep Is the Ocean? (R)	Berlin	ASCAP
	I Can't Begin To Tell You (F) (R)	Bregman-Vocco-Conn	ASCAP
1	I Can't Believe That You're in Love With Me	Mills	ASCAP
3	If I Had a Dozen Hearts (F) (R)	Paramount	ASCAP
6	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
6	Let It Snow! Let It Snow! Let It Snow! (R)	Morris	ASCAP
	No Can Do (R)	Robbins	ASCAP
	Put That Ring On My Finger (R)	ABC	ASCAP
4	Slowly (F) (R)	Rudy Vallee	BMI
	Some Sunday Morning (F) (R)	Harms, Inc.	ASCAP
1	Surprise Party (R)	Jefferson	BMI
	Symphony (R)	Chappell	ASCAP
	(Did You Ever Get) That Feeling in the Moonlight? (R)	Paull-Pioneer	ASCAP
	That's For Me (F) (R)	Williamson	ASCAP
2	The Bella of St. Mary's (F) (R)	T. B. Harms	ASCAP
1	The Moment I Met You (R)	Embassy	BMI
1	Tomorrow Is Forever (R)	Advanced	ASCAP
1	Wait and See (F) (R)	Felst	ASCAP
	Waitin' For the Train to Come In (R)	Martin Block	BMI
	Walkin' With My Honey (R)	Republic	BMI

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 throuth the country. Unless in-

dicated 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 Last Week	THIS WEEK	TITLE	Artist	Label
3	5	1	LET IT SNOW! LET IT SNOW! LET IT SNOW!	Vaughn Monroe	Victor 20-1750-ASCAP
7	1	2	SYMPHONY	Freddy Martin	Victor 20-1747-ASCAP
7	4	3	SYMPHONY	Benny Goodman	Decca 23457-ASCAP
6	12	4	DOCTOR, LAWYER, INDIAN CHIEF (F)	Betty Hutton	Capitol 220-ASCAP
7	2	5	I CAN'T BEGIN TO TELL YOU (F)	Bing Crosby-Carmen Cavallaro	Decca 23457-ASCAP
6	3	6	DIG YOU LATER (A HUBBA-HUBBA)	Perry Como	Victor 20-1750-ASCAP
3	9	7	SYMPHONY	Jo Stafford	Capitol 227-ASCAP
14	6	8	CHICKERY CHICK	Sammy Kaye	Victor 20-1726-ASCAP
6	10	9	I CAN'T BEGIN TO TELL YOU (F)	Harry James	Columbia 36887-ASCAP
10	10	10	IT MIGHT AS WELL BE SPRING (F)	Dick Haymes	Decca 18706-ASCAP
3	14	10	AREN'T YOU GLAD YOU'RE YOU? (F)	Bing Crosby	Decca 18726-ASCAP
14	8	11	IT'S BEEN A LONG, LONG TIME	Bing Crosby-Les Paul Trio	Decca 17706-ASCAP
15	7	11	IT'S BEEN A LONG, LONG TIME	Harry James	Columbia 36838-ASCAP
5	13	12	I CAN'T BEGIN TO TELL YOU (F)	Andy Russell	Capitol 221-ASCAP
4	16	12	I CAN'T BEGIN TO TELL YOU (F)	Sammy Kaye	Victor 20-1720-ASCAP
2	—	13	CHICKERY CHICK	Gene Krupa	Columbia 36877-ASCAP
4	11	14	IT MIGHT AS WELL BE SPRING (F)	Sammy Kaye	Victor 20-1738-ASCAP
9	—	14	WAITIN' FOR THE TRAIN TO COME IN	Peggy Lee	Capitol 218-ASCAP
1	—	14	COME TO BABY, DO	Les Brown	Columbia 36884-ASCAP

Coming Up

BUZZ ME	Ella Mae Morse (Billy May Ork)	Capitol 226
GIVE ME THE SIMPLE LIFE (F)	Bing Crosby-Jimmy Dorsey	Decca 23469

CAPITOL JUKE LOOT!

'You Can Cry On Somebody Else's Shoulder'

AND

'I Wish I Could Tell You'

From the 20th Century Fox Picture "Wake Up and Dream"

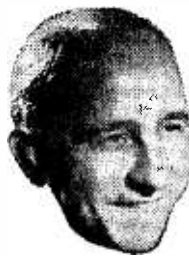
...with SKIP FARRELL

Capitol's latest romantic baritone discovery ...

and FRANK DeVOL

and his orchestral

Frank DeVol comes direct from radio network triumphs as conductor and arranger! This terrific combo on Capitol's long-wearing, high quality, full-fidelity records will triple the nickel trickle!!!



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Sunset and Vine

RCA VICTOR

New Releases

A GREAT NEW RECORD BY A GREAT NEW STAR!

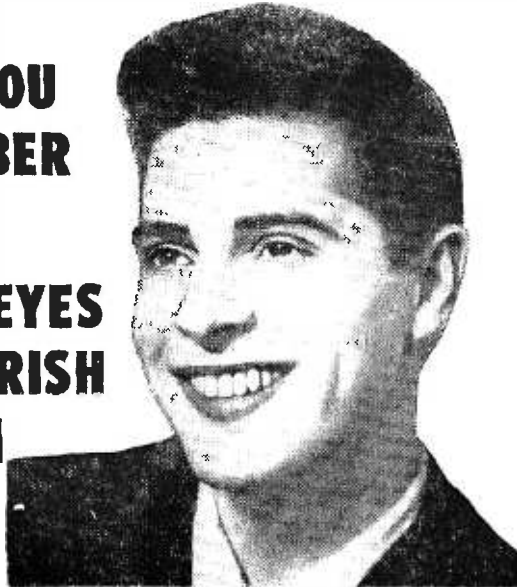
JOHNNY DESMOND

WITH RUSS CASE AND HIS ORCHESTRA

**DON'T YOU
REMEMBER
ME?**

**IN THE EYES
OF MY IRISH
COLLEEN**

RCA VICTOR
20-1796



**ERSKINE
HAWKINS**
AND HIS ORCHESTRA

**I Guess I'll Have to Get
Along Without You**

Vocal refrain by Dolores Brown

Holiday for Swing
RCA VICTOR 20-1794

**SAMMY
KAYE**
AND HIS ORCHESTRA

I Didn't Mean A Word I Said

Vocal refrain by Billy Williams; Recitation by Sammy Kaye

Atlanta, Ga.

Vocal refrain by Billy Williams

RCA VICTOR 20-1795

**ELTON
BRITT**

Wave To Me, My Lady

With Orchestra

Blueberry Lane

With Male Trio and Orchestra

RCA VICTOR 20-1789

**CECIL
CAMPBELL'S**
TENNESSEE RAMBLERS

Hawaiian Skies

Vocal refrain by Trio

Midnight Boogie

RCA VICTOR 20-1790

**BIG
MACEO**
BLUES SINGER with
Piano, Guitar and Drums

Chicago Breakdown

Winter Time Blues

BLUEBIRD 34-0743



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	Title	Artist	Label
1	1	SYMPHONY (R)	Chappell	
2	2	I CAN'T BEGIN TO TELL YOU (F) (R)	Bregman-Vocco-Corn	
3	3	LET IT SNOW! LET IT SNOW! LET IT SNOW! (R)	Morris	
4	4	CHICKERY CHICK (R)	Santly-Joy	
5	5	SOME SUNDAY MORNING (F) (R)	Harms, Inc.	
6	6	IT'S BEEN A LONG, LONG TIME (R)	Morris	
7	7	WAITIN' FOR THE TRAIN TO COME IN (R)	Martin Block	
8	8	IT MIGHT AS WELL BE SPRING (F) (R)	Williamson	
9	9	I'M ALWAYS CHASING RAINBOWS (F) (R)	Miller	
10	10	JUST A LITTLE FOND AFFECTION (F) (R)	Shapiro-Bernstein	

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 legit musical. The B side of each record is listed in *italic*.

Weeks to date	POSITION	Title	Artist	Label
9	1	I CAN'T BEGIN TO TELL YOU (F) (R)	Bing Crosby-Carmen Cavallaro	Decca 23457
6	2	SYMPHONY (R)	Freddy Martin	Victor 20-1747
4	3	LET IT SNOW! LET IT SNOW! LET IT SNOW! (R)	Vaughn Monroe	Victor 20-1750
2	4	SYMPHONY (R)	Jo Stafford	Capitol 227
7	5	DIG YOU LATER (A HUBBA-HUBBA-HUBBA) (R)	Perry Como	Victor 20-1750
2	6	SYMPHONY (R)	Bing Crosby	Decca 18735
5	7	DOCTOR, LAWYER, INDIAN CHIEF (F)	Betty Hutton	Capitol 220

(Continued on page 80)

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	Title	Label
14	1	On the Moonbeam	Victor P-142
29	2	Glenn Miller	Victor P-148
3	3	Nutcracker Suite (Tchaikowsky)	Victor P-143
12	4	Going My Way	Decca 405
6	5	Cugat's Rumba	Columbia C-110
30	6	King Cole Trio	Capitol A-5

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	Title	Label
30	1	Chopin's Polonaise	Victor 11-8848
16	2	Clair De Lune	Victor 11-8851
9	3	Warsaw Concerto	Victor 11-8863
22	4	Warsaw Concerto	Columbia 7490-M
37	5	Warsaw Concerto	Decca 29150

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	Title	Label
26	1	Rhapsody in Blue	Columbia X-251
36	2	Music to Remember (From the Life of Chopin)	Victor SP-4
5	3	Tchaikowsky Nutcracker Suite	Victor M-265
1	4	Rossini Overtures	Victor DV-2
10	5	Kostelanetz Conducts Andre Kostelanetz	Columbia M-674
1	6	Oscar Levant Plays Popular Moderns	Columbia M-560
1	7	Bolero (Ravel)	Victor M-362

Music Popularity Chart Week Ending Jan. 10, 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	Last Week	This Week	POSITION		Record
			1	2	
9	1	1	1	1	I CAN'T BEGIN TO TELL YOU (F)—Bing Crosby-Carmen Cavallaro... Decca 23457 (Andy Russell, Capitol 221; Harry James, Columbia 36867; Sammy Kaye, Victor 20-1720)
6	2	2	2	2	SYMPHONY—Freddy Martin (Clyde Rogers)... Victor 20-1747 (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; Paul Moore Four, Musieraft 15048; Harry Cool, Signature 15007)
12	3	3	3	3	CHICKERY CHICK—Sammy Kaye (Nancy Norman-Billy Williams-The Kaye Choir)... Victor 20-1720 (George Olsen, Majestic 7155; Gene Krupa, Columbia 36877; Evelyn Knight-The Jesters, Decca 18725)
6	9	4	4	4	IT MIGHT AS WELL BE SPRING (F)—Sammy Kaye (Billy Williams)... Victor 20-1738 (Dick Haymes-Victor Young Ork, Decca 18706; Paul Weston-Margaret Whiting, Capitol 214; Ray Noble, Columbia 36893)
6	11	5	5	5	DIG YOU LATER (A HUBBA-HUBBA-HUBBA) (F)—Perry Como (The Satisfiers-Russ Case Ork)... Victor 20-1750
5	6	6	6	6	DOCTOR, LAWYER, INDIAN CHIEF (F)—Betty Hutton (Paul Weston Ork)... Capitol 220
2	10	7	7	7	LET IT SNOW! LET IT SNOW! LET IT SNOW!—Vaughn Monroe (Vaughn Monroe-The Norton Sisters)... Victor 20-1759 (Connie Boswell-Russ Morgan, Decca 18741; Danny O'Neil, Majestic 7162)
3	16	8	8	8	I CAN'T BEGIN TO TELL YOU (F)—Harry James (Ruth Haag)... Columbia 36867 (See No. 1)
13	5	8	8	8	IT'S BEEN A LONG, LONG TIME—Harry James (Kitty Kallen)... Columbia 36838 (Bing Crosby-Les Paul Trio, Decca 18700; Stan Kenton, Capitol 219; Charlie Spivak, Victor 20-1721; Phil Brito, Musieraft 15049; The Five De Marco Sisters, Majestic 7157)
14	4	9	9	9	IT'S BEEN A LONG, LONG TIME—Bing Crosby-Les Paul Trio... Decca 18708 (See No. 8B)
6	8	10	10	10	IT MIGHT AS WELL BE SPRING (F)—Dick Haymes-Victor Young Ork... Decca 18706 (See No. 4)
10	7	10	10	10	WAITIN' FOR THE TRAIN TO COME IN—Peggy Lee (Dave Barbour Ork)... Capitol 218 (Harry James, Columbia 36867; Louis Prima, Majestic 7166; Johnny Long-Dick Robertson, Decca 18718; Celestine Stewart and the Charners, Hib 3006; Monica Lewis, Signature 15010)
2	17	10	10	10	SYMPHONY—Benny Goodman (Liza Morrow)... Columbia 36874 (See No. 2)
2	15	10	10	10	SYMPHONY—Bing Crosby (Victor Young Ork)... Decca 18735 (See No. 2)
12	14	11	11	11	IT'S BEEN A LONG, LONG TIME—Charlie Spivak (Irene Daye)... Victor 20-1721 (See No. 8B)
7	10	11	11	11	WAITIN' FOR THE TRAIN TO COME IN—Johnny Long-Dick Robertson... Decca 18718 (See No. 10B)
8	10	12	12	12	WAITIN' FOR THE TRAIN TO COME IN—Harry James (Kitty Kallen)... Columbia 36867 (See No. 10B)
1	—	13	13	13	SYMPHONY—Guy Lombardo... Decca 18737 (See No. 2)
1	—	13	13	13	SOME SUNDAY MORNING (F)—Dick Haymes-Helen Forrest (Victor Young Ork)... Decca 23434 (Hal McIntyre, Victor 20-1711; Louis Prima, Majestic 7163; Kate Smith, Columbia 36839)
1	—	13	13	13	I'M ALWAYS CHASING RAINBOWS (F)—Dick Haymes-Helen Forrest (Earle Hagen Ork)... Decca 23472 (Perry Como, Victor 20-1780; Ted Martin-The Mack Triplets-Emil Coleman Ork, De Luxe 1006; Harry James, Columbia 36899; Continental Dance Ork, Continental C-1170)
13	—	13	13	13	I'LL BUY THAT DREAM (F)—Harry James (Kitty Kallen)... Columbia 36833 (Hal McIntyre, Victor 20-1070; Joan Edwards, Cosmo 466; Dick Haymes-Helen Forrest, Decca 23434)
2	—	13	13	13	IN THE MIDDLE OF MAY—Freddy Martin (The Martin Men)... Victor 20-1747 (The Pied Pipers, Capitol 226; Buddy March-Four Chicks and Chuck, Cosmo 487)

Coming Up

AREN'T YOU GLAD YOU'RE YOU? (F). Tommy Dorsey (Stuart Foster)... Victor 20-1728

MOST-PLAYED JUKE BOX FOLK RECORDS

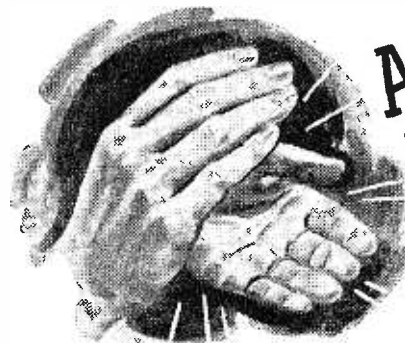
Records listed are folk records most played in juke boxes. List is based on more than 500 reports received direct from operators all over the country.

Weeks to date	Last Week	This Week	POSITION		Record
			1	2	
4	4	1	1	1	YOU WILL HAVE TO PAY... Tex Ritter... Capitol 223
10	3	2	2	2	SILVER DEW ON THE BLUE GRASS TONIGHT... Bob Wills... Columbia 36841
10	1	3	3	3	IT'S BEEN SO LONG, DARLING... Ernest Tubb... Decca 6112
13	2	3	3	3	SIOUX CITY SUE... Dick Thomas... National 5010
4	5	3	3	3	WHITE CROSS ON OHAWA... Bob Wills (Tommy Duncan)... Columbia 36881
8	—	4	4	4	TEXAS PLAYBOY RAG... Bob Wills... Columbia 36841

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	Last Week	This Week	POSITION		Record
			1	2	
2	1	1	1	1	BUZZ ME... Louis Jordan... Decca 18734
3	4	2	2	2	GOT A RIGHT TO CRY... Joe Liggins... Exclusive 210
2	—	3	3	3	BLUES AT SUNRISE... 'Ivory' Joe Hunter... Exclusive 209
10	2	4	4	4	THE HONEYDRIPPER... Joe Liggins... Exclusive 207
2	3	4	4	4	COME TO BABY, DO... The King Cole Trio... Capitol 224



APPLAUSE WINNERS!

Great Artists on Decca Records

ANDREWS SISTERS and GUY LOMBARDO

and His Royal Canadians

MONEY IS THE ROOT OF ALL EVIL
(Take It Away, Take It Away, Take It Away)

JOHNNY FEDORA

(From Walt Disney Production "Make Mine Music")

Both Vocal with Orchestra

DECCA RECORD NO. 23474 . . . 75¢

DICK HAYMES

IT'S A GRAND NIGHT FOR SINGING

ALL I OWE IOWAY

(Both From 20th Century-Fox Picture "State Fair")

Both Vocal with Chorus and Orchestra Directed by Earle Hagen

DECCA RECORD NO. 18740 . . . 50¢

HILDEGARDE and RUSS MORGAN

and His Orchestra

THE CAB SONG

SIGH BY NIGHT

(Both From Musical Production "Marinka")

Both Vocal with Orchestra

DECCA RECORD NO. 23473 . . . 75¢

HOOSIER HOT SHOTS

With TWO TON BAKER and SALLY FOSTER

SIOUX CITY SUE

Fox Trot Vocal Chorus by Two Ton Baker and Trio

THERE'S A TEAR IN MY BEER TONIGHT

DECCA RECORD NO. 18745 . . . 50¢ Fox Trot Vocal Chorus by Sally Foster and Trio

SOMEDAY (You'll Want Me To Want You)

Fox Trot Vocal Duet by Sally Foster and Gil Taylor

DECCA RECORD
NO. 18738 . . . 50¢

YOU TWO-TIMED ME ONE TIME TOO OFTEN

Fox Trot Vocal Chorus by Two Ton Baker and Trio

JOSH WHITE with EDMOND HALL and His Orchestra

Featuring A Select Group of All Star Musicians

I LEFT A GOOD DEAL IN MOBILE

Vocal with Orchestra

DID YOU EVER LOVE A WOMAN

Vocal Blues with Orchestra

DECCA RECORD
NO. 23475 . . . 75¢

(Prices do not include federal, state or local taxes)

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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.

- A SHANTY IN OLD SHANTY TOWN... Coleman Hawkins and His All-American Five... Keynote K-622
- ATOM BUSTER... Barney Kessel and His All-Stars... Atomic A-209
- ATOMIC COCKTAIL... "Slim" Gaillard Quartet ("Slim" Gaillard)... Atomic A-218
- A VICTOR BORGE PROGRAM ALBUM... Columbia C-111
 - A Lesson in Composition... Victor Borge (Paul Baron Ork)... Columbia 36913
 - A Mozart Opera by Borge... Victor Borge (Paul Baron Ork)... Columbia 36914
 - All the Things You Are... Victor Borge (Paul Baron Ork)... Columbia 36914
 - Brahm's Lullaby... Victor Borge (Paul Baron Ork)... Columbia 36913
 - Orleg Rhapsody... Victor Borge (Paul Baron Ork)... Columbia 36913
 - Phonetic Punctuation, Parts 1 and 2... Victor Borge... Columbia 36911
 - The Blue Serenade... Victor Borge (Paul Baron Ork)... Columbia 36912
- BECAUSE... Continental Dance Ork (Don Baker)... Continental C-1170
- BEYOND THE BLUE HORIZON... Coleman Hawkins and His All-American Five... Keynote K-622
- BEYOND THE SHADOW OF A DOUBT... Ted Daffan's Texans (Dick James)... Columbia 36917
- BLOW, MR. DEXTER... Dexter Gordon... Savoy 878
- (MORNING AND EVENING WORSHIP ON THE) CATHEDRAL CHIMES ALBUM—Chimes supervised by George Shackley... Bibletone N
 - Abide With Me... Bibletone 1202
 - Blest Be His Tie That Binds... Bibletone 1204
 - Come Thou Almighty King... Bibletone 1204
 - Day Is Dying in the West... Bibletone 1203
 - Doxology... Bibletone 1202
 - Holy, Holy, Holy... Bibletone 1201
 - Now the Day Is Over... Bibletone 1201
 - O, For a Thousand Tongues to Sing... Bibletone 1203
 - Our God, Our Help in Ages Past... Bibletone 1203
 - Prayer of Thanksgiving... Bibletone 1204
 - Safely Thru Another Week... Bibletone 1203
 - Saviour, Breathe an Evening Blessing... Bibletone 1203
 - Softly Now the Light of Day... Bibletone 1201
 - Sun of My Soul... Bibletone 1204
 - When Morning Glids the Skies... Bibletone 1201
- CHILDREN'S CORNER ALBUM... Decca A-414
 - Children's Corner: (1) Betty Blue, (2) The Lock and Key, (3) The Rats and Mice... Frank Luther (Leonard Joy Ork)... Decca 18748
 - Children's Corner: (1) I Had a Little Pony, (2) A Little Pink Pig, (3) The Cock and the Hen... Frank Luther (Leonard Joy Ork)... Decca 10748
 - Children's Corner: (1) There Was an Old Owl, (2) Seven Birds in a Tree, (3) The Farmer and the Raven (4) Birds of a Feather... Frank Luther (Leonard Joy Ork)... Decca 18749
 - Children's Corner: (1) Three Jolly Huntsmen, (2) The Fox Went Out... Frank Luther (Leonard Joy Ork)... Decca 18749
 - Children's Corner: (1) Burnie Bee, (2) Where Did You Come From? (Baby Dear)... Decca 18750
 - Children's Corner: (1) Robin Hood, (2) Old Man Persnickety, (3) Sneezing, (4) Obadiah... Decca 18511
 - Children's Corner: (1) Hot Coddlus, (2) Clap, Clap Handies, (3) Dance to Your Daddy, (4) That's All... Decca 18781
- CLARINET MARMALADE... Irving Fazola Ork... Keynote K-624
- DEXTER'S DECK... Dexter Gordon... Savoy 876
- EAST OF THE SUN... Dave Tough Quintet... Jamboree 906
- GOING ON WITH THE SPIRIT IN JESUS' NAME... Bibletone Jubileers... Bibletone S-2004
- GOOD OLD-FASHIONED HOEDOWN... Gene Autry... Columbia 36904
- GRIEVIN' MY HEART OUT FOR YOU... Jimmie Davis... Decca 18756
- HEADQUARTERS... Chubby Jackson Ork... Keynote K-625
- HERE COMES HEAVEN AGAIN... Kate Smith... Columbia 36915
- HEY! BA-BA-RE-BOF... Lionel Hampton... Decca 18784
- HOP, SKIP AND JUMP... Artie Shaw and His Gramercy Five... Victor 20-1800
- I'LL NEVER BE ASHAMED OF YOU... Red River Dave... Continental C-5046
- I'M ALWAYS CHASING RAINBOWS... Continental Dance Ork (Don Baker)... Continental C-1170
- I'M GONNA TURN OFF THE TEAR-DROPS... The Ink Spots... Decca 18755
- I'M JUST A LUCKY SO-AND-SO... Duke Ellington Ork (Al Hibbler)... Victor 20-1790
- I'M SORRY IF THAT'S THE WAY YOU FEEL... Jimmy Davis... Decca 18756
- IN THE VALLEY OF THE OZARKS... Shorty Warren and His Western Rangers (Franklin Wade and Mary Shoemaker)... Master 500
- JUMPIN' AT THE RECORD SHOP... "Slim" Gaillard Quartet ("Slim" Gaillard)... Atomic A-216
- JUST A'CLOST TO WALK WITH THEE... Bibletone Jubileers... Bibletone S-2003
- JUST ONE OF THOSE THINGS... Coleman Hawkins All-American Four... Keynote K-1317
- LOUISIANA... Shorty Warren and His Western Rangers (Franklin Wade and Mary Shoemaker)... Master 500
- LOVE WALKED IN... Dave Tough Quintet... Jamboree 907
- MAKE BELIEVE... Coleman Hawkins All-American Four... Keynote K-1371
- MAN I LOVE... Barney Kessel All-Stars... Atomic A-210
- MIGHTY LARK A ROSE... Lehman Engel Ork (Bing Crosby, Song Spinners, Ethel Smith)... Decca 23482
- MINOR BLUES... Corky Corcoran Ork... Keynote K-821
- MYSTERIOSO... Artie Shaw and His Gramercy Five... Victor 20-1800
- NO SOUP... The Charioteers... Columbia 36903
- NOAH... Bibletone Jubileers... Bibletone S-2003
- OLD JOB... Spinners, Ethel Smith... Decca 23482
- ONE MORE DREAM (AND SHE'S MINE)... The Charioteers... Columbia 36903

(Continued on page 30)

Music Popularity Chart Week Ending Jan. 10, 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 an analysis of the best selling, most played or most heard features of the Chart.

MONEY IS THE ROOT OF ALL EVIL Andrews Sisters-Guy Lombardo Decca 23474

A calypso-style song which could pick up where "Rum and Coca-Cola" left off. Packs plenty of contagion in both words and music.

PERSONALITY Johnny Mercer (Pied Pipers-Paul Weston Band) Capitol 230

Saucy rhythm ditty from "Road To Utopia," new Crosby-Hope-LaMarr picture, which will be released in the spring. Johnny Mercer lays it on heavy with his song personality plus the rhythm harmony of the Pied Pipers.

SIOUX CITY SUE Zeke Manners and His Band (Curly Gribbs) Victor 20-1797

A Western tune that's been making the rounds a lot, and with Zeke Manners' record should really have the coins popping in the boxes. Curly Gribbs provides yodeling licks on his peppery vocal, with Zeke's band bringing up bright and rhythmic rustic music.

JUST MY LUCK Vaughn Monroe Victor 20-1779

A lush ballad from the "Nellie Bly" musical ushered up by Vaughn Monroe and the Norton Sisters. If the show music clicks, this platter will catch plenty of coins.

RECORD REVIEWS

By M. H. Orodener

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

VAUGHN MONROE (Victor)

You May Not Love Me—FT; VC. *Just My Luck*—FT; VC.

Johnny Burke and Jimmy Van Heusen have written far better tunes for screen scores than this sampling from the "Nellie Bly" stage production. But while both of these ballads fall short of show standards in song, Vaughn Monroe has provided them with rich platter polish to make them more attractive here than they are in the musical show itself. With the Norton Sisters joining the maestro in song, and the band boys bringing up a brilliant background, Monroe takes both ballads at a slow tempo. Sax section bridges the song efforts for "You May Not Love Me," while the muted brasses toe off for "Just My Luck," which holds more melodic appeal of the two. If these show tunes ever get to mean anything, Vaughn Monroe's entry will be a major phono item.

JOHNNY MERCER (Capitol)

Personality—FT, V. *If I Knew Then*—FT; V.

One of the major rhythmic ditty delights of the new year is a certainty to manifest itself in "Personality," whipped up by Burke and Van Heusen for "Road to Utopia," the forthcoming Bing Crosby-Bob Hope-Dorothy Lamour starrer. With the Pied Pipers adding their breezy rhythm harmonies and the Paul Weston music makers bringing up their own bright rhythms, Mercer is in excellent company, and so is the song itself, which wordage concerns itself with feminine wiles. Spinning just as bright and rhythmically is the flipover, for which Mercer and company bring back Dick Jurgens' favorite of a former day in "If I Knew Then." Mercer and the Pied Piper parry vocal licks in giving the odds a fresh start.

While "Personality" looms as a hit-headed ditty for generous spinning in the music boxes, phono ops shouldn't overlook the strong possibilities packed in the Mercer revival of "If I Knew Then."

DINAH SHORE (Victor)

Personality—FT; V. *Welcome to My Dream*—FT; V.

With two of the more promising songs from the "Road to Utopia" screen score Dinah Shore can hardly go wrong with this cutting. Brings out all the lyrical and melodic infection that permeates "Personality," with Miss Dinah's ditty of the rhythm tune on the plus side. For the mated side, it's expressive lyric projection for a lush ballad, "Welcome to My Dream," which also shows Hit Parade promise. On both counts, Russ Case's orchestra provides an overflowing musical bank to show off the songbird to best advantage.

With two important screen songs back to back, Dinah Shore should catch some coins for the phono boys with this dishing.

BUDDY BANKS (Sterling)

I Need It Bad—FT; VC. *Banks' Boogie*—FT.

Sparked by Eddie Beal's Ivory knuckling and showcasing his own tenor sax steam, the Buddy Banks Sextet provides effective Harlem jump incentives for the platter. It's an effective eight-to-the-bar Steinwaying that Beal kicks off on the black and whites for "Banks' Boogie," with the tenor sax, guitar and string bass getting a turn at riding out on the blues riff. Geared to the bounce beats, "I Need It Bad," which refers to groove juice, brings up a catchy Harleemese riff. The boys play and sing in unison, selling on both counts, with a dash of sax and Steinway rides to spark the side.

Both sides have their place at the race location, particularly "I Need It Bad."

THE BLUES WOMAN (Juke Box)

Voo-It Voo-It—FT; V. *Cryin' Blues*—FT; V.

An unblinded gal for the blues shouting, with the Buddy Banks Sextet for instrumental support, provides the lowdown Harlem flavor for these sides. "Voo-It Voo-It" is an indie race blues geared to a lively boogie beat, with the dash of Eddie Beal's keyboard capers more interesting than the singer or the song. Gal goes weepy, waking up at dawn to find her lover gone, for "Cryin' Blues," singing it in a slow and knocked-out fashion that makes for a minimum of enthusiasm. Here again, Buddy Banks' flash of tenor saxing sells better than the ebullient.

Coin appeal for these sides is limited to the rugged race locations.

CARMEN CAVALLARO (Decca)

Warsaw Concerto—FT. *A Love Like This*—FT; VC.

The piano sparkle of Carmen Cavallaro flashes in pyrotechnic style for both of these classic themes. His ivory magic flushed by soft fiddling, it's brilliant Steinwaying as the maestro pounds the keys in unerring octave fashion for a bright rhythmic interpretation of Richard Addinsell's "Warsaw Concerto" which was originally introduced as theme movie music several years ago. The Cavallaro cutting should rank in popular appeal along with the waxed concertos of the old masters. Cavallaro established the same mood for the mated side with "A Love Like This," which Ned Washington adapted lyrically for Victor Young's theme from the movie "For Whom the Bell Tolls." A bawling melody, it lends itself to the bolero beats, with the maestro's pianology truly masterful. Gloria Foster's vocal is also in high order.

Both sides make exciting spinning, with the phono fans finding a favored concerto piece in the "Warsaw" waxing.

(Continued on page 31)

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Petrillo and Miller To Meet; Congress Froths Without Delay

(Continued from page 14)

ning foreign music programs. Eastland, readying his statement for delivery on the Senate floor, charged that Petrillo's latest move constituted "a distinct threat warranting investigation by the Department of Justice Anti-Trust Division."

NAB Data?

Meanwhile, NAB staffers here have given President Miller a mass of data, including details on Petrillo's request for data for use at the Chicago meeting this week. Original plan had called for a tete-a-tete solely between Miller and Petrillo. The head of the American Federation of Musicians has paved the way for the NAB president's formal appearance before the AFM's entire International Executive Board on Friday. Miller, who had contemplated originally to meet with Petrillo at the wind-up next month of a circuit of NAB district meetings, stepped up his plans in a telegraphed request from San Francisco to the AFM chief. Miller's telegram dated Wednesday (9) stated that the NAB board of directors confirmed Miller's "action in seeking a conference with you and has asked me to meet with you at the earliest convenient date." Miller's telegram continued as follows: "I will be in Chicago on January 18, and if you can arrange to be there at the same time it would be possible for us to sit down together to explore every means for finding a common ground for understanding in the interest of the public, the musicians and the radio industry. If you will not be available as suggested, where and when at your earliest convenience can we get together?" Miller asked Petrillo to wire a reply to him at the Hotel Fairmont in San Francisco.

Compromise Seen

Petrillo in replying stated: "Please be advised that the international executive board of the American Federation of Musicians will meet at the Blackstone Hotel, Chicago, the week of January 14. I can arrange to have you discuss your problems before the board January 18 between the hours of 3 and 5 p.m. If agreeable, please wire me at Blackstone Hotel, Chicago, any time after Monday. At NAB headquarters here it was announced directly that Miller would accept the engagement. Talk in industry is that the conference may set the pace for compromise on both sides. At least, industry spokesmen were hoping that the result will be in that direction.

Fireworks?

Meanwhile, even before Congress resumed its session today after recess, Senator Eastland began touching off what appeared certain to develop into the strongest anti-Petrillo drive which has yet taken shape on Capitol Hill. Eastland, framing his remarks for delivery on the Senate floor in conjunction with introduction of his new bill, charged that Petrillo's edicts on double-music crews and royalty payments for transcriptions constituted "a usurpation on the sovereign power of the people and their law-making bodies."

"What Petrillo is doing," said Eastland, "is tantamount to what labor union might be doing if, for example, it demanded a return of 10 cents on every ton of steel and deposited that dime toward a fund for clubhouses and comforts for its union members while the consumers of steel were being compelled to pay the extra 10-cents-a-ton. Mr. Petrillo is guilty of imposing a tax on all the American people for the sole gain of his particular union. That's contrary to the law of the land. The power to legislate new taxes of any kind—unemployment or otherwise—is reserved to the lawmaking body of the nation. We're not going to tolerate this sort of procedure by Mr. Petrillo any longer."

The new Eastland Bill, which was being drafted here even while lawmakers were on their way back to Washington for the resumption of congressional business, incorporates the major parts of the following measures now on the congressional hopper: HB-4737 by Representative Lea (D., Calif.); S-764 by Senator Bailey (D., N. C.); S-63 by Senator Vanderberg (R., Mich.); HR-1648 by Representative Dondero; HR-2118 and HR-4733 by Representative Hoffman (R., Mich.), and HR-2819 by Representative Miller.

Bill includes a new provision making

it unlawful for any person to interfere with foreign broadcast programming, and it outlaws royalty collections on transcriptions. Penalties proposed are stiff ones, identical with the penalty provisions in the Bailey and Lea bills. Eastland measure would prevent interference with non-commercial educational programs too.

No Talk?

Of major significance was disclosure on Capitol Hill that congressional committees up to today had not received a single expression from radio broadcasters for or against the anti-Petrillo legislation, including the Bailey bill, which Eastland had intended to air at a hearing by his sub-committee. Eastland had been awaiting a time convenient to Bailey for the hearing, but apparently Eastland will now turn his efforts toward a hearing on the Senate over-all anti-Petrillo bill. Meanwhile, the House Interstate and Foreign Commerce Committee, headed by Representative Lea, is planning to resume hearings on the latest Lea bill, altho no comment from broadcasters has been received by that committee.

The *Billboard* has learned also that the Federal Communications Commission, which had been asked to comment on the Lea anti-Petrillo bill, has not submitted an expression of opinion, altho Chairman Paul A. Porter, of the FCC, several weeks ago in a nationwide broadcast, voiced sharp criticism against Petrillo. It has been learned that the House Interstate and Foreign Commerce Committee and Eastland's Sub-Committee of Senate Judiciary Committee have received several expressions of opinion from these spokesmen.



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ETHICS INSTEAD OF BY-LAWS

"Amusement" Now "Artists" in GAC Corporation Tag

NEW YORK, Jan. 14.—Without any previous ballyhoo, General Amusement Corporation became General Artists' Corporation Thursday (10).
Official explanation was that booking outfit believed new name was more descriptive of company's functions and would be less likely to tie it up in the public mind with borderline or fringe amusements.
Attorney Bernie Miller said that GAC proxy, Tommy Rockwell, ordered the change as more expressive of the org's status and that there's no litigation involved in the switch.

Murrays Back in Night Club Biz

MINNEAPOLIS, Jan. 12.—A new night club and cafe will be opened in the spring by Arthur J. Murray, whose firm, Murray's Inc., this week (7) announced purchase of the building at 24-26 Sixth Street, S., in the heart of Minneapolis loop. Place now occupied by Delaney's bar and a toy shop. Purchase price, paid Minneapolis Shareholders Co., reportedly 75G. Tenants are to vacate by March 15 when remodeling program gets under way.
Murray and his wife, Marie, who is proxy of Murray's, Inc., for years ran the Red Feather Cafe & Night Club, 18 Fourth Street, S. They sold their interests last summer to Carl Rees of St. Paul.
Present plans for the new club call for a good bundle for talent.

Philly Dads Asked To Hold Agents to Decency in Shows

PHILADELPHIA, Jan. 12.—In a move that might set a precedent for nitery biz, Assistant District Attorney D. Barlow Burke this week urged city council to make booking agencies responsible for presenting decent shows after two entertainers were held in \$1,000 bail each by Magistrate Edward Williams in Central Police Court for performing in an obscene manner.
Nicholas Porco and Percy Pierce were arrested this week after presenting their show in the Hopkins Bathskeller. William Hopkins, club proprietor, was released when Assistant D. A. Burke said there was no evidence that he had prior knowledge of the type of show presented.
Burke claims that the owner is not altogether responsible for the show and that it's up to booking agents to furnish clean acts. Action is expected to be forthcoming within the next two weeks. Decision could have precedent setting effect on many other cities where similar cases are pending.

Philly Court Fines Emcee \$500 on 2 Indecency Raps

PHILADELPHIA, Jan. 12.—Len E. Ross, nitery emcee indicted on two charges of presenting indecent shows, was fined \$500 by Judge Thomas D. Finletter in Quarter Sessions Court here this week. Ross had pleaded guilty to charges.
He had been arrested three times before on similar charges. Early last May Judge Clare Gerald Fenerty found him guilty and sent him to Moyamensing Prison until the end of that term of court. The judge suspended his sentence May 25, imposed \$25.15 costs of trial and remanded him to Common Pleas Court No. 4 for sentence on the count of violating his probation.

Intermission Spots May Be Shot in Arm

May Open Door to Dough

CHICAGO, Jan. 12.—What may eventually wind up as a testing grounds for plenty of cocktail combos and singles who are trying to penetrate into the heavier sugar of vaude and nitery personal appearances will be set into operation January 18 at the 51 Hundred Club, local North Side nabe bistro. Co-owner Byron Massel this week announced that he was bringing in Zip, Zap and Zee, Negro two-boy-and-a-girl entertaining unit, Friday (18) to test a new experimental policy in which the units will work intermissions and a portion of the floorshow.
Massel said he felt confident that his new try at something different in the way of entertainment would succeed because of the success which Day, Dawn and Dusk, the Negro vocal threesome who work with only a piano pounded by one of their team, garnered in their p. a. at the club in November. Massel said he had been watching units work for some time in local lounges since he noted the nit which the Day, Dawn and Dusk combo received during their stay and decided that their success was built upon the kind of work which many entertaining vaude-type cocktail units utilize.

Two-Month Test

At present, he averred, he will try the cocktail combo policy for about two months, changing units every two weeks. No choices have been definitely made to follow Zip, Zap and Zee, but Massel has several outstanding Midwest units in mind.

Massel is inaugurating his policy with units rather than singles, because he feels they will probably fare better, but he's not averse to bringing in a strong single. He pointed out that Maurice Rocco, a former cocktail single, did a bang-up job of entertaining in the headliner slot at the 51 Hundred Club, and Massel is hoping to have him back for the February or March revue.

If the 51 Hundred Club's policy of using cocktail units works out, the floor-show spot will provide a fine jumping-off spot for plenty of cocktail entertainers who have been surveying nitery and vaude acts with envious eyes. Feeling among both bookers and their more promising talent has been for a long time that the units and singles, which are tops in their craft, have just about hit a price ceiling as far as lounge work goes. While units which are enterprising and seeking to build and improve always, are becoming dissatisfied by being forced to continue as lounge entertainers without any hope of raises in this field, they've stuck to their jobs because there was so little opportunity to show their wares in a nitery. Massel's experiment should prove the link between lounge work and the nitery and vaude stage.

Al Dow Skeds 2-Hour Sunday Vaude at Springfield, Mass.

NEW YORK, Jan. 14.—Sunday two-hour vaude shows are being arranged by the Al Dow office here for the Auditorium, Springfield, Mass., according to Dow. First bill is to preem January 27. Dow says he will use name acts and bands.

House is being run by him in conjunction with an undisclosed group of spots. Auditorium will be scaled to a 90-cent top. Seats 4,000.

Billy Vine Giving D. Davis The Works Nightly at Clover

MIAMI, Jan. 14.—Petud between Billy Vine, current comic at Clover, and Danny Davis, op of Airliner, continues. This is intensified by Vine who takes a crack at Davis nightly from the stage. Scrap grows out of hurried exit of Billy on his last appearance at Airliner. Each are blaming each other for the exit.

Conn. Taxes Tips 10% of Food Bill

BRIDGEPORT, Conn., Jan. 12.—State Labor Commissioner John J. Egan said that from here on in operators of hotels, restaurants and other eating places would be taxed for the tips given waiters and waitresses at the rate of 10 per cent of the food bill.
"There is a growing inclination on the part of eating places and hotels," said Egan, "to slide over as negligible the matter of reporting tips."

Names Step Up Miami's Grabs

MIAMI, Jan. 12.—This week sees more name acts at local niteries. Joe E. Lewis steps up the Copacabana bill that opened Thursday (10). Ethel Meriman heads Colonial Inn spot starting Wednesday (16), with Sophie Tucker bowing in at Latin Quarter Friday (18).
Biz has taken a turn for the better, and Murray Welger reports \$10,000 New Year's Eve take for his Copacabana. Murray is willing to pay Frank Sinatra \$10,000 a week if he can get him. Roster by the end of this month will include all top names that seem inclined to listen to the jingle of the dough and get a touch of Florida tan.
Ned Schuyler reports a take of \$43,000 gross in 11 days at his swank Beach-comber.

Percenter's Irked As Chi Bldg. Ups Tap 50 to 110%

CHICAGO, Jan. 12.—There's plenty of unrest among booking agent tenants of the 203 N. Wabash Building, which has become the citadel of the percentage boys during the past three years, over whether or not the building ops' request for higher rent will force them to vacate or if they'll remain and face the uppage which ranges from 50 to 110 per cent. Building manager, Hal Cowan started thru the building about six weeks ago with the message that due to higher operational costs, the new leases, first of which come up in May, will bring with them considerable rental boosts.
Thus far, the 30-odd agents who have office space in the building have kept their sentiments mostly to talk, but the boys are considering action, as several of those with May lease ends have signified that they are ready to find quarters elsewhere because they feel the rental climbs are not justified. Reaction of the agents is that the building's service has slumped since 1942, while Cowan counters that service is still good, but to keep it up, salaries of workers are way up and the boost is necessary to keep the building in the black.

Follow William Morris

Bookers were all awaiting some definite word from Morris Silver, head of the William Morris office here, which quarters on the entire 20th floor of the building. Silver originally pioneered the 203 North Wabash Building as a center for bookers when he rented space there seven years ago. He drew agents from the Woods Building and the State-Lake Building during the ensuing years until the 203 North Wabash Building became recognized as the booking center of Chi.

The William Morris lease is up in early fall, and it is known that the building's ops are asking more than 100 per cent increase if the agency remains in its present quarters. Silver would not commit himself one way or another, when queried, as to what procedure would be followed at the expiration of their present lease. Whatever is to be decided, Silver said, will be known after he meets with his business associates from Gotham sometime soon. Plenty of bookers have expressed themselves along the (See PERCENTERS IRKED on page 38)

Halt Larceny Basis of Idea

Reps, acts and orgs all skirt edge — only a code can cure 'em

NEW YORK, Jan. 14.—There's plenty of larceny in the booking biz. The boys are proud to admit how they socked "blank" club for a 100 bucks more for the borsht emsee than the b. c. ever parlayed before in his life. The percenter's will whisper that they have 50 per cent of a corner and 35 per cent of a "real name," and when they're asked what they've done for that extra legal tap and how they get it, they close up like clams.
There's nothing new about any of this. It's been going on long before Rock and White sang *Six Times Six Is Thirty-Six and Six Is Forty-Two*. In fact the song disturbed a lot of booking highlanders because it made them feel that perhaps that XYZ songwriter was trying to educate acts to understand mathematics. (It didn't.)

Trend Against Larceny

The present-day trend, however is toward reducing the larceny to a minimum. AGVA is in there pitching along these lines, with most acts and ops will tell the world that the performers' org can be as larcenous as the rest of the biz when it comes to pulling fast ones. A few court decisions within the past year have contained judges' comments on AGVA's highbidding, even if it was in a good cause. AGVA, of course, has been run by an "administrator" and not by elected officers, due to previous conditions of the union which compelled the Four A's to move in, as most club and vaude ops and performers know very well and forget just as often as they remember.

However, the orgs like ARA have a (See ETHICS INSTEAD on page 38)

Eager Exits From Chi Frolics Club

CHICAGO, Jan. 12.—In a surprise move, Harry Eager, op of the Frolics, Loop bistro opened a month ago, received an undisclosed cash settlement this week from Morris Weiss, soft drink company op, and Art Krooth, who has been connected with several bistro ops locally, for his controlling interest in the new cafe. Krooth told *The Billboard* that Eager would remain in an advisory capacity with the new owners for another week, and then would head for Florida for a vacation. Krooth intimated that Eager might get back into the operation after his return, but averred that at present, he and Weiss were sole owners of the club.

Policy of the club, which has been a variety bill, with budget at around \$2,000 weekly, will be changed to that of a big-name headliner soon, Krooth said. He could not be definite about the first show with a name policy. He said, however, that bookers had convinced him that it would all be settled if and when such a name is available.

Alan Gale Mocamba Paper Nixes 3d Show and at \$1,750

PHILADELPHIA, Jan. 12.—Booking of Alan Gale as headliner at the Mocamba in Miami Beach, Fla., opening Wednesday (9) has an unusual binder as it necessitates the club bringing in an outside attraction for the closing show of the evening. Contract calls for the comic to do only two shows nightly. Room's policy calls for three shows a night. Gale will do only the dinner and early supper stanzas, going into the room at \$1,750 per week for a four-week jaunt.

La Martinique, New York

Talent Policy: Floorshows 8:30, 12:30 and 2:30; continuous dancing. Owners-operators, Dario and Jimmy Vernon; publicity, Jack Tierman; productions, Dorothy Littlefield. Prices: \$3.50 minimum.

Danny Thomas, back here on an option pick-up at a higher price, should sell plenty of tickets if smoothness, shrewd delivery and the slickest showmanship seen here in a long time is any yardstick. Comic was in control right from the gong, a big welcoming mitt giving him an assist.

With the exception of his opening routine, a radio sponsor rib, Thomas showed little new. But the way he sold his old stuff he didn't need anything new. He's one of the few comics around who can take a standard gag and build it into a routine that just about kills 'em. Style isn't punchy. It's more of a sneak approach that comes from nowhere and hits right in the guts, getting yocks the joint hasn't heard since the curfew.

At times Thomas gets obvious and suddenly switches to subtleties. An example is his lecture on corn. It starts as a rib, becomes serious and just as the mob is beginning to sob at the tear-jerk schmaltz, he does a rapid switch and knocks them dead.

So far as his *Ode to a Walling Syrian* is concerned, it's still a classic. The fact that he takes verbal swings at Dario and Vernon made it that much better to a hep mob that caught 'em as fast as he could throw 'em. He works all kinds of bits into this routine, a couple of limericks, a talk on night club bookkeeping, a lecture on the down-trodden man. The tablecloth prop heightens the effect of the worm that turned who subsequently got stepped on. The hands he got on his walk-off could be heard in the street. Boy has improved so much that there is no comparison between the Thomas caught here a few years ago and the Thomas of today. He's a comic today, a great comic.

But if headliner does a wonderful job the same thing can't be said of the two supporting acts. It isn't their fault. It's just that they don't belong here. Ellsworth and Fairchild, an expert dance team, come up with a fruity idea. They put *Porgy and Bess* to terps and do about four numbers all of which tell a story and are connected. But as most of their routines depend on actual dancing with few lifts or spins, the intricate stuff is lost on a floor obviously too small for them. Put them on a platform in a class room or in a theater and they'd be a hit. Here they're just another dance team.

Boy singer, Tony Carl, a short, stocky dark-skinned Mexican Indian, has a good set of pipes. Routine, however, needs plenty of hyping. Opened with a slow Latin tune and was in trouble right away. Main reason seemed to be his habit of leaving the mike and leading the band, which confused things. Next was a fast Afro-Cuban number and finisher, another Latin song. A fast opener followed by a slowie and rhythm closer, and less band direction would help him. Boy comes back later in a spectacular

NIGHT CLUB REVIEWS

51 Hundred Club, Chicago

Talent Policy: Dancing and floorshows at 9:30, 12 and 2. Owners, Myron Massel and Henry Weiss; production, Duke Yellman. Prices: \$2.50, minimum.

While there's been a bit of budget-paring for this and succeeding shows, the quality of the bistro's revue has remained at a fairly high level. Spot has given up hunting for headliners and is giving its nabe payees a well-rounded variety bill, which, judging from mitching, seems an adequate substitute.

Comic Sid Gans gave his all to warm up a cold opening night group, but guy's foundation is shaky, in that he works with practically no set routine. Ad libbing is the mark of a real comic, but a turn made up of almost all of the cuff is pretty haphazard. Guy started out ribbing servicemen and kept it up the 25 minutes he worked, plus the times he took over between acts. Did best when singing specialty songs, which seemed to be the only set portion of his routine.

Chirper Jeanne Lowery needs lessons in grooming and more special material. Started out at a snail's pace doing poignant standards, which received only fair response. Last two numbers, especially the parody on *Old Man River* (*Old Man Ruben*), a tale of a frustrated frau, were well received. Gal, a bit on the chubby side, wore off-the-shoulder gown, with dirndl skirt, which ballooned her hips and made for sloppy appearance.

Thomas and Jence raise eyes to the stage immediately with their sharp costuming. Their dance numbers, definitely on the short but very sweet side, are well-paced. Pair save their best footwork for the wind-up when it counts most, and payees gave them warm hands.

Leroy Brothers are making their fourth p. a. at this bistro in four years, with this one giving them the stars' spot in the revue. Boys deserve the niche, for they've worked hard to present an unusual marionette turn—a job in which they've succeeded. Took top hand of this revue's cast.

Johnny Stoppel.

Cafe Society Uptown, New York

Talent Policy: Moorshows and dance music at 8:30, 12:30 and 2:30. Owner-operator, Barney Jacobson; publicity, Marvin Cohen. Prices: \$3.50, minimum.

Two new acts here don't give much life to the show. It needs speed and better pacing if it wants to register with the customers.

First on is Larry Winters, a good-looking Negro baritone with a semi-dramatic delivery. Poor routine had him in trouble almost from the start. Boy opened with *Go Down Moses*, followed with an old Irish ballad and finished with *Around the Bend of the Road*. Every number was a dirge which was bad enough but the non-melodic content gave him no room to sell. This was apparent by the buzz-buzz of patrons. Winters must have something with sock vocal appeal that will make them sit quiet and listen. Tone poems may go great in concert halls. They don't belong in cafes unless and until the singer has first sold himself.

Imogene Coca once showed lots of promise. Her piping voice, panto, coyness and other bits used to sell with lots to spare. But in the years this reviewer has caught her, she has shown little progress. One doesn't stand still in showbiz. He either moves up or goes back. If Miss Coca wants to move up she has to get some more material. Her old stuff is threadbare. Gal opened with a new (to this reviewer) routine, a strip satire which involved the removal of two big overcoats. But after the opener the rest was all old stuff, none of it measuring up to the opener.

Susan Reed, first caught some months ago at Cafe Society Downtown, seems to have lost some of her youthful charm and naivete which made her so fresh. It wasn't until she gave with *Molly Malone* and *Miss Bailey* that she showed the ability that made her a commercial bet.

Ed Hall's ork cuts the show capably. Bill Smith.

Mocamba, Miami Beach

Talent Policy: Dance bands and floorshows at 9 and 12. Management: Owner-operator, Jack Friedlander; general manager, Del Rockwell; publicity, Les Simmonds. Prices from \$3.

This remodeled spot unlatched the doors Wednesday (9) after a remodeling process due to dropping of recent ice show. New revue, *Tropical Nights*, is produced by Theodor Adolphus and runs ninety-five minutes. With the return of several Miami favorites and Del Rockwell managing, prospects are bright for heavy biz to continue.

Mocamba Queens, chorus line of six fairs in glamorous attire, start things off with a bang. The lassies do only two numbers but click.

Copsy and Ayres, terp artists, do a weird dance offering worship to the Fire God, using contortion twists effectively. Their second number, *Wedding of the Honeysuckle*, earns good returns.

Kay Vernon, a canary who can double for Ann Harding, of the films, opens with *You Can't Have Everything* in a deep, throaty voice. Then chirps *That's for Me* and closes with a favorite oldster, *Sunny Side of the Street*. For encore uses *Temptation*.

Miquelito Valdes, Latin singer, chock-full of personality and a good voice, wows the folks. His *Bim, Bam, Boom* in native tongue breaks the ice and he follows with *Good, Good, Good* in English. *Acumba*, in Spanish, gains insistent applause. His *Babaloo* is a bang finish.

Alan Gale hits the spot with a Jewish dialect story about his draft board and follows with an airplane bit that puts the customers in good humor. Has a Boyer imitation and a Scotch golf routine that keep the laughs coming. When a comic can work 45 minutes and have them yelling for more, as Gale did, his success is assured.

Maximilian Bergerer ork plays the show and American dances, while Machita ork does the rumbas and accompanies Valdes. Both do much to make the present Mocamba offering a good show.

Larry Berliner.

Chez Paree, Chicago

Talent Policy: Dancing and floorshows at 8:30, 11:30 and 1:30. Owners, Joe Jacobson and Mike Fritzel; production, Olive Bernard; publicity, Bob Curley. Prices: \$3.00-50, minimum.

Because of a billing squabble here between Henny Youngman and Frances Faye, current revue here lacks much of the punch a star-studded line-up like this one should possess. Ops here have sated their pair of principals by linciding Youngman one week, while La Faye draws the biggest letters the next. Because of the rivalry, Youngman is not working in the closing slot with La Faye, as La Faye and Lenny Kent did during her last p. a. here during the 1945 summer months at the Rio Cabana. She's attempting to do the same bit of buffonery. And it was terrific when she and Kent co-operated with ork leader Gay Claridge, but he's stiff and doesn't make with the lines or actions, so bit is pretty much of a mess when compared with routine she did at the Rio. At show caught, La Faye opened with *Gotta Be This or That*, followed by a piano version of *Tico, Tico*. Really warmed up hearers with her own *Things Are Gonna Be Different*, and closed her solo portion solidly with *Bei Mir Bist Du Schoen*. Would have scored even harder by opening with something more unusual than *Got To Be This or That*. Walked off to heavy mitt, even tho her bit with Cla- (See CHEZ PAREE on opposite page)



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Casa Manana, Boston

Talent Policy: Floorshows nightly and Sunday at 8 and 11:30 p.m. Owner-operator, Jerry Capodilupo; publicity, Bob Court. Prices: \$1.50, minimum weekdays; after 9 p.m., Saturdays, holidays and holiday eves, \$2 per person.

The new show at the Latin-American spot is a good one on all counts but misses slightly since the LA flavor has been by-passed. Show is tabbed *A Trip Around the World* and spotlights Dick Richards and the Adair Dancers. Show is also notable for the Five Balladiers, a new act that clicked so solidly in the New Year's added acts line-up that op Capodilupo inked them for an extended stay.

Opener is a fast air-hostess dance routine by the Helene Martin Dancers. Dick Richards and the Adair Dancers then take over with a ballroom type of novelty dancing, featuring effortless lifts by the able, dead-punned Richards.

Billy Payne, singing emcee, steps up the show further with his effective tenoring of *If You Were the Only Girl in the World*, with results that rated a sturdy hand from the cash customers.

The Five Balladiers, youngsters starting out in show business, provide some fine harmony with *It's Wonderful, Can't Get Started*, *Tumpeco* and a novelty number of the special material variety.

Adair Dancers return with a Clyde Beatty eat routine which moves fast and is studded with fancy losses and balance stunts. Helene Martin Dancers wind up the show with some neat ensemble work backed up by the Balladiers.

Barbara Pearson.

Bal Tabarin, San Francisco

Talent Policy: Dance band and floorshows at 9 and 12. Owners-operators, Tom Gerun and Frank Martinelli; publicity, Edith Campbell. Prices: From \$3; minimum, \$2.

With the exception of the Stuart Morgan Dancers, show doesn't click too well. The Radio Aces (Joe-Lou Stoner) headline, but the lads missed the train due, perhaps, to their following too closely on heels of George and Gene Bernard, who convulsed Bal patrons for 12 weeks. Comedy dated. Reception cold.

Frank Paris and one-man puppet show got good hand. His "Skater" and "Man on Bicycle" done cleverly, and fast. Paris danced with puppets. Stuart Morgan Dancers, three huskies and a slight fem, are definitely the hit. Disregarding anatomical structure, the trio toss their lighter partner 'round and 'round for as thrilling an act as seen here for some time. Eye-popping finale brings house down.

Low Haven and crew (10) cut good show and sold dance. Helene Hughes' house line, now in their sixth year, open and close.

Edward Murphy.

CHEZ PAREE

(Continued from opposite page)
ridge didn't sock like her previous visits.

Youngman, in next to closing spot, too, starts off slowly with some over-used gags, but gets the ball rolling rapidly with his machine-gun delivery. Even though he tells some chestnuts, guy bats them out so fast that crowd is still laughing when he's five jokes past the new story that pulled the yocks, so the law of percentages gets an assist here. Plenty of his better stories rated mits. For encore, Youngman choose a series of short panto-impresches, which both Buddy and Jerry Lester have done often hereabouts. Should substitute some sock new gags in this important beg-off spot.

Tommy Dix, who's been seen locally pretty frequently during the past year, never wears out his welcome, for he's always got a new song or two and his old faithful, *Buckle Down, Winsocci*, to please listeners. The little guy with the virile voice immediately draws all ears and really struck home with his rendition of *Roger Young* which should become the same sort of trade-murk for him that *Winsocci* has become.

Fred and Sally Hartnell lead-off the show with some sprightly dancing that takes them all over the floor. Action and movement are important here, for stage has only small elevation, and to sell terping, dancers must work all over to gain payees' notice. Assisted by some good arrangements on rhythm tunes, pair danced its way to a nice mitt, which is unusual for opening acts here.

House ork leader Gay Claridge has completely changed the style of his ork to that of a Hal Kemp styled crew, with a pinch of jump for those that like it hotter. Band's balance is much better, and chirper Vivian Marton, who's also spotted as production singer, helps out

VAUDEVILLE REVIEWS

Loew's State, New York

(Reviewed Thursday Night, January 10)

A combination of corn, some hot music, a good novelty, fair singing and something that is pitifully labeled comedy gives the house a show that takes about 80 minutes to run and by that time nobody cares any more.

Hit of the bill is the old Smith and Dale combo. Their *Dr. Kronicheit* routine is too familiar to need description but it still pulls those juicy yocks that spell money from bookers. Team carries William Royal and Joe Cumieff who do some pleasant two-voiced harmony after Smith and Dale run off. Comes come back after a breather, and Smith makes with a bow to Gus Edwards and all four make like a barbershop quartet giving out with *School Days* and *By the Light of the Silvery Moon*. Won a big mitt and forced to beg off.

The Joe Marsala outfit with Adele Girard, harpist, splitting billing, opens with a fast jump number and keeps on pounding away. Stuff all consisted of jump school which makes for swell dancing but poor looking and listening. Crowd here isn't hep and trick effects tending to show musicianship were lost. To increase stage effect, Marsala needs more commercial pops. Miss Girard's harp solo of *Romance* was skillful and got a good hand.

Frank Jenks, pic name, gets a terrific intro by an offstage voice and never lives up to it. As an emcee he was in the way. In his own spot he peddled things like "She has a heart of gold and teeth to match" and "He shot his parents so he could go to the orphan's picnic." Some day bookers will come out of their moth balls and discover that names must have something more than a rep to keep customers coming in. Jenks just doesn't have an act and it was soon obvious he was no comic. Did a little better with Kitty Kallen who straights for him but not well enough to overcome total effect.

Kitty Kallen, luscious brunet canary (ex-Harry James, Jimmy Dorsey) gorgeously costumed, tees off with a lengthy *Begin the Beguine*. Followed with a pitch about her ex-bosses and the recordings she did with them and tried selling a medley. Voice is okay tho it tends to skid on high notes, possibly due to tiredness. Won best effect with *House We Live In* and walked off to a fine mitt.

Poggy Taylor Trio open with their standard adagio and afro stuff, with Miss Taylor getting the wolf calls right away. Gal, a jet-haired looker, wearing abbreviated costume and working bare footed, achieves good effect alongside her two male partners, both good-looking blonds who wear Mexican pants and boleros covering their bare chests. Boys are strictly bottom workers tossing gal around to each other. Big hand for fem's one-legged air stand out of which she segues into deep back and forward bends, splits and drops.

Pic, *Love Letters*. Biz good.

Bill Smith.

plenty, too. Production numbers are better than average, but Strobe lighting, which has been getting plenty of play lately, is used in both and loses plenty of its punch.

Johnny Sippel.

Olympia, Miami

(Reviewed Wednesday Afternoon, Jan. 9)

Manager Al Weiss Jr., comes up with a well balanced variety show this week, and an acro act in the closing spot stops show. Walter (Dure) Wahl and company, as usual not named, come on in the live spot, and do a whale of a job.

Marc Ballero is the emcee. Marc's characterizations, he runs the gamut of movie and radio stars, are well done and he earns a big hand. Some of his gags are old enough to rest but the folks laugh, which is what counts.

Marcy McGuire, a whacky kid full of pep, chirps bits from pics she appeared in. *I'll Buy That Dream* and *Chickery Chick* best liked. Marcy bogs off.

Walter and Jean Brown offer some familiar ballroom terp for good results. Do a fast number to rumba music for their encore.

Al Robinson and Alkali Ike, doubling from a local nite spot, shows A' ranking among the best ventriloquists seen in a long time. A life-like dummy is Ike. Does *Ride, Tenderfoot, Ride*, also *Wagon Wheels* in good voice for a sock finish.

Pic is *Stork Club*. Biz heavier as tourists arrive in town.

Larry Berliner.

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Ads Must For Dough Lounges

Lights Neath Bushel N. S. H.

Like newspaper nitery pages for space buying and use it to sell names

By Johnny Sippel

CHICAGO, Jan. 12.—Cocktail lounge ops who are out to get the most from the money they put into buying units and singles for back-bar entertainment, are finding that a bit of advertising to promote the entertainers in their spots is paying a good dividend, a nationwide survey conducted by *The Billboard* disclosed. This story is the second of a series on the operators' side of the business, which will appear in future issues.

The initial story, revealing the lounge ops' opinions and their biz, appeared in *The Billboard 1946 Music Year Book*. In this story, ops were surveyed as to the outlook for 1946 biz, and they replied almost unanimously that the coming 365 days should be lush ones for both ops and entertainers. The survey showed that ops are generally aiming to: (1) Up talent budgets; (2) expand into a semi-vaude policy and, (3) expand the size and capacity of their present holdings. Ops further opined, optimistically, that they see five good years ahead.

76 Per Cent Use Ads

Of the ops contacted, 76 per cent answered in the affirmative when asked if they used any type of advertising to promote entertainment. Of the remainder, 16 per cent stated that they did not use any paid promotion to stimulate clientele in their bistros, while 8 per cent did not answer either "yes" or "no."

The cocktail survey showed clearly that the ops who use advertising are the boys who own the larger spots and put out the bigger dough when it comes to bringing in cocktail entertainers. The average weekly talent budget of lounges utilizing advertising was \$545, as against \$310 for those which did not. Again, the lounges which advertise had an average capacity of 230, while those which did not do any paid tub-thumping for their entertainment, held an average of 140 patrons. The above figures indicate that the ops who have heavy dough invested in lounges and spend dough for entertainment, figure that the extra dollars spent for advertising pay off in keeping their business at volume and paying a better dividend. Ops who indicated that they favored advertising their lounges and entertainment were generally centered in the larger cities, where competition is sharper, while the smaller city ops, who don't have to buck a couple of lounges in the same block, steered away from advertising.

74% Use Newspaper Lineage

Of those ops who signified that they used advertising, 74 per cent said they used daily newspaper space to boost their lounge biz, with radio used by 47 per cent; outdoor billboards, 16 per cent; direct mail and window display, 10 per cent; throwaways, 5 per cent; car cards, 3 per cent, and table covers, 2 per cent. The above figures average above 100 per

21 Years To Go

NEW YORK, Jan. 14.—Harry and Jack Finkelstein, owners and ops of the yet-to-be opened Mardi Gras, have had at least two preem dates kicked out from under them. The new room sports a fancy neon sign and a big board fence around it. Partners were asked what goes with the opening. They replied, "So what if it's a couple of weeks late? What's our hurry? We got a 21-year lease."

cent because in most cases ops averred that they were using several advertising mediums.

Daily newspapers were voted the most successful medium by ops in the survey, with the dailies rating 61½ per cent of the nods to top radio, which was named as best promotion gimmick by 24 per cent. Of the remaining mediums, outdoor billboards and direct mail received 3¾ per cent; car cards, 2½ per cent, and throwaways and window displays, 1¼ per cent. Plenty of ops who used no form of advertising, answered the query concerning best promotion gimmick, pointing out that they found satisfied customers make good word-of-mouth advertising and bring in the largest number of customers.

Big City Ops Explain Radio

Ops who favored daily newspaper space for their lounges, offered a number of reasons for their choice. Ops favored newspapers because newspapers have had night-life sections for a long time and prospective customers make a habit of reading this medium. Newspapers give free publicity to bistros thru their night-life columns and, in smaller cities where radio stations were new, many ops said the newspaper had the widest influence. Ops in larger cities who voted for radio, said they favored air commercials because they struck the most probable customers thru the smaller local stations which design programs for certain listener groups in their cities and because radio advertising, they had found, is easiest to arrange and plan for. There was little or no comment made about the other mediums of bistro advertising.

As to the future of bistro and lounge advertising, ops are still in doubt and the bulk of them withheld comment, with only 18 per cent answering that they definitely are going to increase their advertising budgets. Bulk of the answers stated that the ops are waiting to see what the war's end will do to their operation. Of those who favored increases in advertising outlay for the future, 75 per cent indicated that they will put their faith in daily newspaper space, while the remainder pledged their mo to radio commercials.

Harry James Plans Summer Of Diamond Play on Coast

HOLLYWOOD, Jan. 12.—Harry James, who would rather swing a ball bat than a hot trumpet ditty, is planning to stay on the Coast next summer, and take a vacation. He will not work at all, according to reports, and has organized a baseball team for the forthcoming baseball season.

James has been hiring band boys and arrangers like mad, with the No. 1 qualification being their proficiency around second base rather than the sax section.

Dayton Jai-Lai Cafe Lounge Comes to Life With Kauihue

DAYTON, O., Jan. 14.—Ja-Lai Cafe, which threw all taxable entertainment out when the federal bite went into effect, has decided to switch the policy back to voices.

Spot has just brought Johnny Kauihue's (5) combo for what is claimed to be a stiff price. Outfit has plenty of voice besides music. Lounge will now add the 20 per cent tax to all tabs.

WM's Walter Hyde To New York Office

CHICAGO, Jan. 14.—Walter Hyde, who's headed the WM cocktail department for the past year, is leaving this territory January 28 to return to Gotham. Hyde told *The Billboard* that he is uncertain what his duties in New York will be, but he admitted that he would remain in the Morris office.

No successor has as yet been named to take over direction of the Midwest cocktail section for WM.

Review

Helsing's Vodvil Lounge, Chicago

Talent Policy: Intermision music and floortshows at 9:30, 11 and 2. Manager, Frank Helsing; production, Tweed Hogau. Prices: Drinks start at 50c.

This is headliner Paul Gray's third visit here within a year and he's working with an able cast. Gray, top fave at this North Side inbe lounge, comes in each time with plenty of new material, always a bit better presented. Guy is working more slowly and carefully, paying plenty of attention to his timing; and the result is that he's knocking payees out every minute he works. He's definitely ripe for bigger nteries and vaude spots.

Randy Brown, just out of the service, is back doing his familiar puddle-ball routine. Guy is smooth, handling two and three of the moppet's toys with ease and leaves customers chattering about his act after he leaves stand. Could brighten up the act still more if he'd work in additional patter.

Dorothy Davis, a fresh-looking and well-costumed chirper, recently returned from a couple years on USO with a lot more polished style of song-peddling. Has a strong singing voice. Attracted solid response and rated two encores from crowd. Does equally well with either romantic ballads or bouncy novelities.

Dick Drake, the Sad Siberian (the adjective doesn't describe the quality of his act), is making his second visit here in three months. Sad-pan works with balalaika doing a number of tunes ranging from longhair to jazz. Boy has improved his facial expressions and between number dialog plenty. Both his musical pluckings on the Russian uke and his comedy socked.

Best part of the show were the comedy bits developed by Drake and Gray since they started working together here. Fact that both guys took time to work out special routines especially for this show is a credit to them. More acts should try it.

Johnny Sippel.

D'Varga

(Reviewed at the Hollywood Palladium, Hollywood)

D'Varga, nee Johnny Anderson, has been around here with bands as a sideman for several years. He started his own combo several months ago, opening with the new monicker, too, at the Clover Club. Now at the Palladium he has the intermission band, and this 88-er does a good job. Aitho a serious pianist, D'Varga can make the eight octaves jump. He is spotted on show-off tunes like *Holiday for Strings* and *Tico Tico*, and the pianoogy draws 'em to the bandstand for a look-see.

Combo includes Gil Hintz, guitar; Tony DIMiscio, who sometimes plays tenor sax too loud and too close to the mike; Tappy Palmer, bass, and Eddie Spanier, whose drums would be better were he to slack down on the grandstanding and do more skin-beating. Outfit is strong in the vocal department, with curvaceous Carolyn Grey handling the swing vocals. Buddy Ladesch turns in good arrangements.

Outfit, generally, has wide appeal. Jump tunes get the ears of the youngsters who patronize the spot, and the D'Varga touch with soft rhythm accompaniment draws applause from the dining terrace.

Sam Abbott.

Off the Cuff

East:

TONY WOOD'S unit keeping time at Jack Downie's Old Mill Inn, Riverton, N. J. . . . FRANK ROBERTS' combo current at Hotel Adelphia, Philadelphia. . . . JIMMY GARDNER'S TRIO has been added at Chubby's Cafe, Collingswood, N. J. . . . ELMER SNOWDEN'S New Yorkers, with Little Van Osborn, have opened at Phil's Cocktail Bar, Philadelphia. . . . CHARLIE STONE brings his piano and songs to Nick's Town Tavern, Delair, N. J. . . . MITZ BROTHERS have been added at Sam's Musical Bar, Philadelphia. . . . TONY STARR'S TRIO have moved from Sam's Musical Bar to the Flamingo, Philadelphia. . . . BILL CARTER, piano and songs, is new at LaMaha's, Philadelphia. . . . MARVIN BARRETT is current at Dumond's, Philadelphia.

CHARLOTTE STETSER is at the Hammond at Beach Orchard Inn, Pleasantville, N. J., for songs and music. . . . CHARLIE JONES and unit have been added at Club Nomad, Atlantic City. . . . TOMMY CULLEN'S crazy combo now at the Copa Musical Bar, Philadelphia. . . . DINARDO featured for songs and piano at Neil Delghan's, Camden, N. J. . . . ST. LOUIS FOUR new at Hopkins Rathskeller, Philadelphia. . . . AL (STOMP) RUSSELL'S TRIO added at the Cove, Philadelphia. . . . TWO STRINGS AND A KEY, featuring Rubin Roundtree at the piano, current at the New Terminal musical bar, Atlantic City.

. . . NICK DEFRANCIS booked in at LaManina's Cocktail Lounge, Camden, N. J. . . . ELEANOR SHERRY and Her Swinghearts are on the stand at the Cliequot Club, Atlantic City.

Chicago:

RED HODGSON, the trumpeter who wrote *The Music Goes Round and Round*, and several other novelties, has been inked by Central Booking office, and is fronting a six-piece at the Kentucky Lounge, Chi. . . . CHARLEY CHANEY, the piano-comedian, has received an army discharge and is currently working the Silver Frolics. . . . JACK KURTZE, head of Frederick Bros.' cocktail department, will leave for his new West Coast job with the PB Hollywood office January 26. . . . CLEO BROWN, current at the Tailsplin. . . . JIMMY GRANATO AND HIS NEW YORKERS in their third month at the Circle Lounge. . . . PATRICIA LYNN opened January 15 at the Hollywood Supper Club, Rock Island, Ill. . . . SATAN AND BROCK, the white 88-ing duo, held over at the Eau Claire Hotel, Eau Claire, Wis. . . . WILSON JOHN FISHER going into his sixth week at the New Moorish Room of the Hotel Duluth, Duluth, Minn. . . . FRED MAYER currently at the Hotel Heidelberg, Baton Rouge, La. . . . OLLIE CRAWFORD and his Rhythm Rascals, the Negro unit which entertained Gen. Dwight Eisenhower and the Russian generals at their meeting in France, have just completed several weeks in vaudeville. . . . MORT POWELL currently at the Book Bar, Detroit. . . . ARNOLD THOMAS currently at the Park Manor. . . . TWO MACKS alternating with Cliff Real at the Skyrise. . . . THREE LOOSE SCREWS moved from the Hollywood, Akron, O., to the Gay '90's, Cleveland. . . . PHIL ALBRIGHT, Chi cocktail booker, bedded with the flu. . . . ESTELLE JOHNSTON at Rockhead's Paradise, Montreal. . . .

Here and There:

GARDINER BENEDICT, society ork working at the Turf Club, Galveston, Tex. . . . LYN LUCAS appearing at the Commodore Perry, Toledo. . . . FOUR BLAZES set at the Tailsplin, Chicago. . . . PAUL CLEMENT current at the Sheraton Hotel, Worcester, Mass. . . . LUCILLE CUNNINGHAM working at the Colony Club, Dallas. . . . DACITA appearing at the Beverly Hills Country Club, New Orleans. . . . IRV DAYE will stay at the Broadmoor Hotel, Colorado Springs, Colo., until September, 1946. . . . DIZZY GILLESPIE appearing at Billy Berg's, Hollywood. . . . HARDING AND MOSS working at the Copacabana, Miami. . . . EDGAR HAYES current at the Somerset House, Riverside, Calif.

MEADE LUX LEWIS can be heard at Lindsey's Sky Bar, Cleveland. . . . JOINNY MOORE'S THREE 'BLAZES' in at the Swing Club, Hollywood. . . .

JUNIOR BUCKWALTER TRIO is in its fourth week at the Music Box, Minneapolis. Jimmy Boone is on bass; Bill O'Bryan, guitar, and Buckwalter, vibes.

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Magic

By Maurice Cross

In the third issue of each month The Billboard's Magic column is conducted by a nationally known magic or mental personality to pinch-hit for Bill Sachs. This week's guest is Maurice Cross, a veteran of 52 years in showbiz, who played vaude for many years as Maurice Prince and now in night clubs under the billing of Count Maurici. He is current at the Seelbach Hotel, Louisville.

MY SUBJECT may well be labeled "Emsees and Magic." To prove myself eligible, especially to those who have no close acquaintance with me, I feel I should give some highlights of my career and experience from 1878 until now.

It started in a back room of my father's inn in Lubin, Poland, where, thru a curtained window, I watched a montebank and his girl assistant load and fix the gimmicks for his open-air magic performance in the market square. The only part the fem played in this was passing the tambourine among the on-lookers.

I saw him load the funnel, pull a thread from the end of one of the two ropes and tie it around the center. I saw him load the back of a battered tray with several kopeks; I saw him puncture a loaf of bread and push a cigarette into the hole, all this when I was only 7 and had never seen a magic performance. However, I remembered my eldest brother telling me about the magician pumping water from a boy's ear at our local town hall.

It is hard to explain here just how I reacted to all this, but I do remember making double time to the market square to get a close view of this fakir. The scene changes here with the lapse of 60 years.

I find myself occasionally using the funnel and ropes in one of my floorshow routines in an American night club. It may be necessary to explain here that, altho I am classified as a comedy juggler, a magician seeing my work will recognize the evidence of a magical background. I combine the two arts.

Again we will shift the scene, this time back to London, about 1892. The panorama shows me hiking several miles (See MAGIC on page 67)

Showbiz Plans To Erase Gobs' Bum Fun Deal

(Continued from page 3)

will receive most of the entertainment set-up, and the navy will lose out again. In that case, Thompson believes, there should be a division of the joint services taking care of both army and the navy, and it should be seen to that the navy enlisted personnel gets a fair break.

Talent Wasted

Thompson's plan is to set up a system of getting entertainment to the navy outposts—by plane most of the time. By plane, he says, a group can get around to more than just a few posts in a short time. Part of the plan would be for the navy to use talent within its own ranks as well as professional talent, both paid and contributed. There is a lot of talent in the navy, he says, that is going to waste. For example, he, as a top comedian who makes the Old-Timer, Horatio K. Boomer. Mr. Wimple and other characters famous on the Fibber show, was made a physical instructor when he first got his blue uniform.

Thompson is going to suggest his plan to a navy commander in Washington. This commander, whose name must be withheld now, will, in turn, relay the plan to navy higher-ups. To support the plan and get into operation, Thompson also expects to get the support of some Hollywood stars when he goes back to the West Coast for his reappearance on the Fibber show. If his plans go thru, the navy enlisted boys will get a fair break for a change. Members of the navy who are given the job of entertaining their fellows will be trained as a future supply for the civilian show world. And those members of showbiz who don't believe that just because the war is over they should forget about the boys overseas, will have another chance to better the good reputation show business made during the war for entertaining some branches of the armed forces, this they will do by including navy enlisted personnel in a fair way.

Burlesque Notes

By Uno

MIDWEST AND HIRST circuit reps met last week at the Barlum Hotel, Detroit, to discuss strengthening of show casts for the coming year. Stating the Hirst case were J. J. Hornick and Phil Rosenberg, while Milt Schuster, Frances Abrams, Gurston Allen and Art Clamage held down the Midwest side. . . . DOROTHY POPP has joined the Milt Schuster Booking Office, Chicago, as Frances Abrams's assistant. . . . CHARLEY FOX, who recently added the Alvin Theater, Minneapolis, to his Empress, Milwaukee, holdings, reports biz is good in the Northern city. . . . N. S. BARGER and Frau have just returned from a vacation in Hollywood, Fla. . . . BENNY MOORE, Billy Wallace, Conny Ryan, Mickey Jones, Peggy Bond, Cherie and Baby Dumping comprise the cast for the revue which opened the Midwest Circuit at the Palace, Buffalo, January 11. . . . DEWEY MICHAELS, of the Palace, Buffalo, and Lou Appleby, of the Casino, Toronto, missed the meeting of Hirst and Midwest circuit reps last week when their plane was grounded in Buffalo. . . . MILT SCHUSTER now booking four independent burly houses in the Midwest: The Avenue, Detroit; Fox, Indianapolis; Empress, Milwaukee, and Alvin, Minneapolis. . . . INNES AND ANDRE now in their 12th week in stock at the Riato, Chicago. . . . LYNN VANYA draws the feature spot at the National, Detroit, January 18. . . . LOUISE LEMARR has just closed the feature spot on the Rosen and Binder show on the Midwest Circuit at the Grand, St. Louis. . . . JO JO JORDAN and Nudine are currently playing night clubs around Chicago. . . . PETTI DAYNE currently holds the feature spot at the Avenue, Detroit. . . . KENNY BRENNAN and MARIAN LAMARR alternating in stock between the Alvin, Minneapolis, and the Empress, Milwaukee. . . . WYNETTE made her Chicago debut January 4 at the Riato and drew a holdover. . . . ROMAYNE now featured at the Fox, Indianapolis.

Hollywood's Film Cleffers Squawk on Short Picture Dough

(Continued from page 3)

houses on a class and per-seat basis for over-all use of music, while in England, the BPRS collects from every theater every time a tune is played.

Beef, according to trade hepsters, may lead to the formation of a new association. Some say it's gone so far as to have a name already selected, Motion Picture Composers' Association, designed to protect and further the interests of film tunesters exclusively. Such celluloid scorers as Charles Wolcott (Disney scores); Miklos Rossa, who did the music for *Spellbound*; David Raks on *Laura*; Alexander Loslow, Ray Heindorf, Charles Previn (now at Radio City Music Hall); Alexander Tansman and Franz Waxman (*Saratoga Trunk* score), are said to be active in the movement to get better performance dough right out of the pic houses for music which gets plenty of screen play, but never makes the air-planes.

May Bolt ASCAP for BMI

Another ramifications of the situation is the possibility that in their search for extra bucks, these top writers, all acknowledged to be powerful tunesmiths and all ASCAP members, will bolt ASCAP and set up music companies of their own under BMI auspices. It is an open trade secret that the radio-controlled licensing org would be more than receptive to overtures from cleffers of the standing of Young, Mercedith, etc.

BMI, as a matter of fact, has been actively attempting to set up deals with radio station and network musical directors for some time. Pic arrangers, composers and musical directors, in the opinion of many in the biz, control even more plug power than the radio guys. ASCAP, it appears, has its hands tied, since there doesn't seem to be any way they could make the filmusic men happy without a drastic change in its collection structure.

On the other hand, the senior licensing agency certainly is going to do everything it can to straighten out the situation, since the men involved are important to the ASCAP catalog right now, and hold promise of being key factors to any agency's catalog when television really booms. It is conceded that they, above all other writers, will be in a position to do top-notch tale scoring, due to their long experience with films.

26G MONTHLY NUT

(Continued from page 20)

Band With Tex Bencke. The ork, made up exclusively of ex-servicemen who served with Miller either in the army air forces overseas band or who played with the band prior to the war, has been augmented by 12 strings and a French horn. The strings, nine violins, two violas and a cello, will be used to sweeten the saxes. Band will feature Bobby Nichols, trumpet; Murray Kane, comedian and vocalist; Artie Malvin and Lillian Lane, singing with the Crew Chiefs, a quartet. Bencke will also do vocals. A fem warbler, probably an ex-service girl, may be added later.

NEW YORK, Jan. 12.—Addison Collins is a Millerite who really got a start in the army. He entered the service directly from school and landed with the Glenn Miller Ork, Collins, who plays the French horn, was with the unit for two and one-half years. Last week he went to Local 802, AFM, to take out a union card.

Haynes, in his handling of the band, has already nixed attempts to cash in on mauldin sentiment occasioned by the death of the late maestro. Specific instance occurred in Providence, where a theater manager planned a series of display pix of Miller with black crepe but dropped idea when Haynes squawked.

Stem Biz Drops After Holidays But Still Better Than Average

NEW YORK, Jan. 14.—With the holiday biz over and prices back to regular scales, takes naturally dropped, but Stem biz is still good, with tallies better than average.

Radio City Music Hall (6,200 seats; weekly average, \$100,000) counted \$138,500 for its fourth week with the Briants, Sharkey and *Bells of St. Mary's* against previous frame of \$160,000. Opened with \$138,000, followed by \$145,000.

Roxy (8,000 seats; average, \$75,000) showed a solid \$95,000 for its second stanza with the De Marcos, Paul Winchell, Paul Remos and *Leave Her to Heaven* after a holiday preem of \$134,000.

Paramount (3,664 seats; average, \$75,000) moved down to normal with \$68,000 for its third inning for Woody Herman, Buddy Lester and *Stork Club* compared with previous \$123,000 and opener of \$90,000.

Capitol (3,827 seats; average, \$60,000) saw \$78,000 for its third week with Tommy Dorsey, George Prentice, Slate Brothers and *They Were Expendable*. Previous week was \$99,600 and preem saw \$91,000.

Strand (2,770 seats; average, \$45,000) back to better than average \$60,000 for

second week after tee-off of \$82,000. Bill has Lionel Hampton, Pops and Louie and *San Antonio*.

Loew's State (3,800 seats; average, \$25,000) collected \$31,000 for its second week of a deucer, first being \$46,000. Bill had Milt Britton, Hall and Jordan, Nora Martin and *Week End at the Waldorf*. New bill (reviewed this issue) has Smith and Dale, Frank Jenks, Joe Marsala, Kitty Kallen and *Love Letters*.

Jordan Fat \$38,700 Six Days in Philly

PHILADELPHIA, Jan. 12.—A better-than-average take was reported for the Earle Theater (seating, 3,000; prices, 45 cents to 95 cents) for week ended Thursday (10).

Feature attraction, Louis Jordan, is a heavy fave here, which accounts for the \$38,700 which reached the box office during the six days of his run.

In addition to Jordan, show included Gaudsmith Brothers, Sondra Barrett and Johnny Woods. *My Name Is Julia Ross* filled the screen.

Apollon and Lowery Do 48G Second Week, Golden Gate

SAN FRANCISCO, Jan. 12.—With a holdover vaud-film show, Golden Gate (2,850 seats; prices, 45 to 95 cents; average, \$32,000) grossed a fat \$48,000, second best in house's history, exceeded only by the previous week's tremendous \$60,000, for week ended Tuesday (8). Stageshow had Dave Apollon, Fred Lowery, Dorothy Rae, Bob Dupont, and Franks and Janice. Pic was *Bells of St. Mary's*.

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Tab for 15 Years Okay

Plays run longer, get more tie buyers—road also getting better b-o.

NEW YORK, Jan. 14.—Producers who cry in their cups about the good old days had better ring out the towels. Biz today is nearly as good, if not better in some segs of the theater. Average attendance on the Main Stem for legit reached a 15-year high during the 1944-'45 season according to a check made thru the New York Theater Program Corp., which supplies playbills to all New York theaters. Attendance is only off 500,000 from the season

1930-'31, high-water mark of the 15-year attendance chart. And the graybeards should sit up and take notice that the average attendance is double that of 15 years ago. This means that the theatergoers do not have as many theaters to go to, they are spending more dough to see the hits in the smaller number of houses available. Another bit of info to hearten legiters is that the average number of performances per show is double that of the 1930 season. This factor means more dough in the pockets of thespians, stagehands, flacks and all people who earn a living in legit. A show with a long run provides far and away more profit for legit-tollers.

The statistics on programs are not to be considered actual attendance computations, they closely approximate attendance over a long period, for the percentage of waste playbills allowed for each season is the same. However, playbill during the war years only gave one program to two customers to save paper.

It Was the War

Undoubtedly, the war with its resultant prosperity had a great deal to do with the amazing comeback of legit. From the conflict's start in late 1941 to its conclusion in 1945, attendance skyrocketed about 3,000,000, average attendance hiked 25,000.

Almost consistently thruout the past 15 years, as the number of shows decreased, average attendance at each production increased, indicating that legit now more closely approximated public entertainment taste. This season legit lost the Ambassador, Winter Garden to pix and the 44th Street Theater to *The New York Times* and will lose the Alvin next year. However, these losses are compensated somewhat by the Hammerstein and the old John Golden. It was recently acquired by William Fitelson. House is on 58th Street between Seventh Avenue and Broadway. They will revert back to the biz.

Road, Too, on Upbeat

In line with legit's comeback on Broadway the road has now become a new land of plenty for producers. According to Gus Pitou, of United Booking Office, biz is plenty good this season. A legit producer at one of Broadways leading orgs claims that attendance has jumped 50 per cent in the hinterlands in the last two years.

Broadway has come back, the road is coming back. All that remains according to the few business men left in the theater is for legit to consolidate and move ahead in the next few years to make sure by real flackery and promotion that the audiences recaptured since the war are not lost.

CHICAGO, Jan. 12.—*Brazil in Spring*, Milton Berle musical comedy, folded here this week with a reported loss to the backers of \$360,000. Walter Batchelor, Fred Allen's personal manager, and Monte Proser are reported to have lost a healthy chunk of their own dough on the turkey.

Legit Tab for 1930-1945

Season	Attendance	Number of Productions	Theaters Used	Average Run (Performances)	Average Attendance
1930-'31	12,000,300	226	64	60	53,038
1931-'32	9,000,000	225	63	60	40,000
1932-'33	8,000,000	213	57	59	37,735
1933-'34	8,000,000	151	50	55	51,948
1934-'35	9,000,000	180	49	60	47,019
1935-'36	9,000,000	138	46	80	65,217
1936-'37	8,651,000	125	45	81	69,208
1937-'38	8,551,000	110	39	85	77,764
1938-'39	8,486,000	110	35	81	77,136
1939-'40	8,771,300	97	30	80	90,426
1940-'41	8,300,000	81	37	93	98,802
1941-'42	8,500,000	76	37	103	111,818
1942-'43	9,520,000	84	40	104	113,333
1943-'44	10,444,000	95	40	100	109,937
1944-'45	11,500,000	83	38	111	135,294

Dowling's "Pharmacy" Still Beset by Ailing Hopkins

CHICAGO, Jan. 12.—Talk that Miriam Hopkins, star in Eddie Dowling's *St. Lazarus's Pharmacy*, now at the Studebaker Theater here was deliberately keeping out of the production this week because of a personal feud with Louis Singer, coproducer, appeared scotched when La Hopkins was hospitalized by the flu. Show failed to go on boards Monday and Tuesday (7-8) because of Hopkins's illness.

Rumor had it that Joy Lafleur, understudy for the part, was sent back to Montreal because of a disagreement with the management, but inside story is that Joy didn't come to Chi at all with the cast because of her imminent divorce.

A long-distance call to Montreal hustled the petite French-Canadian to Chi Wednesday (9), at which time the show went back on. Biz was only fair, how-

ever, with the main drawing card away. Hopkins was skedded to return Saturday night, however, and officials predicted an immediate uppage in the b. o.

Another shake-up in the cast threw leading man Herbert Bergof out of the show completely and installed Guy Mauffette as Jean Jr. and Jean Pierre Masson as Jean Sr., both of which roles Bergof formerly played. Reason given for this is that biggies wanted an all French-Canadian cast with exception of Hopkins. Both the replacements played minor roles in the show, but drew favorable press notices from the crit.

Show execs attempted to minimize reported tiff between Hopkins and Producer Singer in which it was reported that fem star wanted more sympathetic role and Singer wanted a harsher one.

LNyT Puts Heat On ATAM Mgrs. To Add Members

NEW YORK, Jan. 14.—Due to pressure from the League of New York Theaters, the managers' section of the Association of Theatrical Agents and Managers is considering opening the gates to a few new members. League put the heat on because it believes the trade needs new blood. They want the ATAM to take in some new dues payers from allied fields—newspaper, management, etc.—if vouched for by League board of governors. Managers' exec board goes into the matter today.

However, a group within the ATAM wants to get newcomers from the ranks of the treasurers and ticket takers, Morrie Seamon's outfit. They feel that treasurers, who are an allied union and have a few members who belong to both orgs, are naturals if the ATAM wants new blood. Flacks section of the ATAM already has an apprenticeship plan. In the old agreement between managers and the League, five new members were allowed inside the portals each year.

Lee Shubert Sued By Kaufman Estate

NEW YORK, Jan. 12.—An accounting action was filed this week against Lee Shubert and Select Theaters Corporation in New York Supreme Court by Louis Lottio, executor of the estate of the late Harry Kaufman. Complaint charges that prior to his death, Kaufman and the Shuberts were engaged in numerous theatrical enterprises and demands an accounting from the defendants of all moneys received and dispensed by the defendants and any other companies under their control.

Demand was made before for an accounting and, it is alleged, the defendants refused. The executor also seeks to dissolve and terminate contracts that Kaufman had with the Shuberts.

Jean Arthur Illness Halts 'Born Yesterday' in Philly

PHILADELPHIA, Jan. 12.—Jean Arthur's continued illness has caused the indefinite postponement of *Born Yesterday*, Garson Kanin's new comedy, scheduled to open at the Locust Theater here this week. Miss Arthur was stricken in Boston last week and an understudy played her role.

When it was discovered Miss Arthur could not resume here, Max Gordon, producer, decided to shelve the play until he could find a substitute for Miss Arthur. June Havoc, now in *Dunntigan's Daughter* in New York, and Judy Holiday have been mentioned.

It was also necessary to postpone the opening of *The Duchess Misbehaves*, which was slated to open the Shubert Theater here this week due to a delay in the arrival of the scenery.

"On the Town" Gets on N. Y. Docket as Publisher Sues

NEW YORK, Jan. 12.—Paul Feigay and Oliver Smith, producers of the musical *On the Town*, are charged with infringing the song *Happy Birthday to You*, in a suit filed in the New York Federal Court yesterday by the Clayton F. Summy Company, copyright owners of the tune. Company charges that the producers have given public performance for profit without permission. An injunction and damages are sought.

Mexico City Legit House To Open With 'Madame Bovary'

MEXICO CITY, Jan. 14.—Fabregas, one of the oldest legit theaters in Mexico, has really gone high-hat. Francisco Fuentes has leased the theater for two years and will open with Andrea Palma, stage star, in *Madame Bovary*. The Fabregas was named for Dona Virginia Fabregas, Mexico's Sarah Bernhardt, 55 years a trouper and still going strong.

BROADWAY OPENINGS

THE DESERT SONG

(Opened Tuesday, January 8, 1946)

CITY CENTER

A revival of the original musical production by Russell Lewis and Howard Young. Book and lyrics by Otto Harbach, Oscar Hammerstein II and Frank Mandel. Music by Sigmund Romberg. Ballet by Alda Broadbent. Scenery by Boris Aronson. Staged by Sterling Holloway. Company manager, Emmett Callahan. Stage director, Michael Jeffrey. Press representative, Helen Hoerle.

Minda.....	Edward Welman
Sid El Kar.....	Richard Charles
Ahmed.....	Keith Gingles
Omar.....	Jack Saunders
Hass.....	Thayer Roberts
Pierre Birabeau.....	Walter Cassel
Benjamin Kidd.....	Jack Goode
Sentinel.....	William Bower
Captain Paul Fontaine.....	Wilton Clary
Sergeant Le Verne.....	Joseph Claudio
Sergeant De Boussac.....	Antonio Rovano
Azur.....	Clarissa
Edith.....	Tamara Page
Susan.....	Sherry O'Neil
Mardi.....	Barbara Bailey
Florette.....	Betina Orth
Yvonne.....	Marla Tawell
Margot Bonvalet.....	Dorothy Sandlin
General Birabeau.....	Lester Matthews
Clementina.....	Jean Barlet
Harem Guard.....	Richard Hughes
Al Ben Ali.....	George Burnson
Rogi.....	Louis DeMagna
Niff Runner.....	Paul Ruth

If someone, just one person, among the producers of *The Desert Song* had only stopped a moment to decide what they wanted the musical to be, the production could have had the sock necessary to make it box office. As it is, they have produced a City Center pot-boiler, which will bring neither happiness to music lovers nor real enjoyment to musical comedy audiences.

The singing leads have voices and use them, but neither Walter Cassel nor Dorothy Sandlin are given the setting necessary to sell their tonsils to the ducat buyers.

Several dance routines, especially the *See THE DESERT SONG on opp. page*

A JOY FOREVER

(Opened Monday, January 7, 1946)

BILTMORE THEATER

A new comedy by Vincent McConnor. Staged by Reginald Denham. Setting by Stewart Chaney. Company manager, Lee Holland. Stage manager, Lucian Laffin. Press representative, Fred Spooner. Produced by Belvins Davis and Archie Thomson.

Tina.....	Dorothy Sands
Frith.....	Charles Laffin
Benjamin Vinnicum.....	Guy Kibbee
Young Dan.....	William Nunn
Old Dan.....	Seth Arnold
Constance Sherman.....	Ottile Kruger
Harrison Eames.....	Loring Smith
Archer Barrington.....	Nicholas Joy
Wallace.....	Joe Johnson
Mrs. Tillery.....	Frieda Altman
Guard.....	Rollin Bauer
Allora Eames.....	Natalie Schafer
Model.....	Charles Boaz Jr.
Delivery Man.....	Fred Knight
Assistant Delivery Man.....	Lucian Self
Mrs. Homer W. Danforth.....	Lois Bolton

If there ever was a play with 16 characters in search of an author, *A Joy Forever* is it. There are a number of etched characterizations in Vincent O'Connor's play, some beautifully drawn and some in which the acid has only eaten away the barest semblance of an impression, but complete or incomplete the characters are given nothing to do. Even the curtains come down on a puff of air so weak that it couldn't inflate a balloon, not alone an evening on Broadway. *Joy* doesn't stand a chance and it's a shame, for Guy Kibbee and Dorothy Sands are such nice people.

The empty evening is concerned with an artist who has retired from the world and painting because one of his canvases has brought the girl who posed for it nasty notoriety. After 30 years he is found living in a converted barn with the model, earning his living by doing a number of menial jobs—and liking it. Comes fame, comes a mess and the artist solves it in his own way by giving away the 325 paintings he has held all these *See A JOY FOREVER on opposite page*

Out-of-Town Openings

YOU TWINKLE ONLY ONCE

(Opened Monday, January 7, 1946)

WILBUR THEATER, BOSTON

A new play by Aben Kandel. Presented by Martin Blaine. Directed by Sanford Meisner. Setting by Albert Johnson. General manager, Jesse Long. Press representatives, James Proctor and Frank Goodman.

- Ben Munro..... Phillip Loeb
- Joe..... Tom Feal
- Kitty Doone..... Gladys George
- Plank McCall..... Glenn Anders
- Mrs. Doone..... Laura Pierpont
- Felix..... Francisco Salvacion
- Pomerantz..... John Nelson
- Mr. Reynolds..... James Todd
- Ruth Fenon..... Catheryn Gael
- Gene Morton..... Alexander Nicol
- Delcorte..... Lou Polan

You Tinkle Only Once is a pretty sad piece of business as it stands. Both the director and the playwright deserve dirty looks for permitting some of the glaring theater ineptitudes that go on behind the footlights. It's a miserable feeling to watch an excellent idea bog down beneath speeches that sound like sides from an old melodrama and direction that brings the assorted characters front and center to deliver their amazing wordage.

Hub Crux Tab

"*You Tinkle Only Once*" drew a zero rating. The Nocs included Helen Esker (Traveler), L. A. Soper (Monitor), Cyrus Burgin (Globe), Peggy Doyle (American), Leo Gaffney (Record), Elinor Hughes (Herald) and unsigned (Post).

The apparent intention of the playwright was to spotlight the ruthless ambition of a box-office movie headliner, Kitty Doone. Kitty, feeling that she is slipping, discovers that a part on which she had her heart set is being given to another actress younger than herself. The reason for this, Kitty discovers, when Mr. Reynolds, the great man at the studio, comes to tell her the news, is because the studio is grooming a new, young man for stardom. Kitty is too old.

After a frenzied conference between Kitty, Ben Munro, her business manager, and Plank McCall, her press agent, the new, young man headed for stardom enters searching for his car keys. Kitty then solves things by marrying the lad. True love enters, of course, and Delcorte, her agent, informs Kitty that Gene Morton is stealing the picture from under her nose. A visit from the studio head proves it, and Kitty is forced to make her choice—cut Morton's lines or fade as a box-office star. Yes, you've guessed it. She cuts Morton to shreds, all the time with a "bleeding" heart. At the final curtain Kitty is still a star but also a divorcee supposed to be carrying a large torch.

The play should have ended at curtain fall on the second scene of the third act. It didn't. It ends when her ex-husband arrives at her party looking healthy and amiable, and Kitty's plea that he return is spurned. It's an anti-climax to end all sympathy or hate for Kitty. She comes out a dull character surrounded by more of same.

On the whole the cast works hard. Gladys George occasionally kicks Kitty into reality. Glenn Anders, given cynical press agent sides, has the most believable field day. James Todd, as the studio big shot, is very good. His Reynolds is a realistic character. *You Tinkle Only Once* is inept playwrighting. The direction is uninspired. And somebody should tell the designer of Miss George's final gown exactly where a bustle should be located.
Barbara Pearson.

BY APPOINTMENT ONLY

(Opened Friday, January 11, 1946)

LOEW-LYRIC THEATER, BRIDGEPORT, CONN.

A play by Rene Russell. Directed by Harold Winston with settings by Edward Forrest. Presented by David Wolper.

- "Uncle Charlie" Stevens..... Taylor Holmes
- Lena..... Justine Wayne
- Nancy Myles..... Patricia Clark
- Sophia Myles..... Nancy Sheridan
- Dr. Grant Myles..... Walter N. Greanza
- Bonnie Myles..... Mary Ellen Glass
- Frederick..... Edwin Reading
- John Roberts..... John Gerstad
- Ralph Myles..... David Forrest
- Danny Boyle.....
- Ivan Alexis Daghelev..... Benny Baker
- Francis..... Daniel Cejo
- Mrs. Twiller..... Catherine Doucet
- Drake Colby..... Lowell Judson
- Mrs. Grayson..... Patricia Quinn O'Hara

BROADWAY SHOWLOG



Performances Thru Dec. 12

Dramas

	Opened	Perfs.
Anna Lucrezia (Manheld).....	8-30, '41	583
Will hit its 600th performance on January 23. Valerie Black and Charles Swain air-guested Monday (14) program over WIIN.		
Dear Ruth.....	12-13, '44	460
(Henry Miller's)		
Augusta Dabney, Rosemary Rice, Darkest Robinson and Anthony Carr, of the N. Y. company, participated on Sunday (13) in a two-city hookup over WOR with four members of the CHI company. Kay Coulter out on Wednesday (9). Mary K. Jones pinch-hit.		
Deep Are the Roots.....	3-26, '45	126
(Fulton)		
Dream Girl.....	12-14, '45	85
(Coronet)		
Wendell Corey air-guested with Adrienne Ames on Thursday (10) over WJIA. Helen Bennett to model in March of Dimes fashion show (24).		
Dunnigan's Daughter.....	12-26, '45	22
(Golden)		
Peter Daubrey has bought British rights to the play for London production soon.		
Glass Menagerie, The.....	3-31, '45	332
(Playhouse)		
Play chosen for benefit performance for National Foundation for Infantile Paralysis January 27 in Washington, D. C.		
Hamlet.....	12-13, '45	34
(Columbus Circle)		
Harvey.....	11-1, '44	518
(48th Street)		
Wednesday night (10) show visited by prominent Washington, D. C., attorney named Harvey Rabbitt. Brock Pemberton calls in from the road that the road company with Joe E. Brown grossed \$18,089 for a three-night stand in K. C.; \$6,017 on the last night. Lays off three days then to S. F.		
Home of the Brave.....	12-27, '45	20
(Belasco)		
Alan Baxter, ex-pio coaster, had busy week. Air-guested on Tuesday (8) with Adrienne Ames, Thursday (10) on "This Is New York" over WABC, Friday (11) with Joe Penney on WQXR. Will air-guest on the Theater Guild show (22). Eduard Franz air-guested with Elma Hunt over WEAF, Paterson, N. J., on Sunday (13). Arthur Laurents only non-nocde speaker at the League for Mental Health dinner. Vets and wives saw show on Wednesday (9), Thursday (10) in special parties.		
I Remember Mama.....	10-19, '44	520
(Music Box)		
William Pringle and Guy Sempal air-guested with Rita Diamond over WEVD on Sunday (13).		
Joy Forever, A.....	1-7, '46	8
(Biltmore)		
Opened on Monday (7) to icy reception from crux who gave it 100 per cent turn-down. Nichols (Times), Coleman (Mirror), Chapman (News), Vernon Rice (Post), Morehouse (Sun), Garland (Journal-American), Kronenberg (PM), Rascoe (World-Telegram), Barnes (Herald-Tribune) all said nix.		
Life With Father.....	11-8, '39	2,592
(Bijou)		

Mrs. Wilk.....Dobby Daro
Lella.....Eileen Herlick
Georgia.....Frances Henderson
Auctioneer.....Phillip Miller
Truckman (Mac).....Frank Richards
Second Truckman (Steve).....John Red Kellars
Mr. Twiller.....Edward Broadley

The locale of this new comedy is the summer home of Dr. Myles, prominent psychiatrist, in a New York City suburb, where he has invited four of his former patients for a week end in order to prove to his family that he is never wrong in either his diagnosis or his cures. Four unusual patients are a night club emcee with an inferiority complex, a society lad who had tried to poison his family, a woman who is an amnesia victim and a wacky Russian artist who paints souls. The doctor cannot resist the opportunity of exercising his professional interest into his own family, which consists of a doting wife; an adolescent son, whose dreams find him having nightly trysts with Eve in the Garden of Eden; a precocious kid, who is always telling naughty stories, and a daughter, who is in love. Mix this family with the four wacky patients and things start humming. Then there is the common sense brother-in-law, who finally straightens things out to everyone's satisfaction. Show starts off with a bang, but bogs down in second act, and not until the middle of the third act does

FOUR OPENINGS, ALL CRUX OK ONE

With the holiday headaches cured, the Main Stem settled down last week to normal.

Biz continued good all over, with three new additions and one revival at the Civic Center. Only one of the four, "Showboat," seemed to please all the pew squatters. Raves put it out with the biggies in b. o. Others were thumbed down by the majority, the return of Bobby Clark to 46th Street left possibilities of his opus with the betting open.

Flu still was taking its toll of legit lists from chorus tappers to top thespians. Understudies continued to strike it lucky in many shows. Several h.o. sellers gave notice of bowing out for a trouping season.

	Opened	Perfs.
Mermaids Singing, The.....	11-28, '45	52
(Empire)		
Closed on Saturday (12). Tuesday (8) Beatrice Pearson air-guested with Adrienne Ames. Also disked (8) with Jack Manning for Army Overseas Broadcasting Service.		
Rugged Path, The.....	11-10, '45	73
(Plymouth)		
Martha Sleeper to guest model on March of Dimes fashion show (24). Closes on Saturday (19).		
State of the Union.....	11-14, '45	69
(Hudson)		
Strange Fruit.....	11-29, '45	52
(Royale)		
Seven-year-old Betty Lou Keim screen tested by Gregory Ratoff on Tuesday (8) for 20th Century-Fox. Lillian Smith opened Harlem branch of March of Dimes on Tuesday (15), also air-guested on WNEW program, "Unusual People." Jane White and Melchor Ferrer guested on March of Dimes on Thursday (17).		
Voice of the Turtle, The.....	12-3, '43	745
(Morosco)		
John Beal debbed in Elliott Nugent role on Monday (7). Alfred de Lagro Jr. to Chi to supervise company there, which started on Saturday (12) from Columbus, O., on a nationwide tour; Geraldine Jones replacing Vivian Vance, out due to illness. John Van Druten to Boston to take a gander at the Hub company. Vicki Cummings air-guested with Alice Lloyd over WNYC on Thursday (10) and with Tim Healy over WMCA on Friday (11).		
Would-Be Gentleman.....	1-9, '46	5
(Booth)		
Debbed at the Booth to mixed crux reaction. Netted four okays to five noes, giving it a 41 per cent reception. Bobby Clark netted 100 per cent yes, but Molere script got a postlar from all crux. Yes: Chapman (News), Coleman (Mirror), Barnes (Herald-Tribune), Vernon Rice (Post). No: Nichols (Times), Kronenberg (PM), Morehouse (Sun), Garland (Journal-American), Rascoe (World-Telegram).		

Musicals

Are You With It?.....	11-10, '45	74
(Century)		
Kathryn Lee back in her old spot as top fun taper, replacing Jane Deering, who originally replaced her. Miss Deering skedded to quit "Billion Dollar Baby" on Saturday (19), out 10 into rehearsal with "Three to Get Days Ahead" due to illness. She goes ready.		
Billion Dollar Baby.....	12-21, '45	27
(Alvin)		
Bloomer Girl.....	10-5, '44	534
(Shubert)		
Terpist Jean Faust replacing Theresa Gushurst, who's altar-bound.		
Carousel.....	4-19, '45	314
(Majestic)		
Elle Aston went in for Jean Castle Monday (14). Jean leaving for blessed event. Iva Withers, Canadian-born thesp, got her final citizenship papers Friday (11). That painstakingly carved codlion blossom which Jan Clayton received on opening night of "Showboat"		

	Opened	Perfs.
was a gift from Peter Birch, who carves them for a hobby. Christine Johnson back after four days' sickness.		
Day Before Spring, The.....	11-23, '45	60
(National)		
Robert Field, understudy to Bill Johnson, air-guested on Sunday (13) on "Understudy." WNEW show.		
Follow the Girls.....	4-8, '44	738
(Broadhurst)		
Oklahoma!.....	3-31, '43	1,221
(St. James)		
Hit its 1,200th performance Saturday (12). Betty Jane Watson out with flu Thursday (10), but returned Friday. Virginia Oswald went on for her. John Dubert out for a week sick, back Friday (11). Peter Birch, doubling from "Carousel," pinch-hit for him. Alicia Graves goes in for June Graham January 28.		
On the Town.....	12-28, '44	438
(Martin Beck)		
Closes February 2 after 462 performances. Road tour skedded.		
Polonaise.....	10-6, '45	113
(Aediphi)		
Closes February 12.		
Red Mill, The.....	10-16, '45	103
(16th St. Theater)		
Decca disk album of show tunes went on sale Thursday (10). On Wednesday (9) show hit 100th performance. June Dillo air-guested over WOR on Saturday (12).		
Showboat.....	1-5, '46	9
(Ziegfeld)		
Bowled in to 100 per cent crux raves. Kronenberg (PM), Chapman (News), Coleman (Mirror), Barnes (Herald-Tribune), Nichols (Times), Rascoe (World-Telegram), Morehouse (Sun), Garland (Journal-American), Willetta Waldorf (Post), Oscar Hammerstein II, Ralph Dumke, Carol Bruce, Kenneth Spencer, Jack Bailey and Frances Mahoney air-guested with Mary Margaret McBride over WEAF Friday (11). On Monday (14) Jan Clayton, Pearl Primus and Buddy Ebsen air-guested with Bessie Beatie.		
Song of Norway.....	8-21, '44	587
(Imperial)		
Ivy Script returned to cast Thursday (10) after 10-day illness. Dudley Guard stepped into the role. London company reports good biz there. Lee Shubert was to leave Monday (14) for month's vacation in Miami.		
Up in Central Park.....	1-27, '45	403
(Broadway)		

ICE SHOWS

Hats Off To Ice.....	6-23, '44	752
(Center)		

REVIVALS

Desert Song, The.....	1-8, '46	7
(City Center)		
Debbed to 6-4 no by crux giving it 44 per cent reception. Yes: Rascoe (World-Telegram), Garland (Journal-American), Harriett Johnson (Post), Chapman (News). No: Morehouse (Sun), Nichols (Times), Kronenberg (PM), Coleman (Mirror), Barnes (Herald-Tribune).		
Fygallion.....	12-26, '45	29
(Barrymore)		

THE DESERT SONG

(Continued from opposite page)

one dressed in white with a big red rose, reminded this reviewer of a parade of girls in a bawdy house of the 1920 period—and the routines were actually as lacking in invitation as the parade to which they are compared.

Comedian Jack Goode was a fish out of water. Perhaps a more pat analogy would be "like a borsht belt emcee at the Blue Angel." He worked like a slavey for each laugh and when he got laughs he saw them build in reverse, i. e., every laugh started up full and tittered away into embarrassed silence. His fem backstop (Susan), Sherry O'Neill, was misled toward the end (maybe they ran out of costumes) but she started out okay. The weight of the show no doubt was too much for Sherry.

Clarissa, "native bombshell" dancer of the cast, really had something, some of the time. Once or twice she went right off into sour melo and then had a real fight to get her audience back. It was like that with everyone in the cast, as though they were struggling with something they knew they had to fight.

In a few short words, no magic touch brought *The Desert Song* back to life.
Joe Kochler.

A JOY FOREVER

(Continued from opposite page)

years, first come, first served.

Kibbee is delightful, altho he messes up a number of semi-punch lines. His artist is enjoyable but going nowhere as entertainment. Dorothy Sand, as the model turned housekeeper for the man she loves, is also delightful but futile, as is every character in the play.

Stewart Chaney's set is, as is usual with Chaney, nothing short of a masterpiece. It's a shame it can't frame a play.
Joe Koehler.

THE FINAL CURTAIN

AGNEW—Samuel, 52, former sportscaster for Station WRCG, at his home in Cincinnati January 9 of a heart ailment. Survived by his widow, Mary.

BARNETT—David (Doc), member of the Pacific Coast Showmen's Association, January 6.

BOYAJIAN—Abcar, 50, Turkish-born concert tenor, for 25 years a singer in St. Patrick's Cathedral, New York, January 4 at his home in the Bronx, N. Y. His widow, a son and two daughters survive.

BURKERT—David Earl, vet carnival concessionaire and cookhouse operator, in Ware County Hospital, Waycross, Ga., January 4, following an operation. In outdoor show business for 50 years, Burkert operated a photo gallery at Morganfield, Ky., during World War II. Body was shipped to Columbus, O., for burial in St. Joseph Cemetery there. Surviving are his widow and one daughter, Marguerite Burkert Anderson.

BURNS—Thomas Patrick, 77, "The Paper King," January in St. Mary Hospital, Cincinnati, as the result of an auto accident January 1. He presented his paper-tearing act with a number of museums, including Stone & Shaw's, Boston; Huber's, Worth's and the Grand, New York; Brandenburg's, Philadelphia; Davis's, Pittsburgh; Kohl & Middleton's, Chicago; Pat Harris's, Cincinnati, and the Sackett circuit in the Midwest. Burns also had been with Healy & Biglow's Kickapoo Indian Medicine Company as comedian, and later had worked soap and other items in pitchdom. Survived by a daughter, Cora, and two sons, Johnny and Tommy, the latter a former pitcher. Interment in St. Joseph New Cemetery, Cincinnati.

CHEATHAM—Catherine, 81, internationally known professional reciter and interpreter of childhood songs and literature, January 6 in Greenwich, Conn. Known professionally as Kitty Cheatum, she appeared before many American and European audiences during a long career of recitals, in which she placed special emphasis on works of American composers. Her repertory included more than 1,000 songs in nine languages.

CLEMENTS—John R., 77, hymn writer, January 9 in Johnson City, N. Y. Survived by his widow, daughter and two sons.

CUMMINGS—William I., 74, a vice-president and trustee of Eastern States Exposition, Springfield, Mass., since 1923, at his home in South Berwick, Me., recently.

DIDUR—Adamo, 71, basso of the Metropolitan Opera Company, New York, for many years, January 7 at his home in Katowice, Poland.

DI MICHELE—John, 20, son of A. D. Di Michele, president of the Hudson (O.) Fireworks Display Company, December 31, in City Hospital, Akron, as the result of injuries sustained at the fireworks plant December 29. Survived by his parents and two brothers, Junior and Donald.

DODGE—Mrs. Eric V., wife of Eric Dodge, former trap and comedy car act, in Clinton (Ia.) Hospital January 2. She and her husband retired from the road in 1936. Survived by her husband, mother and three daughters.

DOUGLAS—Donald, 40, character actor, December 31 in Hollywood following an appendectomy. He had been in pictures since 1937 and previously had appeared in the New York musicals *Rio Rita*, *Follow Through*, *Desert Song* and *Love Song*.

DOWNS—Cornelius H., 70, former Southern Maine musician and actor, at the Saco (Me.) Hospital December 30. Survivors are his widow and two sons.

EWEN—Ralph (Chuck), 20, in a truck accident January 9 at Tampa. Survived by two brothers, Lester and Earl.

HARTLESS—Frank H., 77, past president of the Circus Fans' Association, at his home in Chicago January 5. Services January 8 in Chicago and burial in Glen Oak Mausoleum there. Surviving are his widow and a son, Robert.

HOGAN—Daniel A., 57, director of the theatricals, in Philadelphia December 29 after a short illness. Hogan was one-time director of University of Pennsylvania's Mask and Wig Club and later branched out into professional directing. Surviving are two brothers, William and John E.

HUGO—John Adam, composer, in Bridgeport, Conn., recently. His *The Temple Dancer* was performed in 1919 in the Metropolitan Opera House, New York. Survived by his widow, Almee. Burial in Mountain Grove Cemetery, Bridgeport.

JOHNSON—Ellis, 77, retired musician, in City Hospital, Alliance, O., recently.

KELLEY—Edgar H. (Doc), 71, former pitcher who worked for many years out of Gates Ferry, Conn., with his wife, Charlotte B. (Ma) Kelley, as the Doc and Ma Shows, at Lawrence Memorial Hospital, New London, Conn., January 10. He was a member of the National Showmen's Association. Interment in New London January 12.

LEVIN—Mrs. I., 66, mother of Joe and Benny Levine, circus men, of a cerebral hemorrhage in General Hospital, Ash-tabula, O., January 2. Interment in Ridgeview Cemetery, Ash-tabula.

LUNN—Joe, 75, popcorn concessionaire, in Jeannette, Pa., December 18. He was with the Alfred W. Zellers Concession Company, Jeannette, and prior to that with Bean Attractions and Carrella Amusements. Survived by a daughter, Rella, and two brothers, John and Arthur.

Mary Stephens and Martha L. Neiberle, and a son, Lee J., survive.

PAER—Archie, member of Miami Showmen's Association and brother of organization's secretary, Milton S. Paer, in Riverside Hospital, Miami, January 10. Burial from Riverside Memorial Chapel January 13.

POTTER—Edith (Mrs. E. Bethue), former stock actress, at the home of her son in San Francisco December 15. Recently she had entertained at army hospitals and camps. She was with Charles H. Roskam's company at the Majestic Theater, Utica, N. Y., years ago, and in stock in Cincinnati, Chicago and Omaha, as well as with road companies.

ROSSER—John, 67, well-known singer of Welsh songs, in Sacred Heart Hospital, Philadelphia, December 31 after a lengthy illness. Prior to his illness he was employed by Globe Ticket office. He was the son of the late Reese Rosser, victor of many Welsh song contests and choral conductor. Burial in Arlington Cemetery, Drexel Hill, Pa. Four sisters, Mrs. Elizabeth McCartney, Mrs. Harriet Mass, Mrs. Elwood Walters and Anna Rosser survive.

RYAN—Mrs. Margaret, mother of Danny Ryan, staff singer over Station WSM, Nashville, January 4 in Chicago.

SMITH—Mrs. Anna Ingersoll, 91, vice-president of the Women's Committee of the Philadelphia Orchestra, following a lengthy illness in Philadelphia December 31. A sister, Jeannie Hobart Ingersoll, survives.

STERNER—Harry, 74, cook house worker and hostler with Ringling circus from 1930 to 1939, in Grassland Hospital, Elmsford, N. Y., January 9. National Showmen's Association Secretary Walter K. Sibley arranged for the funeral when it was impossible to locate relatives. Interment in Ferncliff (N. Y.) Cemetery January 12.

SWING—Mrs. Cathryn Corey, 38, organist, singer and pianist, in West Jersey

Ethics Instead of By-Laws Is Idea

(Continued from page 31)

long way to go. They have by-laws and they're written honestly, but in such a manner that the smart hombres can still forget ethics as practiced in other businesses and not violate the org's by-laws. The problem, the way the reps see it, is not by-laws but a code of ethics to guide the booking and rep business in the nitery and vaude field. There's nothing legally to prevent any booking organization from booking the artist of any other booker, for instance, unless he tries to collect (as reported in full detail in the recent William Morris case). A code of ethics would have a major commandment along the lines of "Thou Shall Not Cherish Thy Neighbor Booker's Act," and would go on from there. For instance, it would include a UNO commandment about "no secret agreements" and a host of other details which might be lifted verbatim from any international deal to "keep the peace."

Who'll Make the Move?

Years of going around the corner to get across the street, standard practice in performer repping and booking field, has tabbed all the "not-to-be-desired practices," practices which are indulged in by some of the top act names almost as frequently as they are indulged in by the percenters. No by-laws, say leaders in both fields will correct the "tradition of the business" toward larceny. The only way to establish a real code of business practice is thru building a code of ethics and putting teeth into the enforcement of the code. No one will like the code, that's assured, one performer agreed, but after it has become "accepted practice" then everyone will become amazed that the booking and repping field can be run without twists and curves. "Certainly," stated the star, it's going to crimp a number of things that I do to make my rep carry a little extra burden in order to hold me to his office. But that will help the little act who gets clipped on services because I get more than I deserve." (Performer warned that if BB used her name she'd swear she never said anything like the above.)

Everyone involved in the biz agrees that the tougher a code of ethics is made, and the tougher the enforcement clauses in the code are drawn the better the operation will be for everyone. No one, however, was willing to head the grand ball parade in the direction of a code. One booker, who was 100 per cent for a code, stated that it would be tough to be the guy who was out in front. "Brother," said the booker, "biblically speaking, there ain't anyone around who could throw the first stone because he is without sin."

HARRY VON TILZER

Harry Von Tilzer (Harry Gumm), 73, internationally known song-smith and publisher, died at his winter residence, Hotel Woodward, New York, January 10, of natural causes. Recognized as one of the most prolific writers in his field, Von Tilzer was born in Goshen, Ind., and began his career in show business when he was 14 years old.

Organizing his own firm, the Harry Von Tilzer Music Publishing Company, after having been previously associated with Shapiro-Bernstein, he was credited with having started Nora Bayes on her meteoric career with his song, *Down Where the Wuerzburger Flows*. Von Tilzer also was either producer, backer or scorer of many musicals, including *Fisher Maiden* in 1903, *The Kissing Girl* in Chicago in 1909, and *Heigh Ho* in 1905.

He is survived by four brothers, Will Von Tilzer, president of Broadway Music Corporation; Jules Von Tilzer, who was associated with the deceased; Albert Von Tilzer, California tunesmith, and T. Harold Gumm, a New York attorney, who retained the family name. His wife was the late Ida Von Tilzer. Funeral services conducted from Riverside Chapel, with representatives from ASCAP, of which he was a charter member.

MCGRATH—Joe, vaudeville and night club entertainer, December 31 of a heart attack at his home in Lake Orion, Mich. He was formerly of the vaude act of McGrath and Deeds and had been emcee for four years at the Sweetheart Bar, Detroit, until his spot was taken over by his wife, Ginger Richmond, formerly an acro dancer. Interment in Lake Orion.

MANVILLE—Edward L., brother of Charles F. Manville, who operated Manville Bros. Comedians for many years, at Columbus, Neb., December 28. He was a World War I vet and the DAV conducted services. Interment in St. Joseph Cemetery, Appleton, Wis., January 8. His brother survives.

MUSIKANTOW—Mrs. Ida, mother of Joe Musse, of the Chi cocktail department of GAG, January 6 in Chicago of a heart ailment.

NARACIO—Antonio, 47, wrestler who had been with athletic shows on the McMahon Shows, a suicide in Pittsburgh December 31. Survived by his widow.

NEIBERLE—Louis J., 67, former ride owner and carnival manager, in Municipal Hospital, Tampa, December 31, following a heart attack. Born in Austria in 1879, Neiberle, at the age of 17, operated a Ferris Wheel of his own construction. He came to America in 1908 and was engaged in building rides in New York. Later he constructed what was then known as a horseshoe striker. Following this venture, Neigerle entered into a partnership with Herman Willert, which terminated in St. Louis in 1916. During his tenure in outdoor show business he was with such organizations as Smith Greater Shows, Johnny J. Jones Exposition, Krause Greater Shows, Florida Amusement Company, John B. Davis's Southern State and Tom's Amusement Company shows. Burial in Myrtle Hill Cemetery, Tampa. Two daughters, Mrs.

Homeopathic Hospital, Camden, N. J., January 5 after a brief illness. Her husband, Joseph W.; a son, Joseph W. Jr., and a brother, Charles A. Corey, survive.

TRAHERN—Albert L., 73, one-time stage manager for legit producer William A. Brady, and songwriter and stock company promoter, January 4 of heart disease in Riverhead, N. Y. At one time he managed three of Keith's Brooklyn houses. Survived by his widow; a sister, Mrs. Nellie Havener, Los Angeles, and a brother, Walter, Eugene, Ore.

VREELAND—Frank, 55, in Norwalk (Conn.) Hospital January 5. He was a former dramatic critic for New York newspapers and member of Paramount Pictures editorial board. He served as the late Alexander Woolcott's assistant on *The New York Sun*, as an assistant drama critic on *The New York Herald-Tribune* and as dramatic critic on *The New York World-Telegram*. Survived by his mother, Olivia Vreeland, Staten Island, N. Y.; his widow, the former Alida Schably, and a brother, Robert.

WENTZEL—Washington M., 81, Kennywood, Pa., park restaurant manager for 42 years, January 3 in Pittsburgh. Born in Butler County, Pennsylvania, in 1865, he and his brother became associated with Kennywood Park in 1903. Two daughters, Mrs. Lydia Haseltine and Hazel Wentzel, New York, and a son, Carl W., survive.

WOODWARD—Orville D., 79, Western stock company owner, who had *Dracula* on the West Coast with Bela Lugosi starred, and also had a company in Denver, at his home in Culver City, Calif., January 9.

WYATT—Mrs. Nora, mother of Mrs. Bing Crosby (Dixie Lee), following a heart attack at her home in Santa Monica, Calif., January 7. Survived by her husband, daughter and four grandchildren.

Percenter's Irlked At Rental Hike

(Continued from page 31)

lines that if Silver decides to move, they'll follow him.

Thus far, Cowan said, only two bookers, Paul Marr and Boyle Woolfolk, have signified that they'll leave when their leases expire in May. Neither have secured space elsewhere, but are doing plenty of looking, with a number of now-vacant buildings or buildings being used for other things besides office space, being considered. A number of bookers have expressed interest in their own building, saying they intended to move as soon as a central booking building can be acquired. If they can find one they'll undoubtedly sub-let their present space in the 203 building.

Rentals Up

Talks with realty brokers this week disclosed that such buildings are available, but sites of such buildings are some distance from the loop generally. The office rental situation, brokers told *The Billboard*, is generally on the climb, because building owners feel that now is the time to get the tenants who can afford a bigger rent and cut out the smaller biz owners, who will probably drop by the wayside when the biz letdown that will follow the current boom breaks in.

Booking agents are all in favor of a central building and boys have been plenty pleased with their set-up at the North Loop building. Site is adjacent to all the clubs and theaters, and acts have little trouble in personally contacting their reps frequently when in town because of proximity of the building.

IN MEMORY

Of My Late Husband

JOE GALLER

Who Passed Away Jan. 27, 1943.
JOSEPHINE and Family.

GORDON—Will, 48, amusement editor of *The New York Morning Telegraph* since 1931, January 6 in Huntington Station, L. I. He was a theatrical scribe for some 30 years, having worked for *Zit's Weekly*, *The Clipper* and *New York American*. He served under General Pershing as cavalry sergeant in the Mexican expedition against Pancho Villa. Services January 8 and burial in Mount Pleasant Cemetery, Westchester County. Survived by widow and a sister, Mrs. Helen Sonnenberg.

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. 0533. 301/1/12

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. Junston Bernard, 68 Kennedy Ave., Toronto Canada. 275/1/5

ANNOUNCER: writer; army radio stations (2 years); program director, news writing, casting. Audition disk available on request. Evan R. Huesch Jr., 2312 Hazlett 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, 4083 Bedford Ave., Brooklyn, N. Y. Clurvalde 8-2849. 322/1/10

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

ARRANGER: pre-army band leader, arranger; army arranger. Marvin O. Lewis, 5625 Irvington Place, Los Angeles 42, Calif. 324/1/10

BARITONE: club dates, band engagements. Many shows. Will travel. Larry Gunn, 890 E. 241st St., Bronx, N. Y. FA 4-4841. 305/1/12

BARITONE: pre-army D'way shows; Michael Todd's "Hot Mikado." Interested legit, radio, night clubs (solo). Singes ballads, light classics. Vincent Shilds, 523 Lenox Ave., 369/1/12 Ed 4-8859.

BASS MAN: 5 years' pre-army night club exp. Interested dance org. Murrell G. Hampton, 421 Mill St., Cape Girardeau, Mo. Tel 131231. 278/1/5

CHARACTER ACTOR: 25; legit—"Johnny 24." Stock—3 years army show narrator. Mutual Network outlet, Lincoln, Neb. Interested legit, radio, burlesque, clubs. Will travel. Tommie Allen Vitagliano, 92 Park Ave., Paterson, N. J. LU 4-1200. 229/11/24

COMEDIAN: 27; pre-army club dates; army shows; touring 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. Shurwood 2-0988. 322/1/19

COMPOSER: words and music; college education. Interested musical comedies. Lewis L. Reynolds, 50 Riverside Drive, New York 24, N. Y. 298/12/22

COMPOSER: 20 years' pre-war exp. free-lance music. Interested writing music for lyric writers. Marion A. Smart, 824 Wisconsin Ave., Oak Park, Ill. Euclid 4944. 281/12/15

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

DRUMMER: "Winged Victory"; air force band, 2 years. Pre-army dance bands. Will travel. Edward Benquist, 2630 Ocean Ave., Brooklyn, N. Y. 221/11/17

DRUMMER: 28; AAF band (4 years). Pre-army dance orgs, 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. 263/1/5

EMSEE: interested legit, radio, night club work. Comedy, novelty acts. Pre-army club exp. Johnny Burns, 12 Marshall St., Poughkeepsie, N. Y. 250/12/18

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 music job or joining small band. Sammy Lillibridge, 1002 Sixth Ave., Beaver Falls, Pa. Tel. 2815. 270/12/22

GLASS HOUSE: Panhouse front worker; bingo club, counterman; 15 years' criminal exp. E. E. Dosselt, 1308 Clay Ave., Houston, Tex. B-30000. 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 orgs. Interested radio, club, vaude work. Metropolitan area. Ambrose Bato, 431 West 56th St., N. Y. C. 226/11/24

GUITARIST: Spanish electric; 20 years' exp.; colored combos and soloist. Army dance band. Juillard School. Interested instrumental group; band around N. Y. C. Thomas Francis, 4351 Park Ave., Apt. 4, N. Y. C. LW 4-9264. 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 Krumm, 246 W. 69th St., N. Y. C. END 2-3144. 236/12/1

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

LYRICO WRITER: seeks any job in music field. Wants to learn field. Leo Almonite, 6211 20th Ave., Brooklyn, N. Y. 273/1/5

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

MAGIC ACT: 16 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, 1808 Millhills, Belleville, Ill. 813/1/12

MELODY WRITER: collaborate with lyricist. West Coast preferred. Specializing South American music. Seeks permanent association. Ephraim Saphir, 413 Union St., Cincinnati, O. 502/1/12

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. AO 2-5304. 282/1/5

NOVELTY MAGIC ACT: night club, theater exp. Interested club, vaude. Wm. Robert McGowan III, 1332 Granville Ave., Chicago 49, Ill. Shoreland 3407. 272/12/22

ORGANIST: pianist; 10 years' pro experience. Concert, popular. Army entertainment spec. Big 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 newspapers. Continuity writer army radio station. College, journalism major. Prefers radio. Will travel. Benjamin Pearlman, 2261 Holland Ave. Bronx 67, N. Y. 321/1/19

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

PUBLIC RELATIONS MAN: army newspaper editor, feature writer. College grad. Will travel. Ed Ierenson, 734 Monticomy St., Brooklyn, N. Y. SL 6-7226. 285/1/5

PUBLIC RELATIONS MAN: 3 years Hollywood publicity. Sam Goldenryn, Inc. James Roosevelt, West Coast preferred. R. Franklin, 353 W. 56th St., N. Y. C. CO 6-4629. 297/1/12

RADIO ANNOUNCER: 27; 3 years' staff announcer; actor, narrator, special events broadcast. Albert Guttenheim, 1094 W. Vine St., Champaign, Ill. Call collect 0-888. 246/12/8

RADIO ANNOUNCER: actor; writing ability. Seeks job with a future. Arthur Haudicker, 20 W. 72d St., N. Y. C. TUA 7-3800. 249/12/8

RADIO ANNOUNCER: pre-army program director, WBW. Director, producer, announcer army radio station. Wide exp. all phases of radio. Excellent references. Prefer New York area. Earl E. Peckel, Rich Hill, Topeka, Kan. Tel 3-1516. 231/12/22

RADIO ANNOUNCER: army entertainment specialist (3 years). Acting, production, radio variety showing. W.D.G. ST. LOUIS. W.F.C. Will travel. Jerome Eisenberg, 970 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. 50th Ave., Cicero, Ill. Cicero 1967-R. 298/1/12

RADIO ANNOUNCER: 3 years' army radio exp.; 1 year staff announcing. Seeks radio station metropolitan area, New England. Nathan Rosenbren, 980 Hopkinson, Brooklyn, Df 6-2459. 316/1/10

RADIO ANNOUNCER: 26; actor, announcer-entertainer exp. AFRA member. Interested radio station around Chicago, announcing, dramatization. Robert Charles Brown, R. R. #1 De Kalb, Ill. Tel. 960-21. 318/1/13

RADIO ANNOUNCER: director; B. A. Ma; pre-army announcing; army radio programs. Marvin Adler, 42-05 Layton St., Elmhurst, N. Y. Havenmeyer 6-4059. 223/1/19

RADIO SCRIPT WRITER: 32; specialising in daytime series, half-hour plays. Ad agency copywriter, scriptwriter. Good idea man. Norman Modell, 160-39 Roosevelt Ave., Flushing, L. I., N. Y. Flushing 3-0630. 267/12/15

RADIO: legit, motion pic production; N.Y.D. "Radio Workshop." Varied amateur exp. Bernard Karlan, 160 Claremont Ave., N. Y. C. MO 2-0993. 279/1/5

RADIO SPORTS DIRECTOR: 16 years sports writer, press agent. Army public relations. Baseball writer, International League. Louis N. Gordon, 800 Almond St., Syracuse, N. Y. Tel. 61036. 314/1/12

SAX-CLARINET MAN: 7 years' professional experience. Had own dance band. Interested night club, radio, vaude. James Morris Jr., 793 Hewitt Place, Bronx 59, N. Y. 288/1/5

SAX-CLARINET MAN: B.A. music (part-month). Ten years' pro experience. Lead, play. Interested radio, vaude, night club. Ralph P. Polson, 84 Sarton Ave., Syracuse, L. I. SAY 1026. 289/1/6

SAX-CLARINET MAN: 5 years' dance org experience. Army bands. Interested vaude, radio, clubs. John Kotlans, 137 34th St., N. Y. C. 296/1/5

SONGWRITER: 38; words and music. Two songs recorded since discharge, idiosyncratic, six being arranged. D. W. Bush, Arden Lodge, Star Route, Box 24, Orange, Calif. Orange 8719-J-3. 225/11/24

SONGWRITER: nine songs published to date. Words and music. Prefer motion pic, radio, legit. Will collaborate. William G. Higgs, 14236 Alma Ave., Detroit, Mich. PI. 6819. 310/1/12

SPECIALTY ENTERTAINER: Spanish electric, Hawaiian guitar, banjo; American folk songs, hillbilly music. Seeks combo. Robert Buckley, 821 Logan St., Brooklyn, N. Y. 317/1/10

SPORTS ANNOUNCER: 27; army paper sports editor. Pre-army radio dramatist (KSO, KRFT, Des Moines). Drake University, Columbia College of Drama. Midwest preferred. Paul Schroeder, 114 S. Porter St., Michigan City, Ind. Tel. 981-1. 308/1/12

SPORTS WRITER: announcer; seeks radio station. College graduate; Birmingham Post, Atlanta News Bureau. Will travel. Jack Finkbein, 1424 Walton Ave., Box 52, N. Y. C. 320/1/19

TENOR: 38; colored quartet, 20 years. Will travel; \$50 weekly salary. Joseph Northern, 302 W. 122 St., N.Y.C. 222/11/17

TENOR: 25; classical, popular, American Conservatory. Bahakki Academy, B.A., Band, combo experience. Interested radio. Altarcario, 128 E. 22d St., Chicago Heights, Ill. CH 2077. 233/1/5

TENOR, CLARINET, VOCALIST: army air force band. Local 802. Will travel. Small, into combo preferred. Arthur Randolph, 232 E. 116th St., N. Y. C. LE 4-9378. 303/1/12

TRUMPET MAN: 7 years' dance band exp.; first and second trumpet; seek Negro combo. Theodore Challenger, 169-12 111 St., Jamaica, L. I. 236/1/10

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: total 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. Kelfer, Ferguson Road, Dunbar, Pa. 239/12/1

VOCALIST: 24; quartet bands; Australian Broadcasting Co. Pre-marine night club, dance band exp. Seeks featured vocalist spot with name band. Dick Saka, 14 Fourth St., S. Washington. Franklin 3225. 253/12/8

VOCALIST: theater, club, radio experience (10 years); trio, duet, solo work. Interested small combo, lounge work. Howie Mallen, 5728 S. Green St., Chicago, Ill. Wentworth 9-8111. 258/12/15

VOCALIST: novelty, ballad, 28; Army Special Services; pre-army night club experience; band vocalist (4 years). Will travel. Bob Marath, 208 Van Selen Ave., Brooklyn 7, 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. 6-6048. 291/1/5

VOCALIST: navy shows. WOR transcription. Interested radio, clubs, vaude. Bill Nygard, 637 5th Ave., Brooklyn, N. Y. 306/1/12

VOCALIST: Terry York's org. Army Special Services. Interested radio, clubs, legit. Patrick Jorinelli, 2823 W. Flournoy St., Chicago. Van Buren 2887. 307/1/12

WRITER: publicity, news, feature. Movie field preferred. Pre-army advertising research; publicity. Army newspaper editor. Joseph H. Long, 2306 Cedar Ave., Cleveland, O. Superior 0043. 300/1/12

CALIFORNIA IS SITTING PRETTY

Has Biggest Budget in U. S.

Western Fair Association meet gets details of which fairs get how many \$\$

SANTA CRUZ, Calif., Jan. 12.—California's fairs are State and \$-blessed, sitting on top of the biggest cash surpluses of fairs in any State. And no one who attended the 23d annual three-day convention of the Western Fair Association here this week dissented in that opinion, expressed by A. E. Snider, chief of the California Division of Fairs and Expositions.

Snider gave the convention a picture of how the State had stored up \$20,000,000, a great part of it available to fairs. He gave a clear presentation of how legalizing pari-mutuels in 1933 had put the State's fairs in the No. 1 position when he outlined in detail what is done with the 4 per cent which the State gets from its pari-mutuel take.

Two Get \$125,000

The money is apportioned—\$75,000 to the horse racing board for salaries of officers and employees and to the attorney general for the enforcement of the act, he said; \$35,000 to the Department of Finance for supervision and auditing; \$125,000 to California State Fair; \$125,000 to the Los Angeles County Fair; \$100,000 to District 1, the Cow Palace at San Francisco, and \$15,000 to District 6 or Exposition Park, Los Angeles.

After these deductions the remainder. See Golden Gate State on page 42)

Doran Hammers For Midway Mop

ST. PAUL, Jan. 12.—"Clean up your midways if you want to make money and get your fair on a solid financial footing."

That was the advice given 99 fair secretaries at their annual breakfast Thursday (10), held in connection with the annual meeting of the Minnesota Federation of County Fairs here in the St. Paul Hotel.

Subject was brought up in an open discussion. Allen Doran, federation secretary, said that 60 per cent of the county fairs in Minnesota "run clean midways" and that these are the fairs in the federation that are making money and are sound financially.

"It's not that we advocate a 'Sunday school' type of midway," Doran said. "We're not prudish by a long shot, but what we do say is to get the filth and the gyp off the midway. Give the customer an even break for his money and you've got him coming back. Those fairs which operate on that basis have found that it pays off, not only for the fair itself, but for the cleanly operated midway as well."

Many New Secs Take Bow At Minnesota Convention

ST. PAUL, Jan. 12.—One of the biggest turnovers in fair secretaries in several years was indicated at the annual meeting of the Minnesota Federation of County Fairs in the St. Paul Hotel here January 9-11.

When President Robert Freeman called for introduction of new secretaries, Allen J. Doran, Grand Rapids, federation secretary, introduced Louis E. Schreiber, Carver County Fair, Waconia; M. J. Humphrey, Cook County, Grand Marais; C. H. Gelder, Dakota County, Farmington; Torstein Grinager, Lake County, Two Harbors; C. B. Weber, Ottertail County, Perham; Leonard W. Machart, Pine County, Pine City; Herbert F. Moeller, Rock County, Luverne; Owen J. Larkins, St. Louis County, Proctor; F. L. Parsons, Stearns County, Sauk Centre; A. J. Doffing, Wabasha County, Wabasha, and Harold C. Warner, Wright County, Howard Lake.

No Iowa Oakleys?

DES MOINES, Jan. 12.—Annie Oakley's may be a thing of the past at Iowa State Fair—even for reporters covering the event.

Lloyd Cunningham, secretary, disclosed that the board has under consideration a plan of doing away with all passes starting with the 1946 Centennial Fair.

Cunningham, who did not indicate whether he was in favor of the plan, pointed out that some fairs have been successful in eliminating the pass problem, even where reporters are concerned.

Laxity of Auditors Delays Payment of Minn. Premium Cash

ST. PAUL, Jan. 12.—Because all 99 county fairs in Minnesota operated in 1945, none has received premium money allotted by the 1945 State Legislature, it was disclosed at the annual meeting of the Minnesota Federation of County Fairs.

Anticipating a fewer number of fairs would be in operation, the Legislature, meeting last winter, sheared off \$10,500 from the premium allotment to \$127,000.

But the fairs all ran, with premium expenditures higher than the allocation. To further tie up payments, not all county fairs got copies of their audits to the State Auditor and State Public Examiner. With a lack of necessary funds, the State Auditor has been forced to hold up warrants until all audits are in so that the monies available can be properly allocated.

Representatives of the State Auditor and Public Examiner offices were on hand Thursday morning (10) to tell the fair board secretaries at their annual breakfast what the situation was like. All were urged to get their audits in at once so that the premium money could be paid out.

100 EXPECT TO GO IN KAN.

New Orgs Gird For 1946 Debut

Sunflower confab marked by much optimism—'45 crops, '46 outlook cited

(Continued from page 3) are Gresham County Fair, Hill City; Cheyenne County Fair, St. Francis, and Miami County Fair, Paola.

Finney County Fair at Garden City, an old one, is to be revived on a large scale, and the Pratt Fair, heretofore a small 4-H exposition, is to be raised to a full-sized fair, it was reported.

Stress Agriculture

Stress was placed during the convention on the importance of agricultural exhibits. "They must dominate the Kansas fairs to draw the people of the respective communities, because they are the best educational outlet for the farmers," Sam Mitchell, secretary-manager of Kansas State Fair, declared in a talk on "The Responsibility of the Fair to Agriculture."

Maurice Jencks, Kansas Free Fair manager, in his talk reported on the

Feds Procrastination Hits 1946 Gopher Possibilities

ST. PAUL, Jan. 12.—Minnesota State Fair is in danger of running in abbreviated form again in 1946, as it did in 1944 and 1943, unless the federal government acts quickly in restoring property taken over for war work during the national emergency. This was the warning of W. S. Moscrip, Lake Elmo, president, as he opened the 87th annual meeting of Minnesota State Agricultural Society at the St. Paul Hotel, January 10. Dates for 1946 were announced as August 24-September 2.

Fair turned over all its livestock buildings and hippodrome building to the government for the installation of a propeller factory two years ago.

"Your fair board was perfectly willing, when the necessity arose," Moscrip told the delegates, "to lease these buildings on the fairgrounds. There was no other course patriotic citizens could follow."

"But in that leasing, there were provisions protecting the taxpayers and the society in that the buildings were to be returned to us in the condition in which they were found, either by the government doing the work or thru the payment to the society of an amount to be determined to do the job."

Wings at Feds

These provisions, Moscrip declared, were not being kept by the government.

700 Jam Minnesota Banquet For Snappy Floor Program

ST. PAUL, Jan. 12.—Over 700 jammed the ballroom of St. Paul Hotel to capacity Thursday (10) for the annual banquet and ball of Minnesota Federation of County Fairs. Dr. J. O. Christianson, St. Paul, was principal speaker.

Floorshow hit a fast tempo all the way, well paced by Henry Gordien, magician, who acted as emcee. Acts included James Valdare, cyclist; George Royal, juggler; Randy Merriman, pitchman; Kathline Kohl, accordionist; the Dancing Kaufmans, with Ben Barnett's orchestra playing the show and the dancing.

Delegates Sit Thru To Absorb Orations

ST. PAUL, Jan. 12.—Highlights of the annual meeting of the Minnesota Federation of County Fairs was the enthusiasm for 1946 reflected in delegates. For the first time in years, delegates sat thru the business session almost 100 per cent, listening attentively to the speakers.

"Our business sessions had the largest attendance in our history," Allen Doran, federation secretary, said.

Another indication of enthusiasm was the 100 per cent attendance of the 99 secretaries at the annual breakfast Thursday (10). All took part in the lively discussions, Doran said.

IAFE convention in Chicago and on the fairs of Kansas.

Program of the convention was drafted by Raymond M. Sawhill, Glasco, association secretary. President Ivan Robertson, Abilene, presided. Speakers included Frank Warren, Topeka mayor; Carl Henning, association vice-president; Guy Webster, manager, Harvey County Fair, Newton; R. M. Smuthwaite and R. G. Plager, John Morrell & Company, who spoke on "The Packing House and the County Fair."

Other speakers included Leon Harms,

which, he claimed, doesn't want to allow enough funds to take care of the remodeling costs.

He said the fair board will need those buildings back by March 1 at the latest "If we want to get along at the 1946 State fair with some semblance of a Minnesota State Fair." The propeller plant shut down last September, but the government has done nothing about restoring the property to the fair board, "Giving us nothing but a bunch of conversation," Moscrip declared.

Society, at its final session Friday (11), adopted a resolution condemning the army engineer corps at Omaha for failure to negotiate for release and repair seven buildings, leased during the war, at the State fairgrounds.

The Society charged specifically that the army procrastination threatens to deprive livestock breeders and the public of one of the most important educational departments of the fair.

Structures include the hippodrome, livestock pavilion, horse barn, swine and sheep barn, poultry building and arcade and commissary buildings.

Re-Elect Moscrip

Moscrip, who was re-elected president for a one-year term Friday, told the assembly the fair board was prepared to begin negotiations for determining the cost of the reconversion within 30 days after the army had ceased to need the buildings. He said all negotiations with the army were called off Wednesday (9) because of the "apparent unwillingness of the army to fulfill its obligations."

Raymond A. Lec, fair secretary, said, "Everything seems to change from day to day in the fair board's negotiations with the army."

Officers named, in addition to Moscrip, were Sheriff Earle Brown, Minneapolis, vice-president for two years; R. S. Thornton, Alexandria, renamed to the board of managers from the Seventh Congressional District for three years; J. J. McCann, Hibbing, Eighth Congressional District, elected manager for one year, and R. J. Lund, Thief River Falls, Ninth District, renamed for a three-year term.

Tell 'Em What You Have, Ops Advised

ST. PAUL, Jan. 12.—More publicity-minded fair boards were recommended by the resolutions committee of the Minnesota Federation of County Fairs at its annual meeting in the St. Paul Hotel here January 9-11. Convention was in conjunction with the 87th annual meeting of the Minnesota State Agricultural Society, operators of Minnesota State Fair here.

In its resolution on publicity the federation urged all fair men to work in closer harmony with newspapers and radio stations in their respective communities and to make available to these media all information they desire.

There was intimation that this hasn't been the case in the past and that for some reason fairs have shied away from giving the press and radio everything they wanted.

secretary-manager of New Mexico State Fair, Albuquerque, who reported how horses dominate the New Mexico State Fair and explained the "catch and have" event, in which 4-H and Future Farmer members can have purebred calves merely by being able to catch and hang on to them in the arena.

Mrs. Georgianna Smuthwaite, State See 100 ANNUALS SLATED on page 42)

Urge Elimination of Gate Tax

Minn. Rebuilding Program Snags; Public for Thrills

ST. PAUL, Jan. 12.—There was still some question whether the new agriculture-horticulture building planned by Minnesota State Fair to replace the building destroyed by a fire a year ago will be constructed in time for the 1946 fair.

This, delegates learned at the 87th annual meeting of Minnesota Agricultural Society from Raymond A. Lee, secretary. Meeting was held in the St. Paul Hotel here in conjunction with the annual convention of Minnesota Federation of County Fairs.

Construction of the new building, Lee explained, was only part of the long-range building program set up by the fair board 15 years ago. State Legislature in 1945 appropriated \$400,000 toward erection of the new ag-horticultural building. In addition, the society has \$75,000 of its own funds.

Bids, to have been opened yesterday (11) will have much to do with whether the new building will go up. Great scarcity of men and materials, Lee said, will be a prime factor. He also told delegates that the State Fair is in the throes of reconversion to the peacetime era.

Spectacular Diversion

"The public is clamoring for diversion of the most spectacular sort to get away from the war years," he declared. "A big task lies ahead for all fairs. The war disrupted much. Each and everyone must start from scratch. In the post-war era there is unparalleled opportunity in the future—and a great challenge. The State stands on the threshold of unprecedented opportunity. The fair board offers its facilities to aid wherever and however possible."

Lee said that 3,250,000 persons have acquired the State Fair-going habit. Minnesota Fair, he said, is a recognized success and now must take advantage of the many opportunities offered by the post-war world.

Other speakers at Thursday afternoon's session were Dr. Walter C. Coffey, president emeritus, University of Minnesota; Norris K. Carnes, St. Paul, fair board vice-president and general manager of Central Co-Operative Association; Mrs. Lewis Minion, home director, Minnesota Farm Bureau Federation, and Eleanor Renner, Alexandria, representing the 4-H Club.

Dr. Coffey told the assembly that agriculture produced 25 per cent more during the war years than it did in the pre-war days, altho it had to work with a personnel reduction of 25 per cent.

"This put the United States at the very top as the biggest producing nation in the world," he declared.

He said that "We have fine people in the United States who came to this country and took to our way of life, such as taking advantage of the educational possibilities in county and State fairs."

Carnes, speaking on co-operation, a present day need, discussed methods of bringing industry, agriculture and labor closer together to strengthen the United States so that all may prosper. He called upon the nation to refrain from erecting any barriers that would result in less jobs, but demanded federal legislation

which would give better supervision of labor and their unions.

"We must have broadminded statesmanship in government, wise and sincere leadership in business, labor and agriculture, and co-operation between all, if we are to prosper as a nation," he declared.

An outline of what the farmer's wife looks ahead to was given by Mrs. Minton. She said the American home, the church, education and good health and prosperity were the main objectives of the farm wife. Miss Renner, a 4-H Club worker for 10 years, said boys and girls in her group look to the "State Fair as an incentive for better work." The interest of 4-H Clubbers lagged in 1945, she said, because there was no State Fair in operation.

"The State Fair," the girl declared, "offers a broader element of life to 4-H-ers. Grandstand performers, for example, arouse our great interest, because they show us that thru constant practice they can do their difficult feats. That gives incentive to 4-H Club members to work harder."

N. Y. Association Sets Plans, Dates For Albany Confab

ALBANY, N. Y., Jan. 12.—Members of the executive committee of New York State Association of Agricultural Fair Societies, combine of all fair organizations in the State effected in 1944, completed plans at a special meeting this week to stage the initial convention at Ten Eyck Hotel here, February 10-12. Meet will wind up with a banquet the final night Charles Bochart announces.

President Bligh A. Dodds, also director of the Division of Fairs of the New York Department of Agriculture, who with Vice-President J. Alfred Valentine, of the Queens-Nassau Agriculture Society called the meeting, named James A. Carey, State Department of Agriculture; G. Archie Turner, Chemung County; Paul J. Woodward, Sandy Creek; Edward L. Hardiman, Chemung County Fair, and Charles Bochart, Mineola Fair, to arrange the meeting and banquet programs.

Many important factors in county and town fairs will be acted upon, Bochart said. Other executive committee members in attendance were Glenn W. Grinnell, Batavia; W. Ray Converse, Palmyra, and Robert S. Turner, Elmira.

Vollman Heads Calif. Org for 16th Time

SANTA CRUZ, Calif., Jan. 12.—E. G. Vollman, San Joaquin County Fair, Stockton, was unanimously elected to serve his 16th year as president of the Western Fairs' Association, Inc., by the board of directors here Thursday (10). Others elected were Jesse H. Chambers, Santa Barbara County Fair, Santa Maria, re-elected vice-president; Rose E. Linds, Sacramento, secretary-treasurer; Louis S. Merrill, Sacramento, general manager, and H. R. Washburne, Los Angeles, director of information.

Vollman was also re-elected to the board of directors and will serve for three years along with Tom Dodge, Fresno District Fair, and Link Packinpah, Plumas County Fair, Quincy.

Other members of the board include Sylvia Cooke, Butte District Fair, Chico; J. N. D. Hindley, Humboldt County Fair; D. V. Stewart, Imperial County Fair; C. B. (Jack) Afflerbaugh, Los Angeles County Fair, Pomona; Jesse H. Chambers and Ralph H. Brown, Sonoma County Fair, Santa Rosa.

Alfred J. Elliott, Congressman from the Ninth District, was named an honorary director.

Ink Flows at Kan. Assn. Convention

TOPEKA, Kan., Jan. 12.—A record turnout of showmen and fair men at the 23d annual convention of Kansas Fairs Association at Hotel Jayhawk here January 8-9 resulted in an all-time high in the number of show and amusement contracts closed.

Show and attraction reps were kept busy during the two-day sessions as nearly 80 fairs were represented, most of them ready and willing to contract.

Show people noted included: Jack Ruback and Terry Martin, Alamo Exposition Shows; Toney Martons, Heart of America Rides; W. E. (Bill) Snyder, Wonder Shows of America; H. P. Hill, Hill's Greater Shows; Don Brashear and Jack Turner, Victory Exposition Shows; Russell Green, E. G. Staats & Company; Harold Braucht, Colorcraft Poster Corporation, and E. S. (Ted) Webb, frozen custard concessions.

Jimmy Lynch, Jimmy Lynch Thrill Drivers and Burnes-Caruthers Fair Booking Agency; Brownie Adkins and Harry N. Badger, Brownie Amusements; Mr. See Ink Flows in Kan. on page 42)

Minn. State Blows 8G While in Drydock

ST. PAUL, Jan. 12.—Minnesota State Fair had a net operating loss in 1945 of \$8,380.09, the State Agricultural Society was told at the annual meeting here January 9-11.

Loss was due principally to the fact that the fair did not operate last year. Society had a total expense in 1945 of \$1,066,377.83, the treasurer's report showed. The 1945 loss was compared with the net operating income in 1944 of \$14,787.16.

Fixed assets of the Society were re-valued by an architectural firm as of December 1, 1944, and set at \$4,960,819, resulting in an increase of \$2,136,478.67 for the fiscal year ending November 30, 1945. This was due principally to WPA improvements at the fairgrounds and elimination of depreciation charges formerly made.

Despite the operating loss in 1945, however, the Society has a cash balance as of November 30 of \$584,939.25. Also in good shape financially is the Minnesota Federation of County Fairs which met in conjunction with the State Fair group. Total receipts for the year were \$3,928.64, with expenditures running \$2,943.93, leaving a cash balance of \$984.71. With investments, total balance \$1,054.07.

Minn. Bodies Seek Action

Declare annuals educational and should be exempt—all officers re-elected

ST. PAUL, Jan. 12.—Elimination of the federal admissions tax at outside gates of State and county fairs was urged by the Minnesota Federation of County Fairs at its annual meeting in St. Paul Hotel here January 9-11. The Minnesota State Agricultural Society, at its meeting Friday (11), passed a resolution supporting the federation's resolution.

In bringing in the resolution to the federation meeting, the committee pointed out that fairs were an educational institution rather than an amusement enterprise and should not be taxed.

Federation did not oppose continuance of the tax on amusements or midway attractions inside the gates.

Meeting, best attended in several years, drew a registration of nearly 400. At the annual dinner Thursday night there were nearly 700 reservations—capacity.

Federation was welcomed by Mayor John J. McDonough. Al Crocker, former war correspondent for *The St. Paul Dispatch-Pioneer Press*, told of his travels in Europe and the South Pacific and of how Northwest men and women fared in those theaters of war.

Annual reports were made by Robert Freeman, president; Allen J. Doran, secretary, and Earl E. Huber, treasurer.

All officers of the federation and four directors were re-elected. They are Freeman, of St. Paul, president; Ben Campbell, Utica, vice-president; Huber, of Wheaton, treasurer, and Doran, of Grand Rapids, secretary. C. A. Moore, Hutchinson; George Gleixner, North St. Paul; Clyde E. Kelsey, Wadena, and C. A. Anderson, Littlefork, were re-elected directors. Doran and Anderson were chosen as delegates to the State fair board.

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- Augusta, Maine, Augusta House, Jan. 15-16.
- Concord, N. H., Hotel Eagle, Jan. 22.
- Reading, Pa., Abraham Lincoln Hotel, Jan. 30-Feb. 1.
- Richmond, Va., John Marshall Hotel, Feb. 4-5.
- Boston, Mass., Parker House, Jan. 23-24.

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"Right Kind of Job" Seen As Must for Californians

SANTA CRUZ, Calif., Jan. 12.—Insisting that fairs and educational institutions of California must do "the right kind of job" or else face possible adverse legislation, Julian A. McPhee, State Director of Vocational Education and president of California Polytechnic College, sounded a sober, serious note at 23d annual three-day convention of Western Fairs' Association which closed here January 10. California Poly is one of the educational institutions which, along with fairs, benefits from State appropriations now possible from the pari-mutuel betting take.

Warning Note

"We definitely welcome the return of fairs but I want to emphasize that we view the advent of perhaps 70 fairs with mixed happiness and misgivings," McPhee declared. "If we and you can do the right kind of job of guiding the farm youth, then there can be made benefits to the agriculture of California and its rural citizens," he pointed out.

"If we do the wrong kind of job," he warned, "we can develop a few show tramps, give quite a few young farmers an entirely incorrect picture of the value of competition and disgust the thinking public to the point where adverse legislation is passed."

Should Lose No Time

E. G. Vollmann, Stockton, WFA president, urged that fairs lose no time in reconverting.

"Fairs must be speedily reconverted so that they can leap forward," he declared. "They must span the years lost with such spurts of self-improvement that we will never look back upon the 'good old days' but the wonderful days of tomorrow. Our meeting today has a new note, a new tone, a hope to plan and work for a better fair tomorrow, next year and each year in a never-ending chain," Vollmann said in opening the convention.

Reviewing the war years, Vollmann pointed out that on December 8, 1941, 35 minutes after a state of war had been declared the WFA passed a resolution making all of its facilities available to the government. "So far as I know we were the first to enlist," Vollmann said. "Altho individually we may have had moments of personal regret at our action, I believe that collectively we will always know we were making a large and readily accepted contribution toward winning the war."

Seated on the stand with Vollmann at the opening session were J. H. Chambers, Santa Maria, vice-president, and Rose E. Links, Sacramento, secretary-treasurer. Directors present were C. B. (Jack) Afferbaugh, Pomona; A. E. Bartel, Puyallup; Ralph Brown, Santa Rosa; Leo Spitzbart, Salem, Ore.; Dr. J. N. D. Hindley, Honeydew; T. A. Dodge, Fresno; Sylvia Cooke, Chico; A. H. Lea, Portland, Ore.; D. V. Stewart, Imperial, and Chester Lipman, San Mateo.

Midway Has Place

Dr. J. I. Thomas, of California Polytechnic College, pointed out that the purpose of fairs was to improve the agriculture of the counties or districts in which they are held. He added that spectators were getting little from many of the fairs and suggested that cards telling the history of the animal, their weight, and the kind of feed used be displayed. He emphasized the need for

ample parking space and safe pedestrian entrances and exits.

The carnival or amusement area, with its Merry-Go-Rounds and its bright lights, is not to be misplaced or forgotten in the typical county or district fair. It should be placed in an area which might best serve its advertising value and also be used as a medium of attracting visitors closer to isolated areas. Direct access by carnival companies and their equipment without disrupting service installations and spreading debris over the rest of the grounds should also be provided, the architect suggested.

Eric McLaughlin, deputy chief of the Division of Audits, Department of Finance, urged better reports. Dr. C. Howell, University of California, asked that fair managers make their requests for judges early.

Other speakers included Jacob Leonard, assemblyman, chairman of the Interim Legislative Committee on Fairs; Louis S. Merrill, Sacramento, general manager, and H. R. Washburne, Los Angeles, director of information.

A general get-together was held Thursday night (10), with the banquet Friday night.

100 Annuals Slated For Kansas in 1946

(Continued from page 40)

HDA leader, spoke on "Women at the Fair" and Harold J. Johnson, State 4-H Club leader, on "Expanding the 4-H Thru the County Fair."

Round-table discussions provided much interest. Topics were "Premium Payments and Accounting," "How We Get Community Backing," "Best Joke of the Fair Season," "Successful Home Talent Fair Programs," "Plans for New Fair Buildings" and "The Carnival at Our Fair."

Showmen Join In

Latter discussion waxed hot when some fair men asked that a carnival be barred from playing Kansas fairs because of breach of contract in '45 at several fairs. Everett Erhardt, Stafford; Bethene Karns, Dodge City; L. R. Hoff, Clay Center; Ed Anthene, Delphos; J. W. Herdt, Hillsboro, and A. C. Fuhrken, Washington. Several carnival representatives, joined in the discussion. They were Larry Nolan, Srader Shows general agent; Don Brashear, Victory Exposition Shows general agent; Mrs. Ben Brodbeck, owner, Brodbeck Shows; H. W. Anderson and Jim White, Anderson Greater Shows; J. W. Mahaffey, Cherokee Amusement Company; Cecil Goree, Sunflower State Shows; Wayne Hale, Hale Attractions, and J. R. Leerlight, Leerlight Shows.

Close to 250 persons attended the banquet Tuesday night (8) at the Hotel Jawhawk Roof Garden. Leon Harms, a former Kansan, told of progress made at New Mexico State Fair since he took over the managerial reins eight years ago.

An impressive stagemore was presented, with Ben Truex, of Truex-Drake, supplying the acts. He introduced the Chinese singer, Dick Wong, who emceed besides delivering several ballads. Acts included Colonel Wilbur and Juanita, trick sharpshooting act; Owen Hester, eccentric tap dancer; Pauline Small, songstress; Miss Joleen, unusual acrobatic act; Virgil Hummer, banjo; Pete McBride, Flying McBrides, roller skating, and Zeima Maddox, instrumentalist.

Golden Gate State Is Sitting Pretty

(Continued from page 4)

he pointed out, is called the first balance. Five per cent is appropriated to citrus fruit fairs. Of this 5 per cent, \$100,000 goes to citrus fruit fairs in counties of more than 100,000 population; \$5,000 to citrus fruit fairs in counties of less than 100,000 population and which have been held annually for not less than 20 years. At present San Bernardino Orange Show receives \$100,000 annually. The Cloverdale Fair in Sonoma County is in the process of qualifying for a share of the fund and, if successful, will receive \$5,000 a year.

'41 Premium Basis

Forty per cent of the first balance is apportioned to district and county fairs on the basis of premiums paid during the year. At present apportionment is based on 1941 premiums. Agricultural code was amended in 1943 to provide for this basis due to the war. Had this not been done a few fairs might operate and receive the maximum apportionment of \$65,000. Amendment holds good thru 1946, Snider told the convention.

The money remaining after all deductions is called the second balance. Of this 25 per cent is allocated to California Polytechnic and 33 per cent to the University of California. The remainder, he pointed out, goes into the permanent improvement fund and is allocated to fairs by executive order of the director of finance. Monies from this last fund are allocated on a matching grant basis. Recently the policy was liberalized by permitting district and county fairs to use either district or State funds as matching monies.

Permits Building

Prior to this only monies received from sources other than the State were recognized as matching funds. This new policy was agreed upon because of the extensive building program planned by fairs during the post-war period and in order to spread permanent improvement funds as far as possible, Snider explained.

With the 1941 apportionment basis authorized until 1947, this was taken to mean that premium apportionments from July 1, 1945, to June 30, 1946, to be allocated next fall will run in excess of \$5,000. This, Snider held, is expected to allow each fair its maximum of \$65,000. It will not include fixed fee fairs that draw upward of \$100,000.

Snider urged paid personnel for fairs. He also strongly insisted that move should be made to have better fairs, not bigger fairs, and suggested broad educational community programs in which the fairgrounds are a part.

INK FLOWS IN KANSAS

(Continued from page 41)

and Mrs. John Francis, John Francis Shows; Mr. and Mrs. M. A. Srader and Larry Nolan, M. A. Srader Shows; Roger E. Haney, Haney's Rides; Mr. and Mrs. Fred Grey and Al Campbell, Rio Grande Shows, and George Howk, Howk's Concessions.

E. S. (Slim) Johnson, Midwest Marchandise Company; W. M. Moser and sons, P. M. and M. M., of Central States Shows; Frank Sharp, Regalia Manufacturing Company; Ben Truex, Tom Drake, Hazel Randall, Truex-Drake Enterprises; Clyde V. Schubert, and Lyle and Weldon Hale, Hale Shows; William G. Catlett, Catlett Greater Shows, and Mr. and Mrs. J. W. Mahaffey, Cherokee Amusement Company.

Mr. and Mrs. H. W. Anderson, James White, R. A. Chandler, Ray Martin and Carl Harlan, Anderson Greater Shows; Roy A. Good, Good's Devil Drivers and Thrill Show; Gene and Small Fry Whittaker, Whittaker's Rodeo; Jockey Jones and H. N. Eule, Frear's United Shows; Cecil A. Goree, Sunflower State Shows; Ted W. and P. W. Kyle, Jayhawk Amusement Company.

Mrs. Ruth and Fred Brodbeck, V. H. (Mike) Rockwell and R. H. Bentley, Brodbeck Shows; Orrin Jones, Orrin Jones Concessions; J. R. Leerlight, Leerlight Shows; Mr. and Mrs. H. C. Swisher, Parada Shows; Tex England, Texas Bill's Rodeo; Fred Herrin Jr. and R. G. Lang, Peerless Fireworks Company; Whitey Ivan, Ellis White, Buck Rea, P. S. (Muscles) Miller, George W. Carpenter, L. K. Carter, Paul Miller, Lorrin Jones, Claude Brusher, David Reese and Capt. Hugo.

Audit Shows 76G Net for York in '45

YORK, Pa., Jan. 12.—President Samuel S. Lewis reported January 1 a net profit of \$78,158.31, highest in history, from 1945 York Fair operations. Fair entered the new year with current assets totaling \$158,479.38, Lewis added.

"There is no indebtedness," Lewis continued, in a formal financial statement submitted to fair officers and board members. "Grounds are in good condition, buildings in excellent repair. The return to normalcy, and liquid assets of cash and gilt-edged securities augur for continued success."

The 1945 audit discloses that assets include \$45,013.63 in United States bonds.

General admission ticket sales accounted for \$77,793.39 of the fair's record-breaking \$191,741.62 gross receipts. Another \$52,410 came in thru grandstand turnstiles. Total concession and exhibit receipts were \$53,565.

Heaviest single expense was \$22,355 spent for grandstand attractions, exclusive of horse racing which cost \$10,057.45. Advertising accounted for \$6,115.23; office and administration expenses, including salaries, \$22,990; general maintenance, \$3,720.67; general expenses, including labor, electricity and water, \$59,524.50, and premiums, \$13,186.60.

Aside from financial gain, Lewis expressed belief that the practice of granting use of the grounds to organizations thruout the year has paid dividends in good will and advertising.

"On one day alone," he pointed out, "the grounds were occupied by three separate patriotic activities. A section of the grounds and several buildings were occupied by United States engineers. Cattle stalls were used by Church of the Brethren to assemble cattle for shipment to Europe. Space under the grandstand was used by the United Nations' Relief and Rehabilitation Administration as a collection point.

He cited also the home-coming celebration for Gen. Jacob L. Dever and the Standard Bred Horse Auction, a \$502,000 sale, as other outstanding instances of putting the grounds to good uses.

Annual meeting of the York Agricultural Society will be held at York Monday (14).

Contract Buying Hefty at Minn.'s St. Paul Conclave

ST. PAUL, Jan. 12.—Ink was flipped with reckless abandon at contracts of all sorts for amusements at the Minnesota federation gathering here last week. All 99 of the county fairs represented were in a buying mood, and the agents were present with documents and loaded pens at every bend in the St. Paul Hotel corridors.

It was reported that everyone around scratched, and the agents were a merry lot when the signing ceased Friday. Attractions and carnivals represented, as listed on the official bulletin board (at \$15 a clatter) were Arrowhead Amusement Company, Arrowhead Fireworks Company, Barnes-Carruthers, Boyle Woolfolk, William T. Collins Shows, Dobson's United Shows, Fair Publishing Company, Globe Poster Corporation, Gem City Shows, Gus Sun, Howard Amusement Company, KSTP, Jimmie Lynch Death Dodgers, Merriam's Shows, Petey's Attractions and Northwestern Amusement.

Raney United Shows, Regalia Manufacturing Company, Bob Robinson, Rocco & Son Midway, Roger Bros.' Shows, Thearle-Durfield Fireworks, Royal American Shows, Goodman's Wonder Shows of America, Ed Staib Miracle Horses, White Horse Troupe, Art B. Thomas, Voice of Twin Cities Loud-Speakers and Williams & Lee.

World of Today Shows, Ernie A. Young, International Shows, Parkway Amusement Company, Lucky Lott Hell Divers, Badger State Shows, Clyde Miller Rodeo, Frank Winkley's All-American Thrillers, National Speedways, Racing Corporation of America, McKee's Greater Shows, Al Sheehan and Abrams' Death Drivers.

Royal United Shows, Twin City Sound, American Beauty Shows, B. B. Rodeo Company, Minnesota Balloon & Novelty Company, McLaughlin Rodeo Productions, Wisconsin Deluxe Company and WLS National Barn Dance.

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HAY-BURNERS A WORRY IN IND.

Elect Norrick President, Thomas V.P. of Ind. Group

INDIANAPOLIS, Jan. 12.—A. G. Norrick, Muncie, was elected president of the Indiana Association of County and District Fairs at its annual convention January 7-9 in the Lincoln Hotel here. Norrick, who had been vice-president, succeeds L. V. Hauk, Morristown.

William (Babe) Thomas, Logansport, was named vice-president, and W. H. Clark, Franklin, was re-elected secretary-treasurer.

Rename Directors

In a joint session with representatives of breed associations, all nine members of the Indiana State Fair Board, up for re-election for a two-year term, were re-elected. They are: Albert C. Derr, Boonville; Paul G. Moffett, Indianapolis; P. L. White, Oxford; A. G. Norrick; Charles Morris, Salem; O. L. Reddish, Crawfordsville; U. C. Brouse, Kendallville; Levi P. Moore, Rochester, and Robert Graham Jr. now in military service. Graham was re-elected by acclamation. Other members of the fair board, now finishing out their terms, will be up for election next year.

Nighttime judging in 4-H and other youth competition at fairs was urged during convention sessions. C. J. Murphy, director of 4-H Club work in Marion County, declared that in instances where this had been tried it had resulted in a

sharp rise in interest and attendance at the judging.

It is more stimulating to the youngsters when judging is held at night, when more people are in a position to attend, Murphy told the convention. The general public, he added, is eager to see the judging and the youngsters like to have their exhibits judged before a large attendance. Result of nighttime judging, he held is beneficial to the fair, 4-H members and the public.

Line in Gambling

The desire to play games of chance is as inherent as eating. This was the contention of Judge Grant Rogers, Franklin, before the convention.

"The problem that arises is to determine at what point the good ends and evil begins," Rogers declared. "So long as gambling is small and no one is hurt, there is no reason to disturb it." He added: "That's the rule that holds in my court."

Other convention speakers included Andy Adams, vice-president of the U. S. Trotting Association, who dwelt briefly on *Racing Progress During the War*.

Speakers at the annual banquet, held Tuesday night were Gov. Ralph F. Gates and Lieut. Gov.-Commissioner of Agriculture Richard T. James, both of whom spoke briefly on the value of fairs. L. V. Hauk, retiring president of the association, was toastmaster.

Fast Stageshow

Bill McCluskey emceed a fast-moving stageshow which offered the De Leale Dancers, four-girl line; the Buccaneers, musical ensemble; Homer and Gethro, song stylists; Max Condon, tenor; Marianne Tudor, dancer, and Sir Edwards (Ramon La Rue) magician.

Attraction firms represented at the (See Norrick and Thomas on page 53)

N. H. Annuals Get 416G

CONCORD, N. H., Jan. 12.—Commissioner of Agriculture Andrew L. Felker announces the Rockingham Race Track subsidy to the nine major New Hampshire fairs, during the past seven years, has amounted to \$416,262.66. It is reported that Vermont may attempt to adopt a pari-mutuel racing law, to permit fairs to supplement the gate receipts.



A. G. NORRICK, Muncie, Ind., was elected president of the Indiana Association of County and District Fairs at the annual convention of that organization in Indianapolis last week.

See Shortage, No Solution

Some expos will probably be caught short, turn to thrill shows, racing exec predicts

INDIANAPOLIS, Jan. 12.—It was the hay-burners—the shortage of 'em—which worried members of the Indiana Association of County and District Fairs at the annual convention here in the Lincoln Hotel January 7-9. And most of the fair men returned to their respective bailiwicks after the three-day session still worried, and with reason.

There won't be enough trotters and pacers to fill out the fair dates in the State and some of the annuals are certain to be caught short. This was the picture presented at the annual confab.

Officials of the U. S. Trotting Association, out in force, and top horsemen painted a not-too-bright picture—and they didn't spare the brush.

Tip-Off Given

Tip-off of what lies ahead was given by one of the touring trotting association officials. Talking to one of the thrill show representatives, he said, "This year many of the fairs will find themselves with an insufficient number of horses and you thrill show people will get last minute, desperate calls to fill in."

Shortage of wigglers, expected to be felt in many States, will be particularly acute in Indiana, with impact hitting the smaller annuals. Indiana fairs as a whole don't get aid that matches that of fairs in neighboring Illinois, Michigan and Ohio. There is no State aid in Indiana and not all of the county and district fairs get county aid, whereas those in Illinois, Michigan and Ohio (See HOOSIERS' WORRY on page 53)

Mason Co. Skeds 1946 Event

SCOTTVILLE, Mich., Jan. 12.—First Mason County Fair in four years will be held at Ludington, fair association members decided at a board meeting here. Irving Pratt, secretary, said that the grandstand contract has been awarded the Raum Rodeo and Thrill Show. W. G. Wade secured the carnival contract.

Cash Piles Up For Blackfoot

BLACKFOOT, Idaho, Jan. 12.—Eastern Idaho State Fair, entering the new year with \$40,000 cash on hand, expects to open the annual in September with expanded bleachers to accommodate turn-away crowds of the past two years.

Paul V. Nash, of Pocatello, president, said that new stables for livestock will be built on seven acres of land recently purchased. He added that 600 feet of fence will be erected at one end of the race track.

A \$25,000 budget for entertainment will be set up, says Ival Wartchow, who has been appointed to succeed the retiring manager, J. K. Smith.

Gate receipts at the 1945 fair totaled \$34,500, Nash said.

Spencer, Ia., Votes Jan. 18 on New Heads

SPENCER, Ia., Jan. 12.—New president to head Clay County Fair will be elected here January 18 at the annual stockholders meeting to replace I. N. Kirby, resigned. New treasurer will also be named to succeed the late Otto A. Bjornstad.

Spencer's annual—long billed as the world's greatest county fair—will be held a week earlier than usual, the September 2-7 dates following the Iowa and Minnesota State fairs.

Attractions now booked for the event, first since 1941, include auto races promoted by Al Sweeney and Gaylord White, grandstand revue and acts by Barnes-Carruthers and carnival attractions by World of Today Shows.

Bad Axe, Mich., Renews; Spend Heavy To Improve

BAD AXE, Mich., Jan. 12.—Bad Axe Fair, out for the past four years, will resume August 27-31, according to vote of the fair board, and \$50,000 is being provided as an extension fund, it is reported, to provide additions to the grounds and equipment.

Landscaping is to be started in the spring, with all buildings to be reconditioned, repaired or remodeled. Fair will be held jointly with the 4-H Club.

Contract for the midway went to W. G. Wade Shows' No. 1 Unit, with C. L. (Jack) Raum's Rodeo, Circus and Thrill Show booked for the grandstand.

Dayton Stashes Close to 100G

DAYTON, O., Jan. 12.—Montgomery County Fair Board has a total of \$99,428.62 in the bank as the result of successful operation of the fairgrounds the last several years.

Report of Ralph C. Haines, secretary, at the annual meeting shows a net profit for 1945 of \$22,387.46, which, added to a bank balance of \$77,041.16, makes the grand total.

Fair receipts, covering admission fees, gate, auto parking and grandstand totaled \$40,073.62, largest in the fair's history. Annual paid out \$17,597.76 in premiums, Special attractions and music cost \$3,571.

Officers elected for 1946 were C. C. Neff, president; Edward Shank, vice-president; James B. Pleagle, treasurer, and Haines, secretary for the 15th consecutive year. Fair will be held four days and nights beginning September 2, but there is a movement on foot to stage a saddle horse show September 1.

Board also will ask the county engineer to make a survey of the grounds, showing water, gas and sewer lines, something which has never been made.

Bond Peddling a Cinch, Says Haag

Indiana Annual Sells 35G Issue

Lawrenceburg secretary declares other expos also would have no difficulty

INDIANAPOLIS, Jan. 12.—Floating bond issues for fairground construction now is not only possible, but easy, Leonard Haag, secretary of Dearborn County Fair, Lawrenceburg, Ind., maintained at the annual convention of the Indiana Association of County and District Fairs here this week.

Sorely in need of a grandstand, his fair recently launched a sale of \$35,000 in bonds, and without difficulty sold them and could have sold more, Haag told fair men.

Gets \$5,500 Gift

What's more, while peddling the bonds it received donations totaling \$5,500 (See HAAG'S FAIR on page 53)

IAFE Back to Chi In '46 -- Kingman

BROCKTON, Mass., Jan. 12.—The 1946 annual convention of the International Association of Fairs and Expositions will again be held at the Hotel Sherman, Chicago, Secretary Frank H. Kingman announced today.

Dates of the convention have been set for December 2-4.

Petoskey, Mich., Sets Sept. Dates for 1946

PETOSKEY, Mich., Jan. 12.—Renewal of Emmet County Fair on September 10-14 was voted by its directors, returning another Michigan annual which skipped the war years.

Society horse show has been scheduled and contracts awarded W. G. Wade and C. L. (Jack) Raum for carnival and grandstand attractions. If cars are available, three will be given away.

Greensboro Shoots For Still Date \$\$

GREENSBORO, N. C., Jan. 12.—Facilities of Greensboro Fair, suited for both day and night attractions, will be used extensively for auto races, rodeos, thrill shows and other still date features in 1946 under the year-round program projected by Manager Norman Y. Chambliss.

Chambliss expects to play host also to several circuses, as the fairgrounds offer the only site available here. Usually, three shows use the lot each fall.

Organization of committees and other preparations for the 1946 fair, scheduled to open October 7, are already under way under the direction of Chambliss and Mrs. Clyde Kendall, local manager. Advance ticket sales will be handled by the Gold Star Mothers organization and such other groups as the Kiwanis, Rotary and Citizens clubs are developing plans for participation. American Legion will handle the beer concession.

Attractions now booked for the fair include a George A. Hamid grandstand show, Jack Kochman's Hell Drivers, Sam Nunis auto races and the Johnny J. Jones Exposition Shows.

2 TIP LID; MAY BE TIP-OFF

RAS, Crafts Spring Soon

Biggies debut in Fla. and Calif.—biz eyes results for hints on '46 spending

CHICAGO, Jan. 12.—Eyes of outdoor showbiz will rove from Coast to Coast the next few weeks as two major mid-way organizations unfurl banners in Florida and California. What they see may be the tip-off on 1946.

Of first significance is the January 22 debut of Carl J. Sedlmayr's refurbished Royal American entourage at Florida's first Pinellas County Fair in Largo since 1941, and the follow-up stand at Tampa and Florida State Fair, February 5-16.

Crafts Hits South

On the West Coast, Orville N. Crafts and his crew are getting Crafts 20 Big Shows ready at San Fernando to head down Mexico way for the February 8 season premiere at Calexico, Calif., the border town. Results of these dates will be closely scanned by showmen in all parts of the country for a hint of things to come and answers to such winter hot stove league topics as strikes, spending trends and the outlook for 1946.

At the turn of the year, more than a dozen shows were operating in the Southern States, but they are chiefly the smallest attempting to carry thru the winter their banner earnings of last summer and late fall. Several were pick-up orgs, roughly joined together for a few off-season months and whatever their luck would bring. Under no circumstances (See RAS, CRAFTS BOW on page 50)

Fun, Frivolity At Miami Ball

MIAMI, Jan. 12.—Miami Showmen's Association held its second annual banquet and ball Tuesday (8) at Lou Walter's Terrace Club, Miami Beach, with a record attendance that taxed the spot's seating capacity.

A star-studded show, led by Benny Fields, and dancing kept the frivolity going until early in the morning.

Speakers of the evening included Don Lanning, toastmaster; Dr. James S. Thomas, economist and educator; James A. Dunn, owner of Gulfstream Racing Park, and Val C. Cleary.

Guests of honor included A. B. Curry, Miami city manager; Sam Solomon, representing the SLA; Oscar C. Buck, NSA; Louis Margolis, Michigan Showmen's Association, and Dinty Dennis.

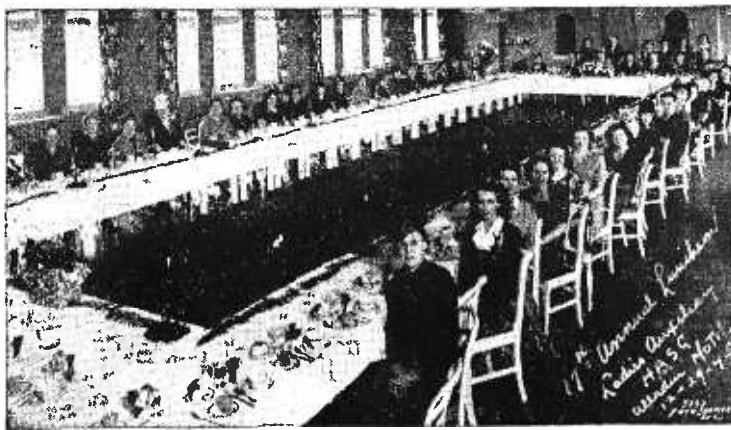
Officers of the Miami Showmen's Association on the dias were David B. Endy, president; Robert K. Parker, first vice-president; William Tucker, second vice-president; Joe Payne, third vice-president; W. D. (Bill) Bartlett, treasurer; Milton S. Paer, secretary; William C. Bryant, chaplain, and Jack Moore, counselor. Carl J. Sedlmayr, incoming first vice-president, was unable to be present.

Following a talk by Robert K. Parker, incoming president, Dave Endy, presented gold life membership cards to Louis A. Rice, Homer Davis and Davis E. Fineman. An honorary life membership card was presented to Charles (Frenchy) Schwaba.

Plaques were awarded to Gerard Greater, W. C. Kaus, J. J. Kirkwood, Conklin, Dodson's World's Fair and Proll's Broadway shows and Wonder Shows of America for outstanding services.

Betty C. Endy, Mrs. H. K. McVilvie and Lottie Mayer Warfield, members of the Ladies' Auxiliary, were introduced from the floor.

Banquet committee was commended for the fine job it did in staging the event. Members were Louis A. Rice, Art Lewis, Max Kimerer, Cliff Wilson and Ben Welsa.



MEMBERS OF THE LADIES' AUXILIARY of the Heart of America Showmen's Club at their 17th annual luncheon staged December 29 at the Alladin Hotel, Kansas City, Mo.

NSA Donates \$768 To Paralysis Fund

NEW YORK, Jan. 12.—Presiding at his first regular meeting, following election as president of the National Showmen's Association here January 9, Jack Wilson made an appeal to assembled members for contributions to the National Foundation for Infantile Paralysis with the result that \$768 was contributed in a matter of minutes.

Following the appointment of Jack McCormick as chairman of the committee to handle contributions, George A. Hamid, president emeritus, shared rostrum honors and made a stirring appeal to members to be generous.

Contributors included George A. Hamid, Jack Wilson, Jack Rosenthal, Joe McKee, Harry Rosen, Fred C. Murray, Ross Manning, Jules Lesures, D. D. Simmons, Louis Ulrich, Benny Levin, Herman Cohen, Jake Linderman, Harry Rifkin, C. Bleckman, Sam Walker, Justin Van Vleet, Lee Lewis, Harry Nelson, Phil Isser, Jack Hornfeld, Joe Gold, Sam Levy, Joe Harris, Benny Herman, Brother Goldstone.

Doc Morris Sr., Frank Capell, B. Rodnick, Morris Rifkin, Buckey Allen, J. Trebish, Harry Horner, John McCormick, Max Tubis, Sam Rothstein, Doc Morris Jr., George Bernert, H. Gold, Slim Diéckman, Lew Lange, Walter K. Sibley, E. Guralsky, Sambo Peterson, Maurice Rosen, Max Cooper, Red Faber, Morris Betalsky, Dave Brown, Jack Stern and Jerry Gottlieb.

BALLYHOO BROS.' CIRCULATING EXPO

A Century of Profit Show

By Starr De Belle

Peek 'Em, China.
January 12, 1946.

Dear Pat:

Last Sunday our fleet of ocean liners and freighters steamed into Honghai Bay to make a landing on the shores of South China. When our people landed, a band of fierce-looking, heavily-armed guerrillas ordered them back to the boats. Being prepared for such a move, the bosses sent their Chinese legal adjuster ashore to straighten out the matter. After talking to the guerrilla chief, our legal adjuster decided that they had already had the third coupon and returned to the boats still loaded with blankets and dolls, saying that he didn't have a Chinaman's chance. Furthermore, he added: "They don't understand my New York Chinatown Chinese."

Whenever anyone refuses to talk with our legal adjuster, it means fight around this show. The bosses ordered their free act cannon brought onto the deck, and we fired a barrage of tin cans, garbage and other midway whatnots at the enemy, which sent them scurrying, leaving their wounded behind. We then landed. Our company doctor examined

Jones Signs Contract For Ind. State Fair

INDIANAPOLIS, Jan. 12.—Midway contract for 1946 Indiana State Fair was awarded Johnny J. Jones Exposition by the State Agricultural Board here Wednesday (9). Jones org had contract at the Hoosier annual in years immediately before 1942, when the army took over the plant.

Jones org was represented by E. Lawrence Phillips, Ralph Lockett, Morris Lipsky and Harvey Wilson.

Also here for the annual convention were representatives of three railroad shows. Al Wagner was in for his Cavalcade of Amusements, J. C. McCaffery for Hennes Bros., and R. C. McCarter for Cetlin & Wilson.

23G to League's G.I.'s--Streibich

CHICAGO, Jan. 12.—About 40 members of the Showmen's League of America went to the defense of their country and of that number, only 20 remain to be discharged, Joe Streibich, secretary, says.

"The League has paid out \$23,000 from its Mustering-Out Fund," Streibich said. He added that only four men to date have been awarded the maximum payment of \$600. Payment was made on length of service and time overseas.

Of the 140, only two died in service. Al Sopenar was killed in action in France, and Murray Polans died at Camp Kessler, Miss.

Sam Corenson Installed at Colorful Affair

SAN FRANCISCO, Jan. 12.—Showfolks of America, Inc., Chapter No. 2, held its third installation Monday night (7) with Sam Corenson entering his second term as president. Honored guest was Louis Lurie, prominent Pacific Coast financier, who was seated with J. Ed Brown, representing the Pacific Coast Showmen's Association of Los Angeles at the speakers' table. About 400 attended.

Other officers installed were Harry Seber, first vice-president; Pat Treanor, second vice-president; George Lorraine, third vice-president; Milton Williams, treasurer; Dwight Kane, financial secretary; Edna Ralford, recording secretary, and Albert Roche, corresponding secretary.

Fred Weldmann, chairman of the board of directors, and chairman for the affair, was installing officer.

Havenner Speaks

Congressman Fred Havenner spoke briefly after installing the following directors: Charles Albright, Nellie Baker Ramsey, William Kindel, Andy Hynes, Orville Crafts, Ted Leavitt, Bob Schooner, Norman Schue, Charles Walpert, Fred Ramsey, Castle Burglon, Mike Kreakos, John Severson, Ted Textler, Tom Reed, Brownie Rosenthal, Gladys Patrick, Al Moxie Miller, Council Ralford, Jennie Christensen, Harry Friedman, Red Kearns, Frances Seber, John (Spot) Ragland, Fred Cockrell Sr., Oscar Walker, Harry Myers, Roy Ludington and Whitey Monett.

Corenson was seated with Mrs. Corenson at the speakers' table, along with Lurie, Brown, Dwight Kane, Albert Roch, Milt Williams, Edna Ralford, Sam Miller, Council Ralford, Harry Seber, Pat Treanor, Blanche Treanor, Congressman Havenner and Fred Weldmann, who also acted as emcee. Ethyl Weldmann, and May Makin were marshals.

The banquet hall in the Scottish Rite Temple was decorated gayly for the occasion. Following dinner served by Sam Miller and staff, dancing to Olivette and her orchestra, a six-piece group, was enjoyed.

The entertainment portion of the event started with Red Kearns emceeding to bring on Chief Capellcan, who led the group in the singing of *God Bless America*. Congratulatory messages from (See INSTALL CORENSON on page 50)

Showbiz Gains Retained in Code

NEW YORK, Jan. 12.—Gains made for the benefit of outdoor show business at the December hearing on the proposed safety code were retained Monday (7) at a meeting of the Standards Association editorial sub-committee.

Under the recommended provisions, tents with less than 200 capacity will not come under the code and shows will not be required to file tent and lot plans in advance.

A draft of the code in its final form will be submitted to the committee for approval, and after a majority vote it will go to the National Fire Protection Association. If approved by that body, it will be returned to American Standards Association for approval as a standard.

Max Cohen, representing American Carnival Association at the meeting here, said he did not expect final approval of the code before May 1.

Wagner's Cavalcade Lands Muncie Fair

MUNCIE, Ind., Jan. 12.—Al Wagner's Cavalcade of Amusements was awarded the contract for the Muncie Fair (July 28-August 2) at the meeting of the Indiana fair managers here this week.

A. G. (Fred) Norrick, now president of the Indiana Fair Managers' Association, is secretary of the Muncie annual. Johnny J. Jones Exposition has had Muncie the last three years.

Strates Buys BG Ride; Deals for Other Equipm't

MULLINS, S. C., Jan. 12.—James E. Strates, owner-manager of shows bearing his name, was in Shreveport, La., this week concluding negotiations for the purchase of a Merry-Go-Round and other physical equipment of the Beckmann & Gerety Shows, Dick O'Brien, assistant manager, revealed at quarters here. Buying trip is in line with Owner Strates's determination to take the road this year with an enlarged organization despite losses sustained in the recent fire, O'Brien added.

Percy Morency has arrived at local quarters and is in charge of the office. A large crew of skilled workmen to rebuild the shows is being recruited and material is arriving daily. O'Brien said that the recently purchased light plants will arrive in plenty of time for the opening, with Lewis Supply Company furnishing plants and wagons.

Three wagon fronts and wagons from John F. Courtney & Company and six light towers from the same company, together with the five that were saved from the fire, will give the shows a total of 11 towers on the midway, O'Brien said.

HARRISONBURG, Va., Jan. 12.—Col. Charles Mattland will pilot the Jolly Time Exposition Shows this season. Show will have three rides, five shows and an undetermined number of concessions. There will be all new canvas, including a new 30-foot white and blue marquee. Free act will be trapeze artists.



JOHN J. BEJANO

Showfolk Pallbearers At John J. Bejano Rites

DALLAS, Jan. 12.—Funeral services were held in Holy Trinity Church here Tuesday (8) for John J. Bejano, 83, veteran Dallas showman, who died Saturday (5) at Muskogee, Okla. Bejano, who once owned a restaurant on the present site of the Adolphus Hotel, came here in the 1870's and was associated with carnivals for 50 years.

Pallbearers were James Dunlavy, Fred Bond, Phil Little, Eddie Vaughn, Joe Murphy, James J. Chavann and Paul Juhlin. Burial was in the Catholic cemetery here.

Bejano is survived by his son, Paul, and a sister.

Royal American Inks Minnesota

CHICAGO, Jan. 12.—Royal American Shows will furnish midway attractions at the Minnesota State Fair in 1946 for the 14th consecutive time, it was announced today by Carl J. Sedlmayr, owner of the big organization.

Had it not been for the cancellation of the Gopher annual last year, due to wartime conditions, this would be the 15th for RAS at the Midwest's biggest annual.

The return of Minnesota to the fold puts the Royal American back on its pre-war route, contracts having already been executed for the Kansas Free Fair at Topeka, the Oklahoma State Fair at Oklahoma City and the Louisiana State Fair at Shreveport. In addition, the Oklahoma Free State Fair at Muskogee has been added to the itinerary.

Royal American's winter season will open Tuesday (22) at the Pinellas County Fair, Largo, Fla., with the Florida State Fair, Tampa, February 6-16, and the Orange Festival at Orlando, Fla., January 25 thru March 2, to follow. The show will then be returned to the winter quarters on the Tampa Fair grounds for six weeks of refurbishing before heading north for the second opening of the season.

Sedlmayr intends to spend the coming week in Chicago attending to business matters, and will then go to Winnipeg to make a bid for the Class A circuit of exhibitions in Western Canada at the meeting which opens Monday (21) in Winnipeg, Man.

Attraction Reps Turn Out at Kan.

TOPEKA, Kan., Jan. 12.—From the midways and other branches of fair entertainment, attraction representatives were present at full strength here this week for the annual state convention of Kansas Fair Managers.

Making a hit with the fair delegates, Don Brashear, Victory Exposition Shows, handed each a bright Texas orange as the conventioners entered the meeting room. Fruit was gifted, he said, with the compliments of the chambers of commerce of the Rio Grande Valley.

Ben Truex, Truex-Drake Enterprises, made the meeting for the 20th successive year. Rooms were the mecca of delegates and they annually furnish the floorshow at the banquet.

Cecil A. Gorec, owner, Sunflower State Shows, who has been in ill health during the past year, has almost recovered and was able to mix with those present. Mr. and Mrs. Fred Grey, Rio Grande Shows, with whom Tom Fuzzell, of North Little Rock, is associated, made the meeting for See ACT REPS IN KAN. on page 67)

Harrison Signs Powell

COLUMBIA, S. C., Jan. 12.—Charles M. Powell, general agent of Prell's World's Fair Shows and last season with Prell's Broadway Shows, has been signed in that capacity with Harrison Greater Shows for 1946. Frank Harrison, owner said today. Harrison announced that Powell has completed negotiations to have the organization provide the midway at South Carolina State Colored Fair here, October 28-November 2.

Heart of America Showmen's Club in Annual New Year's Eve Frolic



Alice Belmont and Mildred Laird



Standing on left, Peter G. Ruse and Lew Smutz. Seated, starting fifth from the left: Mrs. Mildred Laird, Mrs. Peter Rust, Dolores Maher, Mr. and Mrs. John Maher. In the extreme front, Mr. and Mrs. Roscoe Walkup



Euby Cobb, Leo Lang, Walter Payne and Mrs. Leo Lang



Mr. and Mrs. Peter Burns and Peter Burns Jr.



Seated, left to right: Mrs. M. S. Williams, Mrs. Sue Moore and E. Lawrence Phillips. Standing, left to right: First, unidentified; Mrs. Sidney Belmont and Morris Lipsky



Left to right around table: Mr. and Mrs. Harry Whistler, Mr. and Mrs. Gibben, Mr. and Mrs. Barber, Red and Ida McCoy, Mr. and Mrs. George Regan and Mrs. Florence Shechan



Mr. and Mrs. John Maher and daughter, Dolores



Harold Barlow, John Francis and George Regan



Evelyn Payne, Mr. and Mrs. Charles Payne and Mrs. R. Payne



Mr. and Mrs. Bob Robison



W. E. (Bill) Snyder and Mr. and Mrs. John Francis



Mr. and Mrs. Al Proseri and guests. The Proseris are fifth and sixth from the left

NOTICE—NO LONGER WITH US—NOTICE

To whom it may concern

Cpl. Lloyd D. Serfass, Gen. Mgr. of the PENN PREMIER SHOWS, has been honorably discharged from the United States Marines and will open the new streamlined PENN PREMIER SHOWS in April with the finest still dates and falls in the East.

WANTED—A-1 Billposter and Legal Adjuster. (No boozers.)
WANTED—Will book or buy Octopus, Roll-o-Plane or Fly-o-Plane or any other Ride not conflicting. Can offer real proposition for any of these Rides.

SHOWS—Want to hear from reliable people to manage the following Shows. All new fronts and new canvas. Posing Show, Revue, Minstrel, Monkey, Life or Snake Show.

CONCESSIONS: Can place Cook House, Bingo, Diggers, Scales, Fish Pond, Hoop-La, Percentage, Ball Games and any other legitimate Concessions.

Want Working Men in all departments, Scenic Artist, Builders, Mechanics and useful Help in winter quarters.

This Show will play in the heart of all cities, and not 10 miles out, for the strongest auspices. Will finance any new worth-while attractions. Those writing before write again as mail has been lost.

Want two outstanding Free Attractions that are sensational. Now is the time to get in on the ground floor with not the newest but finest show in the East (ask those who were with us before). Address all mail to

LLOYD D. SERFASS, Gen. Mgr. PENN PREMIER SHOWS
STROUDSBURG, PA.

CLUB ACTIVITIES

Showmen's League of America

Sherman Hotel, Chicago

National Showmen's Association

1564 Broadway, New York

CHICAGO, Jan. 12.—In the absence of regular officers, Past President Edward A. Hock presided at Thursday's meeting. With him at the table were Walter F. Driver, treasurer, and Joe Streiblich, secretary. Elected to membership were A. Bacon, Joe Haas and Forrest Knauf. Chairman Bill Carsky said the date and place of the annual spring party would be announced soon. President Fred Kressmann, Frank P. and John M. Duffield, Art Brisee, Sunny Bernet, Pat Purcell and others attended Minnesota fair meetings. S. T. Jessop left for Florida. Attending the Indiana fair meetings were Sam J. Levy, J. C. McCaffery, Lou Berger and Dave Tennyson. Counsel Arthur Morse reports everything is set on the new quarters and the lease will be signed shortly. Club will take over March 1. Sick list includes George Terry, Tom Vollmer, William J. Coultry and Jack Arenz. Pete Wheeler is up and around again.

I. J. Polack brought back a comprehensive report as the League's representative at the PCSA banquet. Morris A. Haft has completed arrangements for (See SLA on page 68)

NEW YORK, Jan. 12.—Inauguration of officers January 9 was attended by a large crowd. President Jack Wilson was installed by George A. Hamid, president emeritus, who reviewed the former's career in show business, recalling many humorous incidents. Telegrams were received from Dave Endy, first vice-president, and James E. Strates, second vice-president, and a letter from Jack Perry, treasurer, regretting their inability to attend.

In his acceptance speech President Wilson said: "This moment is one that I will remember all of my life as I consider it the highest honor that has ever been paid me and is probably the highest honor that I will ever receive during my lifetime. I am proud to be accepted by this great internationally famous amusement organization as its president for 1946 and I will do everything in my power to make this the year of years in every respect since the inception of the organization; of course, with the cooperation of the members."

President Wilson was five hours late in arriving due to a train wreck.

Other officers installed were Joe McKee, third vice-president; Ross Manning, secretary; Harry Rosen, treasurer, and Fred Murray, chaplain. All made brief talks.

Michigan Showmen's Association

156 Temple Ave., Detroit

DETROIT, Jan. 12.—Entertainment committee reported that proceeds from the New Year's Eve party broke all previous records. Proceeds go into the Building Fund. Special thanks went to Sam Norber, who was host to more than 50 servicemen at the party.

Annual meeting will be held Monday (14). Balloting for officers will start at 2 p.m. Installation will take place at 9 p.m.

Elected to membership were Joseph Winokur, Hugh Taylor, Ernest J. Luxon, William Morgan, Edward Mullay, Samuel Meyers, Samuel Riskin, Harry F. Barger, Murray and George Kane, Hymie Cooper and Joe Frederick.

President Dickstein presided at the Monday (7) session. With him on the rostrum were Past President Harry Stahl, First Vice-President Ben Moss, Second Vice-President Roscoe Wade, Treasurer Louis Rosenthal and Secretary Bernhard Robbins.

Showfolks of America

San Francisco

SAN FRANCISCO, Jan. 12.—Secretary Roche read letters written to the Arizona Showmen's Association, along with one written by Marie Bailey, Regular Associated Troupers, to The Billboard, and to the Recreation Division of the American Red Cross at Lettermen General Hospital. The last named one offered entertainment for the patients by Harry Harrie and Mickey Hogan. Roche also read a letter of thanks to Vera Zaharin.

President Corenson read a letter from Babe and Moxie Miller, who are in Chicago, publicizing the club; a letter from Elmer Hanscomb, who enclosed \$20 for the Cemetery Fund, and a letter from the American Relief for Holland committee thanking Show Folks and Nellie (See S of A on page 68)

Heart of America Showmen's Club

931A Broadway, Kansas City, Mo.

KANSAS CITY, Jan. 12.—First Vice-President Al C. Wilson presided at the first meeting of the new year in the absence of President Chester L. Levin. Also on the rostrum were Secretary G. C. McGinnis and Treasurer Harry Altschuler.

Admitted to membership were John W. Combs, George J. Gill, Stanley G. Carter and Clarence A. Bechtelheimer. Letter was read from K. H. Garman, owner of Sunset Amusement Company. He sent a \$25 donation to the Cemetery Fund.

Several members gave short talks, including Past President C. F. (Doc) Zeiger and Theo Forstall, a past president of the Pacific Coast Showmen's Association. Mr. and Mrs. Zeiger provided lunch which was prepared by Peggy Forstall and Hattie Houk.

WANTED

Working Men, Boss Canvasman, Billposter, Acts, Hillbillies. Bob Hunt wants Agents. Johnnie, come back. Will open Boesville, Texas, about February 4th. All write

Mgr. San Fernando Valley Folks Show

214 Eldorado Ave. San Antonio, Texas

WANTED

Dancers for Girl Show, Outstanding Side Show Acts, Annex Attraction.

Long Season West Coast Shows. Australia and New Zealand Dates to Follow.

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2.5 KW, 110V, 1 Phase, 60 Cycle, with 6.5 HP Engine. Complete tools and repair parts. Sacrifice. Also 6-10-25 KW Gasoline or Diesel. Export packed.

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78 Hawthorne Place MONTCLAIR, N. J.

MOLLY'S SHOWS

Booking for Season 1946

Good Act—Long season's work. Cookhouse, Shows and Concessions. Will book Tilt-a-Whirl and Whip. Captain Duncan Fairlie, get in touch with me. MOLLY'S SHOWS, 80 Revere St., Portland, Me.

AT LIBERTY

Elk Ferris Wheel, A-1 Show; 2 Milk Bottle Ball Games; 1 Cigarette Cork Gallery; 1 Popcorn Joint. Want Wheelman, Clifford Mathes, write.

MR. HARRY KELLER

General Delivery, Fayetteville, North Carolina

WANT FOR 1946 SEASON

Will book any Ride not conflicting. Second Man for Wheel, Mixup Foreman. Concession Agents, Pan Game, Ball Game, Guess Your Age, Penny Pitch, Coke Bottle, Slum Stores, Griddle Man for Grab, 10-in-1 and any Grand Show. Must be sober and reliable.

Newville, Tex., Jan. 14-21; Then Per Route. BLUE BONNET SHOWS, E. F. "Mac" McCracken.

OMAR'S GREATER AMUSEMENTS

Will book or buy Tilt or Merry-Go-Round. Will book any Flat Rides. Want Shows of all kinds. Will book Photos, other Concessions. Need Agents and Ride Help.

OMAR THOMPSON
812 LINDEN PINE BLUFF, ARK.



EXPANSION BANDS
STAINLESS STEEL . . \$5.50 EA.
1/20 GOLD-FILLED . 6.00 EA.

Factory Guaranteed for one year, these bands are offered in ANY QUANTITY

Individual sample orders of one band—add \$2.00 to above prices. This amount credited on your first order of one dozen or more bands. Reference: Northwestern National Bank of Chicago.

Checks with orders filled in 48 hours. In about 3 to 4 weeks we will have Ladies' Expansion Bands available in any quantity.

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Ft. Myers, Fla., Feb. 4th to 10th, Inclusive

This will be biggest event in Southwest Florida. 50,000 visitors expected. We have Merry-Go-Round, Ferris Wheel, Chair-o-Plane and Roll-o-Plane. Want several Kiddie Rides. Tilt-a-Whirl, Fly-o-Plane, Scooter, Octopus, or what have you that don't conflict? Also want any clean-cut Shows with own outfits on liberal percentage basis. Can use Motordrome, Funhouse, Penny Arcade, High Striker, Snow Cones, Popcorn, Candied Apples, Custard, etc. No games of chance can work here, so please don't inquire. Junior Lee McMillan, Benny, Charlie and James Boy, also Bill Rabon, be on hand at Punta Gorda, Fla., not later than January 28th or confirm. Communicate with K. H. WILLIAMS, Chairman of Entertainment Committee, Ft. Myers, Fla., or J. P. BOLT, Punta Gorda, Fla.

VICTORY EXPOSITION SHOWS

14 RIDES — 2 FUN HOUSES — 10 SHOWS — 40 CONCESSIONS
OPENING FEBRUARY 21—CLOSING NOVEMBER 30
28—FAIRS AND CELEBRATIONS—28

WANT ORGANIZED MINSTREL SHOW, SIDE SHOW AND OTHER WORTH-WHILE SHOWS. Joe Darpel and Milo Anthony, wire. WANT CONCESSION AGENTS FOR 15 "HANKY PANKS." ALSO AGENTS FOR ROLLDOWNS, RAZZLES, PIN STORE AND SLUM SKILLOS. Showmen, contact Alvin Vandiko. Concession People, contact Don Brashear.

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"AMERICA'S MOST SPECTACULAR MIDWAY"

WANT CAPABLE AND RELIABLE GENERAL AGENT

W. N. Clay, the Painter, wire at once.

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TENTS—Concession, Cypsy, Camping. Flashy trimmings. Tents of all sizes. Merry-Go-Round and Caterpillar Tops, Big Tops.

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426 Universal Drive • Oshkosh, Wisconsin

Pacific Coast Showmen's Association
623 1/2 S. Grand Ave., Los Angeles

LOS ANGELES, Jan. 12.—More than 300 attended Monday's (7) meeting, the occasion being the installation of officers. Many were present from San Diego and some came from as far north as Portland, Ore. Frank Conklin was here from the East.

At the opening of the meeting, members stood for a minute in silent prayer as a tribute to David (Doc) Barnett, who died Sunday (8).

With Tom Regan as installing officer, the following officers were seated: Mel Smith, president; Charles Walpert, first vice-president; William Hobday, second vice-president; Jimmy Lynch, third vice-president; Harry Suker, fourth vice-president; Edward L. Mann, secretary, and John T. Backman, treasurer.

Five new members were elected. They are C. R. Reger, Harold S. Dean, John Burton, James L. Mock and Louis J. Manly. Short talks were given by Johnny Castle, O. J. Hildebrand, Frank Conklin, (See PCSA on page 68)

Miami Showmen's Association
236 W. Flagler St., Miami

Ladies' Auxiliary
Plans are under way for the annual party with Raynell Golden as chairman. The event will be held January 31. Members learned with sorrow of the death of one of the club's charter members, Mrs. Maude Koken.

The installation dinner will be held Monday (14). Officers are Leona Parker, president; Raynell Golden, first vice-president; Lillian Tucker, second vice-president; Grace Goos, third vice-president; Lottie Mayer Warfield, secretary, and Louise Ehndy, treasurer.

The drawing for bond books will be held night of the installation dinner.

INTERNATIONAL SHOWS
NOW CONTRACTING FOR 1946 SEASON
SHOWS—RIDES—CONCESSIONS.
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COASTAL PLAIN SHOWS
Winter Quarters Now Open.
Want Man and Wife for Office Owned Bldg.
C. V. (BILL) COX
TARBORO, N. C.

WANT
FOREMAN FOR #5 ELI WHEEL. Must be sober and reliable. Ride loads on Semi Truck. 40 weeks' season. Open Feb. 16. Top salary to right man.

JACK EDWARDS
c/o Greater United Shows Laredo Tex.

PAINTER WANTED
A-1 Artistic Scenery Painter at once. Must be fast. Good wages in Winter Quarters. Job for the season. No time to write—wire.
Peppers All-States Shows
BOX 675, SELMA, ALA.

RIDES WANTED
No. 5 Eli Wheel, Little Beauty Merry-Go-Round, Mix-Up, a small Tilt-a-Whirl. If anyone has these rides or as many as one, please notify me.
WALTER J. HALL
714 Ohio Ave. WICHITA FALLS, TEX.

GEM CITY SHOWS
NOW CONTRACTING FOR 1946 SEASON
Address: Permanent Winterquarters, Quincy, Ill.

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.

NOW BOOKING
Shows and Concessions for 1946 season. Ride Foreman and useful Help, write.
J. F. SPARKS
311 Westover Drive BIRMINGHAM, ALA.

BLUE RIBBON SHOWS

Want Ride Help, Tilt and Ridee-O Foreman, also Second Men. Positively no drunks or chasers. Semi Drivers given preference. Eleven-month season. First-class Show Electrician wanted, no light plants, have own transformer wagon. One not afraid to work.

CONCESSIONS—Candy Floss, Penny Arcade and any legitimate Merchandise Concessions.

SHOWS—Ten-in-One or any worth-while Attraction not already booked. Must have own equipment and transportation.

This show out eleven months. Florida until March 1; then North.

We have most beautiful show of its size on road, featuring Bob Fisher's Fearless Flyers. All replies

E. L. YOUNG, Mgr. Lakeland, Fla.

L. J. HETH SHOWS

12 RIDES WANT SEASON 1946 3 SHOWS

SHOWS—Organized Hillbilly Show. Minstrel Show, salary and percentage; have bus transportation. Side Show all new outfit. Snake Show, Animal Show, Glass House, Fun House.

HELP—Billposter, better than union wages to right man; Second Agent for detail work; Foreman and Second Men for all Rides, must be Truck Drivers.

CONCESSIONS—Cookhouse, Candy Apples, Candy Floss, High Striker. Stock Concessions of all kinds. No joints or gypsies wanted. George Harris, Sunny Mix, contact Joe Fontana.

All Replies: North Birmingham, Ala.

FLORIDA AMUSEMENT CO. WANTS

For Florida Fairs and Strawberry Festivals, opening February 2nd, Bradenton; Plant City Festival follows.

Want Rides and Shows. Tilt, Octopus, Spitfire, Pony Track, Fat Show, Side Show, Posing Revue, Unborn, Fun House, two High Free Acts, Electrician, P. C. Dealers, Agents, Slum Stores. Wulp, wired you. Merry-Go-Round and Ride Help. Johnsons, reply. Dan Riley wants Ticket Seller, Kiddie Ride Help. All address:

HOWARD INGRAM, P. O. Box 2311, Sarasota, Fla.

LAWRENCE GREATER SHOWS

Opening early in spring in North Carolina. Our route will cover and be the same good still dates and fairs that we have played in the past.

Want Ride Help on all Rides and Help in all departments. Men that drive semi-trucks preferred. Have Monkey Show with cut-out panels; give good proposition to one that has livestock for same. Ernest Slavin, wired you regarding Motor Drome which we have. Get in touch with us. Will book any money-earning Show. All ten-cent Grind Concessions open except P. C. and Coupons. Opening for Custard, Photo and Bingo. Want Agents for Coupon Stores. Winter quarters open Feb. 1, Stanford, North Carolina. Former Help, contact.

Mailing Address: Timas Bldg., Room 1100, New York 19, N. Y.
BEN HERMAN, Mgr.; WILLIAM HICKS, General Agent; SAM LEVY, Concession Manager.

WANT CONCESSION AGENTS

For Slum Stores and Ball Games to open February 1 at Houston Stock Show. Always a banner spring spot. Continuous work from February 1 until next November. My present bookings include 15 weeks of major celebrations and State Fairs. No tickets and positively no drunks.

A. LITVIN
Tennison Hotel Houston, Texas

NEW IMPROVED

SPITFIRE RIDES

Available for 1946 Season

FRANK HRUBETZ & CO.

Front and Shipping Sts. Salem, Oregon

RELEASED

- Bernie Mendelson from the Navy
 - Canvas for Show and Concession Tents
- Both in time to take care of Your Needs for the 1946 Season.

TENTS and BANNERS
Charles Driver—Bernie Mendelson
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SMALL MOTORIZED SHOW FOR SALE

Merry-Go-Round, Chair-o-Plane, Light Plant 25 Kw. 16 Booked Concessions. Can be seen operating in Morse, La., till January 16.
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FOR SALE CONVERTER

with starter, D.C. to A.C., Louis Allis 5 K.V.A. (5000 watts). Guaranteed perfect working condition. Best offer takes it. Send 1/2 deposit, balance C. O. D., F. O. B. Milwaukee.
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J. R. LEERIGHT SHOWS
BOOKING 1946 SEASON

Open March 30 for Long Season
Carry six Rides, six Shows, thirty Concessions. Booked solid to Sept. 16th with
12—FAIRS and CELEBRATIONS—12
Want Concessions of all kinds.
Write, Wire
J. R. LEERIGHT, Mgr., Wewoka, Okla.
P.B.: John Ernest, wire me.

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.

MIDWAY CONFAB

WORKING full blast?

EDDIE ELKINS, well-known New York carnie, is heading South for a Florida sun-tan.

CADET D. W. HOBBS has returned to Carlisle Military School after spending the holidays with his parents, Mr. and Mrs. W. E. Hobbs, at their home in Sumter, S. C.

MR. AND MRS. G. L. (MIKE) WRIGHT are visiting the Bob Parkers in Miami, and Mike reports that he has Parker acting like a paymaster after each session of golf.

POPULAR general agents' winter song, *All Alone With a Telephone.*

PALLBEARERS at funeral services for Louis J. Nelberle, former ride owner and carnival manager, in Tampa recently, were John B. Davis, David A. Wise, Little Joe Miller, Browne K. Smith, George Buchanan and Bill Knipp.

FLORENCE AND LLOYD LUSBY and Goldie and Jack Lee left Los Angeles by automobile Wednesday (2) for the East. They will visit Dallas; Kansas City, Mo.; El Paso, Tex., and Hot Springs. They expect to return to the Coast in time to reopen with the Ben Martin United Shows.

MR. AND MRS. HARRY ALLEN, cook-house operators, are wintering in Battle Creek, Mich., following a successful tour of fairs in the Wolverine State and a

FRANK DOSS, who generally associates with circus people, reports having had a great gabfest recently with Walter D. Nealand, ancient mariner of carnival press agents, at Greenville, N. C., and that Walter is as loquacious as ever. . . . PFC. L. H. SMITH penned on his Christmas card that he expects to have his rides and concessions back on the road next season. . . . VI PETKA is visiting her parents in Detroit.

JOSEPH LEE, carnival trouper, ill at City Hospital, Winston-Salem, N. C., cards that he would like to read letters from friends. . . . AL DEVINE, sound truck operator with Jones Greater Shows, recently signed in that capacity with Majestic Greater Shows for 1946. He also plans to operate concessions with the organization. . . . FORMERLY with James E. Strates Shows, W. A. Nelson is operating a Pistol Range on Majestic Greater Shows.

FROM 100 builders we learn that there are 100 ways to build a carnival wagon—which accounts for the 99 attempts and only one wagon.

RKO NORMAN and Helen Johnson were prominent figures around Sunny Bernet's room during the convention in St. Paul, Ned Torti also taking several bows. . . . BERNIE MENDELSON, a silk rooster in his new civvies, scratched heavily at the Wisconsin State Fair meeting for the O. Henry Tent & Awning Company. Bernie is now known as "The Face" by the Musketees, and few recognize him without the mustachio and cheaters.

MR. AND MRS. SCOTTY BRUNNER are wintering in Pascagoula, Miss., and Mr. and Mrs. Carl Grey are in Gulfport, Miss. All were with Standard Shows last season. . . . JOHN T. REA, who had his Unborn Show on Endy Bros.' Shows last season, reports he is enlarging for the 1946 campaign. . . . JOHN SWISHER says it's been mighty cold around Charleston, W. Va., but he has been getting plenty with the sheet, and soon will start rebuilding his concessions for the road.

PERHAPS jackpots are the truth, the whole truth and nothing but the truth, but if one listens carefully one can hear a noise like a flat tire being pumped up.

DOC WADDELL, well known in outdoor show circles, rated a story and pic in the January 3 edition of *The St. Petersburg (Fla.) Independent*. . . . SGT. LOU DEBELA visited with Jerry Higgins, Girl Show operator, who was recently discharged from the service and is currently booking shows out of Scranton, Pa. . . . SUNNIE MIX recently booked her hillbilly troupe with Blue Ribbon Shows, managed by E. L. Young. Included are Texas Slim Rogers, Sis Walker, Curley Farmer and Washboard Jake. Troupe has been playing Miami night spots.

TIGE HALE, owner of Tige Hale's Gold Medal Band, cards from Tampa that he has purchased a 35-passenger bus, which he plans to convert into a sleeper for his combo. . . . TOM L. WENTWIRTH has been signed as ride superintendent with Mid-Western Expositions and plans to leave his St. Louis home for shows winter quarters soon. . . . R. D. BREWER, Ray and Helen's Rides, advises from Beaumont, Tex., that Blackie Lance is in charge of quarters there and that all equipment, including the Merry-Go-Round, Ferris Wheel, Octopus, Tilt-a-Whirl and two Kiddie Rides, has been reconditioned and repainted.

FOR the next three years music lovers will enjoy the strains of *Remember Pearl Harbor* on Merry-Go-Round organs as they did the strains of *Over There* after World War I.

MR. AND MRS. GEORGE J. GILL, Kansas City, Mo., concessionaires, are wintering at their home there, where George is recuperating from a siege of pneumonia. . . . E. J. BARRY celebrated his 90th birthday with his son and daughter and close friends at Joliet, Ill., Sunday (6). . . . GEORGE MARLOW, Canton, O., will manage concessions at the East Canton, Waco, Louisville and North Industry home-coming celebrations, all in Ohio. . . . MAURICE MYERS, discharged after three years overseas, will operate several concessions on the Gooding Greater Shows next season. He will be associated with his father in



MR. AND MRS. FITZIE BROWN entertained their daughter, Judy, at her first Christmas party at their home in Dallas.

good trip South with C & B Shows. . . . BILL WODALL is vacationing in Miami and framing plans for a new Girl Show for the 1946 season.

LOTS of interesting fair booking battles are being fought these days—if you like fair booking battles.

LIEUT. NORMAN ANDERSON, bingo operator, pens from Osaka, Honshu, Japan, that he "is waiting for ships that never come in, with 83 points but expects to be back with it in the spring." He writes he can hardly wait for jackpot sessions with Jacob Pryor, Frank Peppers, E. H. Broome, Johnny Denton and John Gallagher.

FRED J. VENA, who has returned to Boston from Naples, Italy, after a three-year overseas stint, expects to hit the road again next season. . . . JACK GALLUPPO is building a new cookhouse in Miami but took time off recently to be Leo Bistany's guest at Club Ha Ha. . . . J. LEE (BUCK) SMILES, colored show promoter, reports he will be with the Cavalcade of Amusements.

THE KAUFMANS, who with Rex Howe operated the Virginia Rose Shows, have purchased the Old Ladies' Home and acreage in Louisville. It is four blocks from the lot they have occupied the last three years. They plan to remodel the building into a theater with an additional auditorium. Patriotic organizations will be allowed to use the auditorium free of charge. Howe will operate a line of concessions and a restaurant.

"WE HAVE two kinds of money in our business," advised a showman, "the kind you talk about—and the kind you can spend."

PENNY PITCH GAMES
 Size 48x48", Price \$30.00,
 Size 48x48", Price \$40.00,
 Size 48x48", Price \$45.00,
 Size 48x48", with 5 Jack Pots, \$45.00.

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

1/3 Deposit on All Orders.
SLACK MFG. CO.
 124-126 W. Lake St. CHICAGO, ILL.

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 All Readings Complete for 1945

Single Sheets, 8 1/2 x 14, Typewritten, Per M. . . \$5.00
 Analysis, 3-p., with Blue Cover, Each08
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 Samples of the 4 Readings, Four for 25¢.
 No. 1, 35 Pages, Assorted Color Covers35
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NEW DREAM BOOK
 120 Pages, 2 Sets Numbers, Clearing and Policy, 1200 Dreams. Bound in Heavy Gold Paper Covers, Good Quality Paper. Sample, 15¢.
 HOW TO WIN AT ANY KIND OF SPECULATION, 24-p., Well Bound 25¢
 PAOK OF 79 EGYPTIAN F. T. CARDS, Answers All Questions, Lucky Numbers, etc. 40¢
 Signs Cards, Illustrated, Pack of 36 15¢
 Graphology Charts, Set 7, Sam. 5¢, Per 100 \$6.00
 MENTAL TELEPATHY, Booklet, 21 P. 25¢
 "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. C. Extra.

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POPCORN
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 10c Cartons—\$6.50 Per M
 All Sizes of Bags.
 Salt and Seasoning.
POPPERS BOY
 PRODUCTS COMPANY
 60 E. 13th St. CHICAGO 5, ILL.

WANTED HOUSE TRAILER
 MUST BE IN GOOD CONDITION. WILL PAY CASH. PRIVATE PARTY.
JOE ARCHER
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WANTED ROOT BEER BARRELS
 Must Be Good Condition. Will Pay Top Price.
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Special Printed
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 Roll—Folded, 100,000—\$15.50.
 Cash With Orders
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Happyland Shows
 NOW BOOKING SPECIAL DATES IN MICHIGAN, OHIO, INDIANA FOR 1946
 Wanted—Ride Help and Foremen.
 8893 SEYBURN, DETROIT 14, MICH.

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BEEHIVE HYBRID NOW READY!
 THE CORN YOU HAVE BEEN WAITING FOR
 Many theatres using \$100.00 OPA size boxes report this famous beehive corn popping out
 Priced at \$10.75 per bag—specially grown specially processed, specially treated is proved "Best by Popping Test!"
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 SAVOROL SEASONING, BOXES, OIL BAGS AND SUPPLIES

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 Largest and finest of its kind on Long Beach's Famous Pike. Souvenirs, Gifts, Jewelry, Novelties, Greeting Cards, Folders, Tricks, Jokes, Pitch Items, etc. Gross over \$90,000 this year. Price, \$15,000 plus inventory. In same location over twenty-five years.
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TYPE AND PICTORIAL POSTERS CARDS
 Posters and Cards of every size and description for every occasion. Excit-sive designs created for your show. LOW PRICES. Write for Samples!
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THE BIG CRIME WAVE
 Continues to grow with KIDNAPPINGS, Robberies, Murders, etc. Get our late Crime Show that proved the midway sensation this fall, includes latest crimes. Also great new shows on LIFE and BIRTH, and that combine winter, War No. II showing Jap and German Atrocities, with the present-day execution of the War Criminals. No out. No salaries to pay. Most clear money on the midway. Easily handled on 2-wheel trailer. Photos, cuts, prices, letters and descriptions sent free. IT IS TIME TO GET YOUR ORDER IN.
CHAS. T. BUELL & CO.
 NEWARK, OHIO

NEW P.-A. SYSTEMS
 2 SPEAKERS, RECORD PLAYER AND MIKE, \$140.00
 Without Record Player, \$120.00
 Send 1/3 Deposit.
RAY'S PIONEER RADIO
 2858 N. CLARK ST., CHICAGO, ILL.

Frank (Heavy) Morrison
 IMPORTANT!
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EDDIE STEELE
 Write or Wire c/o General Delivery, Lyons, Ga.

World of Pleasure Shows
 Now Contracting for 1946
 Opening in April—Vicinity of Detroit.
JOHN QUINN, Mgr.
 100 Davenport St. DETROIT 1, MICH.

Myers's Concessions, Dupont, O. Frank J. Kuba, in charge of the Myers' quarters, is prepping for the Toledo Home and Sports Show in February.

O. N. CRAFTS, en route to California after attending the Chicago meeting, stopped in Wichita, Kan., to inspect the twin-engine eight-passenger airplane he purchased from the Beech Aircraft Corporation. Roy Ludington, general manager of Crafts Shows, says if the plane can be slowed down from its 250-mile cruising speed, he plans to use it to lay out lots. "Of course," he says, "some-

one will have to invent a parachute layout pin." . . . HAROLD MOOK, for many years auditor of the O. N. Crafts shows, will retire February 1. He will be replaced by William Smith, recently discharged from the armed forces. Mook plans on an extended vacation in Pennsylvania. . . . FRANK CONKLIN is visiting on the West Coast, and is at Baron Long's Hotel Biltmore, Los Angeles. . . . SHORTY WRIGHT, O. N. Crafts, Roy Ludington and W. Lee Brandon represented the Crafts Shows at the Western fair meeting in Santa Cruz, Calif.

MANAGERS' announcements of enlarging and beautifying plans are holding us in such awe that we don't know whether to get chummy with their ideas or give 'em a wide berth.

AL PORTER, who reports he had a pleasant and profitable season with the Wonderland and Banty shows, took a four-month vacation recently, visiting in Chicago, San Francisco, Los Angeles, San Diego, El Paso, Mexico City, Havana, Key West and Miami. He made the trip by air. Among those he visited were Pat Purcell, outdoor editor of *The Billboard*, Chicago; his brother, Ernest, Rodeo, Calif.; Marie Cirillo, of the famous Cirillo family, Hollywood; Hort Campbell and his brother at Campbell's Amusement Center, San Diego; Doc Cummings, Wild West and medicine show operator, El Paso; Pedro Madero, exporter and broker, Mexico City; Captain DeMaso, ship owner from Honduras in Havana; Cactus Joe, hotel and fish business; Mrs. Barfield, bingo operator, and R. Gomez, park owner, all in Key West, Fla., and R. T. Semlchety, ship builder, Nassau, Bahamas Islands. While in Miami Porter visited with Doc Cunningham, James E. Strates, Dave Endy, Cash Miller, Frank Miller, Bob Parker, William Bartlett, Joe Payne, Leo Bistany, Rox Gatto, Charles Collins, Norris Roland, Squire Riley, Charles Gross, Sam Weiner and L. Grosser.

DOC WADDELL, en route to the inter-denominational Evangelical convention in St. Petersburg, Fla., was honored guest at many dinner parties. At St. Louis he was guest of honor at a dinner given by the Rex Howes. Others attending were John Maher, president, and Euby Cobb, secretary, International Showmen's Association; Denny O'Leary, Pat O'Brien, Ralph Bliss, Ray Cooper, Clifford Barnes, William Finkle, Harold Glisson, L. W. Baldwin and J. E. Rector, the last two named of the Missouri-Pacific Railroad. Waddell was also entertained by Louis Heilbron and W. A. McCartney at Texarkana, Tex.; Lee and Molly Stanton, Fort Worth; W. T. (Tom) McElwee, Corsicana, Tex.; Fay and F. D. Scott and Dad Bond, Houston; J. G. Richardson, Rev. E. A. Baker and Thelma and June Smith, Beaumont, Tex., and Tex and Marguerite Sanders, New Orleans. After leaving St. Petersburg, Waddell plans to visit Frank Cramer and family at Tampa; William Bartlett, Miami; George Pennell, Asheville, N. C., Lillian and Fred Blood, Bristol, Tenn.; W. A. Sanges, Rose Mae Ashby and Julia Turner, Atlanta, and Harry Johnson, Charley Sparks and the show colony at Macon, Ga. Waddell plans to return to his home January 30.

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

POP CORN
 Our POLICY has always been to supply our customers with the best Pop Corn that money can buy and at lowest prices. We have been processors of fine Indiana Crown Pop Corn for 15 years.
 We Solicit Your Name for Our Mailing List.
 WRITE — WIRE — PHONE
INDIANA POP CORN CO.
 MUNCIE, IND.

OPENING IN MARCH FIVE RIDES
 WANT Concessions, any Show with or without tops. Will book small Merry-Go-Round, Bingo and Cook House open. Want Agents, Ride Help, any useful Carnival People. Man and Wife to operate up-to-date Photo Machine.
DICKSON UNITED SHOWS
 312 S. W. 22nd St. Oklahoma City 9, Okla.

FOR SALE
 24-Seat Chair Plane, A-1 condition; also 36 Model Chev. Truck and Semi. \$2500.00 takes all, or \$1000.00 for their Plane. Will buy or lease No. 6 EH Wheel.
R. L. Jobe, owner of Victory Shows of America
 Harrisonburg, La., Jan. 14th-19th; Sicily Island, La., Jan. 21st-26th.

OCTOPUS ROLLOPLANE FLY-O-PLANE
 World's Most Popular Rides
EVERLY 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.

ROY BARNES, Mgr. RAY COLEGROVE, Sec.-Treas. M. N. COLEGROVE, Gen. Mgr.
B. & C.'S EXPOSITION SHOWS
 OPENING MAY 4TH WANT FOR 1946
 All people knowing us contact at once. Will buy or book TILT, OCTOPUS, CHAIROPLANE, ONE MORE small Grind Show. NO GIRL. Concessions—Photo, Penny Pitch, Hoop-La, Bumper, Floss, Darts, any other worthwhile Stock joints. Can place some more Ride Help.
 FOR SALE — Spillman Merry-Go-Round. Cash or will trade for ride. Will buy High Striker.
 PERMANENT ADDRESS: BOX 38, HEMLOCK, N. Y.

SAVE TIME and MONEY
 with this Portable Coin Counter



PRICE \$147.50
 F. O. B. Chicago
 1/3 Dep. With Order.
 Price Subject to Change
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!

★ **PORTABLE**
 ★ **COMPACT**
 ★ **LIGHT IN WEIGHT**

OPERATING FEATURES:

- Portable—weighs only 17 1/2 pounds.
- Quick-setting lock for package count.
- Double-check on every package count.
- Feed roller adjustable for long wear.
- Quick removal of hopper ring for easy cleaning.
- Large hinged hopper tray.

CONSTRUCTION FEATURES:

- Compact . . . simplified, sturdy construction.
- Hardened steel helical gears.
- Silent chain drive friction-free, easy to operate.
- Bronze main bearings, ball bearing thrust collar.
- Outdoor bearing on main drive insures long life.
- Viable, self-sealing oilers.

NATIONAL DISTRIBUTOR TO THE COIN MACHINE INDUSTRY
CHARLES (JIMMY) JOHNSON
LOBE DISTRIBUTING CO.
 1623 NO. CALIFORNIA AVE., CHICAGO 47, ILL. ARM. 0780

Tubular 'Pop Open' Coin Wrappers
 Write for Samples and Prices.

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
 —SEND FOR LIST—
CONSOLIDATED POPCORN CO.
 2401 SOUTH ERVAY ST. DALLAS 1, TEXAS

ENDY BROS.' SHOWS **CASH MILLER WANTS** **SEASON OF 1946**
 TWO GOOD TALKERS ★ ONE OR TWO GOOD FREAKS ★ LADY SWORD SWALLOWER
 CAN ALSO USE A FEW GOOD NOVELTY ACTS
 Good Opening for FAT GIRL (Must Be Fat); Good FIRE ACT. Can Place a Couple of Good "RUNTS."
 WANT TO HEAR FROM THE FOLLOWING PEOPLE: "El-Diablo" William Whitehead, Larry Johnson, "Scottie" Keene, John and Zola Williams.
 Opening With ENDY BROS.' SHOWS Early in March. Closing Late in December.
ALL ANSWERS TO P. O. BOX 100, KENDALE, FLA.

★ **INSURANCE** ★
CHARLES A. LENZ
 "THE SHOWMAN'S INSURANCE MAN"
 A1338 INSURANCE EXCHANGE CHICAGO
 Winter Address: 1728 1st St., N., St. Petersburg, Fla. Phone 5914.

ROLL TICKETS
 Printed to Your Order 100,000 for
Keystone Ticket Co. Dept. B. Shamokin, Pa. \$19.50
 10,000 .. \$8.50
 20,000 .. 8.00
 50,000 .. 12.50
 Send Cash With Order. Stock Tickets, \$16.00 per 100,000.

8 Rides	HARRISON GREATER SHOWS				6 Shows
	Wishing a Happy and Prosperous New Year To All				
PATTY FINNERTY Business Manager	CHARLES M. POWELL Gen. Agent	FRANK HARRISON Owner and Manager	LEO HIRSCH Concession Manager	MRS. HARRISON Sec. & Treas.	

Now booking Shows, Rides and Concessions not conflicting. Will sell exclusive on Bingo, Photos, Popcorn, Frozen Custard, American Paints and Displays. Will book Ball Games, Fish Pond, Duck Pond, Gigaretto Shooting Gallery, Coca-Cola Game, Pitch-Till-U-Win, Hoop-La, Siring Game, Rotaries and Devil's Bowling Alley. Want to hear from 10-in-One, Animal Show, Girl Show with or without outfits. Johnny Riddick wants Musicians and Performers, salary and percentage, for finest Colored Minstrel on the road. Ride Men on following rides: Want Foremen and Second Men for Merry-Go-Round, Twin Ferris Wheels, Caterpillar, Polloplans, Loop-o-Plane and reliable man to take care of live ponies. Truck and Semi Drivers, useful Show People in all departments. Want A-1 Mechanic. Mr. Hammar, got in touch with me at once. Want good Lot Man that can move show off and on lots. Want A-1 Billposter that can produce. Have A-1 Billposter Truck for Billposter. Winter quarters now open. Want to hear from high class Free Acts for all season's work. Tommie Pinchback, get in touch with me at once. Have your Whip. Opening date to be announced later.

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.

DUMONT SHOWS

CONTRACTING FOR SEASON OF 1946
WANT Legitimate Concessions of All Kinds.

Want Side Show. Have all new equipment for same, including fire-proof top.

Want Managers for following Shows: Fun House, Snake Show and Monkey Show.

Want Ride Foremen and Second Men that drive semis.
Bingo, Cook House, Pop Corn and all percentage sold.

All Address: LOU RILEY, General Manager

Permanent Address: 107 W. Quackenbush Ave., Dumont, N. Jer.
Winterquarters: South Hill, Virginia

ROYAL AMERICAN SHOWS

"World's Largest Midway"

Want for Their Circuit of Florida Fairs
Opening With Largo, Florida, Jan. 22, 1946, With Tampa and Orlando Fairs To Follow

Experienced Help for All Rides—Foreman for Roll-o-Plane Rides—Foreman for Caterpillar Ride.

Polers and Chalkers for Train Crew—Experienced Canvasmen—Tractor Drivers.

Have for sale complete Penny Arcade in perfect condition. Can be seen in operation during Florida State Fair, Tampa, Florida, Feb. 5th thru 16th. Will book same on Royal American Shows midway.

All Address:
Carl J. Sedlmayr, Manager Royal American Shows
Winter Quarters: Tampa, Florida, Until Jan. 20th;
Then Largo, Florida, Week of Jan. 21st.

HILL'S GREATER SHOWS

OPENING AT ONE OF TEXAS' LARGEST SPRING DATES,
CIARRO DAYS CELEBRATION, BROWNSVILLE, TEXAS.
10 DAYS, 10 NIGHTS—FEB. 23 TO MARCH 4—10 DAYS, 10 NIGHTS.
SPECIAL PROPOSITION TO SIDE SHOW WITH OWN EQUIPMENT.
ALL LEGITIMATE CONCESSIONS OPEN.
Must Have Deposit to Hold Space.

All communications to:
H. P. HILL, MGR. P. O. BOX 1133, ARANSAS PASS, TEX.

WANTED FOR SPRING OPENING JAN. 26
St. Martinville, La., for nine days. Eunice, La., to follow. Then long season in Louisiana, Arkansas, Missouri and Illinois.

Want first-class Side Show with own equipment and transportation. Also one or two more Grind Shows. Will book Mechanical Show, Funhouse or any worth-while attraction. Will also book Tilt-A-Whirl, Octopus and Roll-o-Plane. Opening for first-class Corn Game. Also Ball Games, String Game, Darts, Clothes Pins, Hoop-La that work for 10¢. All other concessions booked. Andy Rasmussen wants Agents for Cork Gallery.

MADISON BROTHERS' SHOW
Carencro, La., Until January 23; Then St. Martinville, La.

BROWNIE AMUSEMENTS

HAVE OPENING FOR TWO MORE SHOWS WITH OWN TRANSPORTATION.
GOOD PROPOSITION FOR BINGO AND COOK HOUSE.
CAN PLACE A FEW MORE CONCESSIONS THAT WORK FOR STOCK.
All Address: BROWNIE AMUSEMENTS, Box 198, Stroud, Okla.

Install Corenson At Gala Shindig

(Continued from page 44)

Regular Associated Troupers, Los Angeles; Pat Purcell of *The Billboard*; Bob Schoonover of California Shows, and others were read. Weldmann introduced the various tables including Charlie Albright, of the Foley & Burk Shows; Oscar Water and a group from Oakland; Mike Krekos and Maj. Bobby Cohn and the West Coast Victory Shows group; San Francisco Theatrical Association headed by George Hildreth; Golden West Shows headed by Harry (Polish) Fisher; May Makin and the thespians of San Francisco, and the press table at which were seated Syd Goldie, of *Around the Town at Night*; Cynthia Grey, *The Daily News*, and Sam Abbott, *The Billboard*, Hollywood.

Samish Among Missing

Artie Smalsh, who was to sit at the speakers' table, was unable to attend. Weldmann brought Vincent Guerrero, of the Treasury Department, to the microphone and presented him with an honorary membership. A similar honor was bestowed upon Samish.

Lurie was made an honorary life member and, in a brief talk, told how he and Brown sold newspapers in Chicago nearly 50 years ago. Another life membership was issued to a charter member, Harry (Polish) Fisher, who received his gold card at the ceremony. Seber, chaplain of the organization, led the group in prayer in tribute to a departed brother, Harold Boyd.

A floorshow was sandwiched in between the awarding of honorary memberships and the installation of officers. Emceed by Kearns, the show featured, in addition to the orchestra, Joanna Owens, dancer; Mickey Hogan, comedy; Helen Connelly (Finney), dancer; George Hildreth, song and dance, and Harry Harrie, magic. The presentation by Mrs. Makin, was well received.

Notes off the cuff: Jean and Frank Yagla, Hazel and Jack Christensen represented the Regular Associated Troupers. . . . Andy Hynes passing out matches advertising his Linda Vista picnic paradise in Mission San Jose. Many of the carnival people planning to meet their friends in Santa Cruz at the meeting of the Western Fairs Association. . . . Charlie Albright, Georgie Lorraine and Andy Hynes in a huddle. . . . Bob Schoonover unable to attend because of business in San Luis Obispo. . . . Mike Krekos tripping the light fantastic with Chris Rodin. . . . Sam Miller and J. Ed Brown planning on dinner in Santa Cruz. . . . Francis Seber unable to attend because of illness. . . . Sam Corenson first president to serve two terms.

RAS Crafts Bow May Tip '46 Biz

(Continued from page 44)

circumstances could they be counted on to help the crystal gazers.

But with the winter tours of Royal American and Crafts its a different tale. Each is a big league outfit in its own territory and big enough to test whether John Public has tightened his purse strings since the lush October fair dates.

RAS Highly Polished

In quarters at Tampa, the Sedlmayr show has been treated to an extensive winter grooming for its swing around the old pre-war Florida fair circuit.

At Crafts base in San Fernando, midnight oil is burned three nights weekly as preparations gain momentum. A total of 62 men are employed in quarters now and more are being added.

With the recent purchase of 10 acres adjacent to winter quarters, preliminary plans are being drawn for construction of a home for Mr. and Mrs. O. N. Crafts, a recreation hall for members living in quarters and a new storage building.

With the convention and the holidays over, the Crafts, Roy E. Ludington, Lee Brandon and Harold Mook are back in quarters. Owner Crafts announces purchase of a new Caterpillar. Clyde Gooding will have three tent attractions, C. L. Younger has contracted his eight-foot Sky Boy as a separate attraction, Mona Vaugh will again have *Hollywood Follies*; Ruth Cooper, *Moulin Rouge*; Clyde Rawling, the Motor Bike Maniacs; Ruth and Jerry will have their Posing Show, *Miss America*; R. G. Gonzales will have the 10-in-1 with all new canvas and neon front, and John Morton, whose new Funhouse and Mars Express topped all show's records last season, will be back. George Bryant, recently discharged

BALLYHOO BROS.

(Continued from page 44)

the train was a slow procedure. Not having a railroad engine to move the cars, we had to use our caterpillar tractors that travel only a mile per hour. After the train was moved 600 yards, the tracks behind it had to be torn up and layed ahead. The delay gave our advance crew time to go ahead and bill the town.

Even tho our billers had wrapped the town in paper, none of the natives, who we thought were as show-hungry as we were tea-hungry, came onto the lot. Thru an interpreter the bosses learned that our paper giving the date and location wasn't understandable. That switched the blame on the show's painter, who had made the dates in his shop. He said that he used the same kind of lettering that he used when lettering illusions, which was in Chinese pig Latin, and used to keep the marks from knowing too much about our business.

The midway opened Friday. Money being scarce, the office decided to swap amusements for tea. Our concessionaires figured that they had the best go, and waited for the guy who bets all the tea in China to come onto the lot. He never showed up. Probably landed on the Drawhead Sisters' midway. You may advise your readers that the Ballyhoo Bros.' Circulating Exposition collected the largest tea gross in carnival history. Wonder if they built the Great Wall of China to keep midways out?

MAJOR PRIVILEGE.

from service after serving in India, will take over the Arcade for Mrs. Crafts and is assembling the attraction. An innovation this year, now being built, is a 30-foot semi-trailer truck consisting of two 24-sheet panels for two stands of midway paper. Border will be in neon. This special advertising project will be used part time with the shows and other times will move ahead.

All told, Crafts says, about \$70,000 has been spent on new equipment.

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.
2315-21 W. Huron CHICAGO 12
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 Hill
906 Central St. KANSAS CITY 6, MO.

Carnival and Concession TENTS

Serving the Showmen of the Southwest

JOHN M. COLLIN CO.
18 E. KIRK ST. SHAWNEE, OKLA.

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.

WANTED

4-Piece Colored Band. Wives to work as Chorus Girls on Minstrel Show. Have streamlined bus transportation. Don't wire—write all details.
Peppers All-States Shows
BOX 676, BELMA, 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, \$6.25; 200 cards, \$7.11; 250 cards, \$7.98; 300 cards, \$8.85. 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 \$2.

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, 50¢. 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 12, loose, per M 1.40
Round Gray Carboard 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

American Carnivals Association, Inc.

—By Max Cohen—

ROCHESTER, N. Y., Jan. 12.—Membership campaign got off to an auspicious start with applications received from the John R. Ward World's Fair Shows and Morris Hannum Shows, bringing the total membership to 171.

Altho it was originally anticipated that copies of the 1945 annual report would be sent only to members absent from the last annual meeting, in view of a number of requests for additional copies we have forwarded copies to all members in good standing.

Visitors included Walter Schafer, the W. G. Wade Shows, and Art Deutsch, formerly with Clyde Beatty Circus. Requests for personnel memberships have started and cards have been issued to members of Endy Bros., Gooding Greater Shows, Conklin and W. G. Wade shows.

Civilian Production Administration has furnished us with a list of all orders which have been revoked or have expired, up to January 1. Notwithstanding the elimination of rationing of automobile and truck tires, it is expected the supply will be insufficient to meet the 1946 demand and shows are advised to attempt to obtain their needed equipment as early in the year as possible. A similar shortage of automobiles is expected to exist since production for 1946 will be 5,000,000 new cars and trucks.

Shows are also advised to obtain their paint requirements as early as possible. Plans for our attendance at the combined Virginia and North Carolina Fair meeting February 4 and 5, the Western New York meeting February 1 and the New York Statewide meeting February 11 and 12 are virtually complete. Plans for attending the Pennsylvania meeting January 30 are still tentative. We would appreciate it greatly if members who plan to be in attendance at any or all of these meetings would advise us of this fact.

BUFFALO SHOWS

PLAYING ONE OF THE FINEST ROUTES OF ANY SHOW OF ITS SIZE IN AMERICA

Booking Now For Our Ninth Annual Tour Starting May 1, 1946 and—
Building for Our Great Tenth Anniversary in 1947.

FOR 1946 WANT: High Striker, Photos, Waffles and Apples, Bowling Alley, Fish Pond, Teddy Bear Hoop-La, Basket Ball, Jewelry, Novelties, Country Store, Lead Gallery and String Game. A large variety of other types of concessions already under contract. No exclusives unless backed by cash and contract. Will book Wild Life, Monkey, Snake or Animal Shows with own transportation. Will book one High Ride, preferably Spitfire or Rollo Plane. One Flat Ride, preferably Tilt or Whip.

HOWARD POTTER, GENERAL MANAGER, P. O. BOX 809, BUFFALO, N. Y.
MEMBER AMERICAN CARNIVALS ASSOCIATION

CRESCENT AMUSEMENT COMPANY WANTS

INDEPENDENT SHOWMEN—Party to handle Snake Show, but be sober, experienced and capable getting money; will furnish new front canvas, you furnish snakes, geek and Dit. Party to handle GORILLA SHOW. Prefer one who has big Chimp or Ape and other Monkeys; will furnish top, banners. Bryant Woods, write me.

CONCESSION AGENTS—Experienced BINGO Caller. Howard Thompson, write. Must understand working for cash and jack pots, complete new streamlined BINGO. RIDE HELP all rides, Second Men that can drive; top salary and long season. Address:

L. C. McHENRY, Mgr., Box 373, Gastonia, N. C.
P. S.: FOR SALE—SPITFIRE, will book same. Will buy Super Roll-o-Plane or Dual Loop-o-Plane; prices right for CASH.

WANT DROME RIDERS

Men or Women That Can Criss Cross.

Good salaries, excellent tips. Sober, reliable people tolerated only for Palisades Amusement Park, New Jersey. Opening Late April.

Also two six months old Lion Cubs for sale. Write

EARL PURTLE

7612 Sweet Briar Rd., Richmond, Va.

W. G. WADE SHOWS

NOW CONTRACTING FOR 1946

Opening Early in May.

1918B Woodingham Dr., Detroit 21, Mich.
Telephone: UNiversity 4-0055

AL PORTER, Mgr.

WONDERLAND

J. W. GRIST, Agent

OPENING GREATER WASHINGTON, D. C., APRIL 27TH

WANT—Loop or Rollophano, Chalroplane, Trainers, Kiddy Auto or any other Kiddy Rides. Will book 25 per cent.

FOR SALE—New 1946 Model Ten Car Flying Wing.

All Concessions Open, Except Cookhouse, Bingo, Diggers and Percentage.

Address—Al Porter, 3056 Thayer St., N. E. Washington, D. C.

UNITED AMUSEMENT SHOWS

NOW BOOKING FOR 1946 SEASON

OPEN MIDDLE OF APRIL

RIDES—Will book, buy or lease Merry-Go-Round and Ferris Wheel.

CONCESSIONS: Can place Pop Corn, Darts, Penny Pitch, Scales, Bumper, or what have you?

ARTHUR J. APRIL, Gen. Manager, 956 Warren Ave., East Providence, R. I.

WOW!

OPERATORS—CASH IN NOW
WITH THIS EXCLUSIVE—SMASH HIT
"FUNNY" as he looks, a sure EASTER WINNER



#3R Gross\$475.00
Doz. 43.20
Each 4.00
Packed 1 Doz. to Case

#2R Gross\$396.00
Doz. 36.00
Each 3.25
Packed 2 Doz. to Case

#1R
Gross\$320.00
Doz. 29.00
Each 2.50
Packed 2 Doz. to Case

FREE—Write for a Color Easter Bunny Folder No. 20. —FREE

3 SIZES

No.—3R is 31 inches high
No.—2R is 26 inches high
No.—1R is 21 inches high

Ready for Immediate Delivery

Well Constructed—Flashy Pastel Shade—Stand Just As Illustrated—Made of Duvateen Felt Reinforced With Wire To Keep Shape. Order Today.

TERMS—25% DEPOSIT, BALANCE C. O. D. UNLESS YOU ARE RATED—PRICES F. O. B., N. Y. C.

JERRY GOTTLIEB, Inc.

928 Broadway, Between 21st and 22d Streets

In the Heart of New York

CETLIN & WILSON SHOWS

"WORLD ON PARADE"

WINTER QUARTERS NOW OPEN. All our employees come in now Foremen of all Attractions, please write to Whitey Huett or McDonald.

WANT several Show Front Builders with good ideas. Address this show immediately or Slim Gibson.

WANT Wagon Builders. All address Frank Siegrist.

WANT Neon Operator. We have complete wagon plant. Norman E. Prather, answer this advertisement immediately.

On account of changing over from trucks to a big railroad show we have all kinds of Show and Ride Equipment in first-class condition for sale.

FOR SALE—Three 60 KW General Motors Diesel Light Plants with Delco Generators. Fine condition and lately overhauled. Should not need anything but minor adjustments for three years. Priced low at \$4000.00 each. Nothing complicated and fool proof. Easy to operate and solve your light troubles.

FOR SALE—1 Electro Freeze Custard Machine without transportation.

FOR SALE—Semi-Trailer Trucks in good condition. Will sell under OPA (as is) Ceiling Prices.

Can be seen at our Winter Quarters any time after January 20

All address

CETLIN & WILSON SHOWS

P. O. Box 787, Petersburg, Va.

SPONSORED EVENTS

Veteran, Lodge and Other Organization Festivities

Communications to 155 No. Clark St., Chicago 1, Ill.

Tom Gibbons Heads St. Paul Ice Fete

ST. PAUL, Jan. 12.—Sheriff Tommy Gibbons, who 23 years ago fought Jack Dempsey at Shelby, Mont., was named King Boreas IX for the annual St. Paul Winter Carnival February 22 thru March 6.

Features planned for the 13-day event include the choosing of a snow queen, with 23 contestants from Minnesota and adjoining States; the Third Annual National Drum Majorette and First Annual National Drum Major Championships with entries from a dozen States; parades; indoor speed skating contests and dances.

Ice-Capades will be presented in the Auditorium for six days commencing March 1.

Carnival officers are Clarence A. Maley, president; Leonard C. Seamer, vice-president; Arthur E. Eggert, secretary, and Harry E. Kern, treasurer.

Directors are Frederic Crosby, Clarence T. Dedon, Arthur Devine, Roland J. Farley, Robert J. Fitzsimmons, Harry J. Frost, Edward A. Furnl, William J. Hickey, Ernest R. Reiff, John F. Scott, Leonard C. Seamer and Walter G. Soeger. Walter A. Van Camp is managing director.

N. E. Skaters Set For Hartford Icer

HARTFORD, Conn., Jan. 12.—New England figure skaters will appear here January 19 in an ice carnival to be staged for the benefit of two Hartford newspaper projects, *The Times Farm* and *Camp Courier*, by the Charter Oak Figure Skating Club in co-operation with the Girls' Club of the Hartford Fire Insurance Company and the Hartford Accident & Indemnity Company.

Carnival will be held in the rear of the insurance company grounds, where a special rink has been built. Skaters from Springfield, Mass.; Providence, R. I., and Hartford will participate.

Figure skating organization will be represented by Ralph Adcock, president, technical director; Milton Palmer, ice rink; Barbara Cooney, choreography, assisted by Alphild Anderson; Elsie Trinks, rehearsals; Roland LaLane, music, assisted by Everett Anderson; George Swick, properties; Louise Ludwig, wardrobe; Katherine E. Kilroy, tickets, and Max Liberman, publicity.

HARRY "POLISH" FISHER'S GOLDEN WEST SHOWS WANT RIDES

MAJOR and KIDDIE RIDES for next season. Rides are now playing Palo Alto, Calif., for the winter. The best weather in the U. S. and major crowds until we open next March. A perfect chance to operate all winter and make real money.

SHOWS AND CONCESSIONS FOR '46

WRITE HARRY "POLISH" FISHER 1865 Oak Street San Francisco 17, Calif. WIRE

KEYSTONE EXPOSITION SHOWS NOW BOOKING FOR THE SEASON OF 1946

Want Platform and Pit Shows with own transportation. Will book Rides not conflicting with what we have. CONCESSIONS: Custard, Dancers, Penny Arcade, Bingo, Tivoli gallery, Candy Apple, Popcorn, Snow Ball, American Palmistry, Ball Games, Small Grab Joint. Will book any kind of Grind Stores that will work for stock. Ira Colvin, Jack Neel, Elias Cooper, C. D. and Bill Dean, Maude Fennel, Costa Stergion, Jack Kelly, C. R. Sanders, Gordon Fennel, Harry Adams, Lela Nelson and Paul Renn, all above names, set in touch with me. This show will be routed through South and North Carolina, Virginia and Tennessee. Address me in care of:

KEYSTONE EXPOSITION SHOWS, Lock Box 1, Safety Harbor, Florida.

P.S.: Will pay cash for Two-Abreast Merry-Go-Round, must be in first-class shape.

WANTED TO BUY LONG RANGE LEAD GALLERY

ALSO ARCADE EQUIPMENT

Give Full Particulars and Lowest Price in First Letter.

Erwin Baldrige, Box 111, Redford P. O., Detroit, Mich.

★ GARDEN STATE SHOWS ★

WANT FOR 1946 SEASON. Opening Latter Part of APRIL With a Route of Tried and Proven Spots. Which Use in 1946.

WANT RIDES Octopus Roll-o-Plane Low P. O.	WANT SHOWS Snake Slide Show Grind Shows	WANT CONCESSIONS of All Kinds. What Have You?	WANT FREE ACTS Send Full Details
--	--	---	-------------------------------------

Want Ride Help, Canvasmen, Sundry Drivers. All employed by us in the past contact. Have excellent opportunity for Fun House, Arcade and Wild Life. Want to hear from the following: Abe Bonelli, Pop Williams, Jack Lang and all Concessioners with us in the past. Can place Agents for Office Concessions. All address: R. H. MINER, 161 Chamber St., Phillipsburg, N. J.

BRAND NEW KIDDIE RIDES LOW PRICED

10 AND 16 PASSENGER CAPACITY.
GUARANTEED SPRING DELIVERY—FREE PARTICULARS.

MULTIPRISES, Box 1125, Waterbury, Conn.

WANTED

HIGH CLASS SHOW FOR CELEBRATION OF
OLD HOME WEEK, LAKEWOOD, N. Y.

Sponsored by Seven Organizations. Drawing Population, 400,000.

BOX 264 **A. B. CHERRY, Chairman** LAKEWOOD, N. Y.

DANVILLE FAIR GROUNDS DANVILLE, VIRGINIA

OPEN FOR STILL DATES

Circuses—Carnivals—Thrill Shows—Rodeo—Rides—Out-of-Door Attractions of Any Type. Plenty of fenced lot—parking inside—grandstand seats 4000—bus service to grounds—population of over 75,000 in trading area. Large textile mills located near—rich tobacco farming section. Fair last season '45 big success. Write

C. C. FINCH, Manager, Danville Livestock Auction Market, Inc., Route 6, Danville, Virginia, for further information.

Ohio Sets Up Ad Agency To Pass on Promotions

COLUMBUS, O., Jan. 12.—An agency to pass on advertising campaigns and promotions has been set up by the Ohio Magistrates' Association with H. E. Knaburg, public relations counsel, named organization head.

OMA voted at its December meeting to establish a Magistrates' Bureau of Investigation to protect Ohio merchants against fraudulent advertising schemes and promotions. Agency will act as a clearing house, with promoters requested to register at bureau headquarters here before soliciting.

Marietta Legion To Revive 4th Fete and Boat Races

MARIETTA, O., Jan. 12.—Board of trustees, American Legion Post No. 64, voted to revive the annual Fourth of July Celebration this year and set the dates for July 1-6, inclusive.

It was also decided to revive the Mid-East Outboard Regatta, an annual which attracted drivers from several adjoining States.

Cheboygan, Mich., Winter Carnival To Be Revived

CHEBOYGAN, Mich., Jan. 12.—Out of operation since the beginning of the war, the Cheboygan Winter Sports Carnival will be resumed this winter, the Municipal Chamber of Commerce has announced.

Hockey and figure skating exhibitions will be featured.

Island Fest in Renewal

MANTEO, N. C., Jan. 12.—Lost Colony, pageant of the first attempted settlement of America, will be resumed on Roanoke Island in July after four years. A company of 200 will perform in a new theater seating 4,000. In the first five years show played to 500,000 and brought \$2,000,000 in revenue to Roanoke Island.

To Resume Ox Roast

GIBSONBURG, O., Jan. 12.—Gibsonburg Volunteer Fire Department will again hold its Annual Victory Homecoming and Ox Roast after a wartime lapse of several years, Frank Ottney, secretary, announces. Event is set for August with dates to be announced later.

WANTED - - - WANTED

Two Abreast Little Merry-Go-Round. Must be in first-class shape for cash. Wire or write

CHARLES A. LENZ
A1338 Insurance Exchange CHICAGO, ILL.

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.

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.

J. A. GENTSCH SHOWS

IN WINTER QUARTERS, NATCHEZ, MISS.

Wants Concession Agents for Stock Concessions, Set Joint, Penny Pitches, Ball Games, Under and Over, Beat Dealer, Pea Pool. Will book a few more Concessions. Custard, Octopus, Tilt, Spit Fire.

Open Natchez last week February, followed by two of Mississippi's biggest Stock Shows.

All answers to
J. A. GENTSCH
NATCHEZ, MISS.

PHONE MEN

WANT EXPERIENCED PHONE MEN FOR TICKETS AND SOUVENIR BOOK

Must be sober and capable. We pay 25% on advertising and 20% on tickets. We pay collector. Lot of good deals will follow. Write or wire

TOM HASSON
FRANKLIN HOTEL, SPARTANBURG, S. C.

AGENTS WANTED

Want Man and Wife to furnish transportation and operate nice framed Photo Gallery on fifty-fifty basis. Hold exclusive on good Railroad Show playing good territory. Open early, close late with plenty of fairs. Sure shot for a year's work. Also two sober and reliable Skitto Agents and outside that can and will help set up and tear down and can get clean money and live up to the rules of Hennies Bros.' Shows. Write or wire

HARRY HARTZOG
o/p J. C. McBrayer, Buchanan, Ga.

FOR SALE

14 MODEL SHIPS, MADE TO SCALE. ALL HAND MADE.

Sweetstake Mayflower Junco Hornet 1 P. T., 2 Subs	Savenger of the Sea Greer Yorktown Kearney Ger and Sea Lion Alaskan Trading Vessel Mercy, Hospital Ship, With Motor Engineer's Boat
---	--

\$750.00 takes all of or will sell separately. All A-1 condition. Boxed for shipment. Write or wire

MRS. A. W. BROWN
P. O. Box 315 Seattle 11, Wash.

RSROA Dates Set; New Ops

DETROIT, Jan. 12.—Fred A. Martin, national secretary of the RSROA, announced from headquarters here the 1946 competition dates as follows:

City meets: Any time during January and February.

State meets: Between March 15 and April 15.

Regional meets: Between April 15 and May 15.

National and international meets: Early in June.

No qualifying meets will be held after May 15 and results of all competitions must be filed with the national office 10 days after such competition for recognition.

New Members

New members of the RSROA are Walter Paul Carter Sr., Moonlight Gardens Rink, Jamison, Bucks County, Pa.; Jack W. Coopersmith, Great Leopard Rink Corporation, Chester, Pa.; John Eisenzimmer, Skateland, Yakima, Wash., and John L. (Stone) Salagian, Ambassador Rink, Clawson, Mich. An application is pending from Robert E. Richards, Tacoma, Wash.

Research Committee

Henry W. Mason, Health Center Rink, Norfolk, who developed an electro-static control to keep dust from rising from the rink floor, and Ernest Young, Riverdale Rink, Natick, R. I., were recent additions to the Research Committee. Others on it are George E. Anagnost, Skateland, Columbus, O.; C. V. Sefferino, Sefferino Roller-drome, Cincinnati; Paul J. Hoppler, Rinkeydink Rink, Sterling, Ill., and Fred J. Bergin, Bal-a-Rue Rollerway, Medford, Mass., chairman.

British Teachers

Eva Keats, creator of the Keats fox trot and Eric Vander Weyden, who fathered the Westminster Waltz, will be brought from England to America by the RSROA Professional University, according to Dean Fred J. Bergin.



The First Best Skate

QUALITY

RICHARDSON BALLBEARING SKATE CO.
Established 1884
3312-3318 Ravenswood Ave. Chicago, Ill.

The Best Skate Today

"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

No. 321 DUSTLESS FLOOR DRESSING

Cleanes the air, providing a snur 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.

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.

HENRY SIEPMAN
Ph. 7848 Cedar Rapids, Iowa

ORGANIST

Available for AAA-1 Rink. Union. Highest references and experience. Write

BOX D-103, Billboard, Cincinnati 1, Ohio.

Soldier Amputees Enjoy Skate Party

SALT LAKE CITY, Jan. 12.—Soldier amputee parties are increasing since Victor J. Brown, founder of the RSROA and operator of New Dreamland Arena, N. J., hosted the first one so successfully some months ago.

Latest is Al Larsen, operator of South-east Rink here. When he found it was not possible to bring the boys to Salt Lake City, he loaded the back of his car with skates and had five girl skaters from his rink make the 50-mile trip to Bushnell General Hospital, Brigham City, Utah.

Following a tour of the hospital the girls, Betty Altrop, Drowsy Eyre, Elaine Griffiths, Maurine Gray and Pat Gerald, went to the hospital gym where Lieutenant Kerr, an above-the-knee amputee and member of the American Red Cross physical therapy staff there, introduced the soldiers, who skated with them. Larsen and the girls were surprised at the way the amputees entered into the spirit of the occasion and were soon going around the gym as well as could be expected. Some of the other soldiers aided their buddies, too.

Pa. Spot Gets New Op, G.I., Gob Biz

HARRISBURG, Pa., Jan. 12.—Management of Rainbow Rink, on Route 11 between Harrisburg and Carlisle, changed January 1 when it became an Eareckson-owned spot. It continues as the only RSROA affiliate in this section. Patronage is drawn from a nearby naval depot, Carlisle Barracks for soldiers and the general public.

Arthur Eglinton, pro, began his duties January 7. Instruction is given on Monday nights in speed skating, racing, medal competition and fundamentals.

Friday nights are given over for private parties. Rink operates nightly except Mondays, with a special Saturday midnight session running until 2 a.m.

Mexican Firm To Make Skates; Formerly Imported

MEXICO CITY, Jan. 12.—Noddedas Nacionales S. A. was granted a license by the Mexican government to manufacture roller skates. Prior to this practically all metal skates were imported from the United States.

Reports from cities and small towns in Mexico show roller skating on the increase, with many rinks to be constructed this year.

DONALD SWARTZ plans to open an 8,000-square foot combination roller and ice arena in St. Paul in June.

JOE GOELLER returned to the pro staff of Mineola (L. L. N. Y.) Rink. He will pilot novices after a three-year stretch of piloting in the air corps.

CHARLES C. LUDWIG, owner of Parkview Palace, Carroll, Ia., one square from the city's recreation park, reports good business in his 9,000-square foot spot that is open throughout the year. Skating club there is now using live orchestra music one night a week for its waltz and two-step numbers. Lorraine Murray and the Vender Twins were recently booked into the spot for a week.

Norrick and Thomas Head Indiana Group

(Continued from page 43) convention included Barnes-Carruthers, Gus Sun, WLW Promotions, WLS Attractions, United Booking Attractions, Boyle Woolfolk, Harry K. Smythe, Jimmie Lynch's Death Dodgers, Lucky Lott, Jole Chitwood, B. Ward Beam's Congress of Daredevils and Red Devil Drivers.

Carnivals represented: Johnny J. Jones Exposition, Al Wagner's Cavalcade of Amusements, Hennies Bros., Cetlin & Wilson, Gooding's Greater, W. G. Wade, Stafford's United, Joyland Amusement Company, and Geren's United.

Also represented were Interstate Fireworks Display Company, Fair Publishing House, Wonder Bros.' Circus and Rodeo, Jones's Rodeo and Circus, and W. B. Myers, concessions.

Philly News Maps Skate Competition; Gathrid To Direct

PHILADELPHIA, Jan. 12.—Raymond Gathrid, who returned to his post as promotion manager of *The Daily News* following his release from the armed service, is setting up the paper's annual roller-skating competition, which was handled in his absence by Lanse McCurley, Sports Editor.

Contests are held at the city's major rinks throught the year to choose entries for the various branches of the competition. Finals, which are held in the spring, are alternated around the rinks competing and much interest is created by spreads in the paper.

"Since this is the first contest year since the end of the war," Gathrid said, "we plan to make it the most elaborate one ever held. If it's possible, we will have special prizes for returned veterans from all branches of the service, including WAC, Spars and WAVES. Prize arrangements are now being made and we definitely want to recognize the contributions of ex-service people to world peace.

"Entries will be open to men and women still in uniform in the area as well as civilians. Judges will be chosen from among the showpeople who visit the city at the time of the contest, city officials and notables in all fields. *News* will award cups and other prizes to winning skaters, and we plan to have some sort of entertainment at which winners will be featured guests," Gathrid concluded.

Conferences are being held between owners of the various rinks competing in the annual event. Several rinks are now in the process of elaborate redecoration, which will be completed in time for the contest finals.

Haag's Fair Sells \$35,000 in Bonds

(Continued from page 43)

from liquor distillery companies. Because of their corporate set-up, these firms could not purchase the bonds, but they are permitted to make gifts to non-profit fairs.

The bonds, Haag said, were issued at \$100 and carry a 4 per cent interest, with no set retirement date. Plan is to retire the bonds as profits permit, with the drawing of bond numbers to determine which will be retired.

"A 4 per cent yield now is attractive," Haag declared, "and we had no difficulty in selling the bonds. I think other fairs could do the same thing and thus obtain money for long-delayed improvements."

Lawrenceburg fair is sponsored by the David McAllister Post, American Legion, Lawrenceburg, which diverted \$10,000 of its cash to the bonds.

The fair, despite a rainy week, netted a \$5,000 profit in '45 and its future development is regarded as reasonably certain by its officials. Construction of the grandstand, they believe, will give further assurance to the fair's development.

Heretofore, the fair had rented a portable tented stand which provided seating capacity of 2,800, 800 of which were chairs and the remainder bleacher seats. Rental price of the portable stand was \$400 in pre-war years, it jumped to \$900 in '45.

Expect Early Building
New grandstand will have seating capacity of 3,000, will be equipped with showers and will provide space beneath it for concessions and commercial exhibits. Cost will run approximately \$35,000. Construction will be of concrete and steel, with steel roof.

Bids for the stand will be awarded January 15. Haag revealed that much to the surprise of fair board members, assurance has been given by some contractors who plan to bid that the stand

Hoosiers' Worry Is Over Hay-Burners

(Continued from page 43)

draw State aid and in many cases county aid.

This, of course, will enable fairs in those States to offer more attractive purses and this would divert horses from Indiana, adding to the already gloomy Hoosier harness-horse picture.

Shortage of horses for smaller fairs is the result of the vast development of the pari-mutuel racing, the huge expansion of harness-horse racing on the West coast, the return of the Grand Circuit to near pre-war proportions and the resumption of many annuals, both large and small, which were war casualties.

No Solution

No solution was forthcoming at the convention here, altho a move was initiated to have Indiana fairs hold to the same purses and same entry fees to lower competition among fairs of the State for the horses available. It was admitted that this leveling within the State would not outmatch more attractive offers in neighboring States.

Upped purses, with \$500 offered, with a 5 per cent entry fee, was suggested by horsemen. Upped purses, however, fair men agreed, would not cost much due to the proportionate hike in entry fee, providing fields filled out well, but there is no assurance that the fields will fill out, and the races might thus prove far more costly than in the past with \$300 purses and 3 per cent entry fees.

could be erected in time for dedication Memorial Day.

Construction of the stand will boost yearly income of the fair plant, as it will make possible the staging of special events throught the year. Use of the portable stand had been confined to fair week.

Besides the grandstand, there will also be constructed a portable stage, to be ready for the '46 fair, Haag said.

LONGER LIFE AND GREATER WEARING COMFORT



NOW HYDE'S NEW STRAP PROTECTORS preserve the straps on your rentals and eliminate that uncomfortable "bite" of each strap on the skater's ankle, preventing chafing and insuring snugger ankle fit. Send us your orders now for prompt delivery. Only \$1.20 per dozen pairs.

HYDE ATHLETIC SHOE COMPANY
Manufacturers of those famous BETTY LYLE Roller Shoes
CAMBRIDGE, MASS.

SKATING RECORDS
With STANDARD DANCE TEMPOS
Write for Complete List.
SKATING RHYTHMS RECORDING CO.
P. O. Box 1838, Santa Ana, Calif.

It's a PLEASURE to ROLLER SKATE on



"CHICAGO" RINK SKATES
They're true and easy with a wide range of action. TRY THEM!
CHICAGO ROLLER SKATE CO.
4427 W. Lake St. CHICAGO

Cole Prepares For April Bow

LOUISVILLE, Jan. 12.—With the holidays at an end, things are humming again at Cole Bros.' Circus winter quarters here as crews work at top speed to have everything in shape for the April opening.

Under supervision of Curley Stewart, the paint shops have completed all cages. Wagons shops are busy constructing new wagons and repairing old ones. Whitey Warren's crew has finished the stockcars and is now redecking the flats. Paul Nelson, Malcolm Campbell and Capt. John Smith are breaking new menage and Liberty horses, while Earl Page is handling the sea lions. Busiest of all places on the lot, of course, are Glenn Girard's commissary and George Davis's cookhouse.

Hurry Thomas will leave Saturday (26) with a carload of stock for Orrin Davenport's Shrine date in Grand Rapids, Mich. Event is scheduled for January 28. Stock will continue on tour until early March.

Circus acts playing the big rodeo in the Louisville Armory during the holidays included the Hoagian Jumping Horses and The Konyots. Harry Thomas was ensee for the circus part of the show. Eddie Woekener had the band, and Tommy Comstock played the Cole colliope.

1st Promotion Date Biz Spotty for Fox

ABILENE, Tex., Jan. 12.—Benny Fox's Star-Spangled Army Circus played a week of spotty business at Hardin-Simmons University here, the first promotional date he has tried outside of army camps.

Program included Semeroff Dogs; Miss Ely, equestrian; Lovellos, hand balancing; Bob Atterbury, wire walker; Lois Weir, cloud swing; Snyder's Bears, and Tommy and Kay.

Following intermission were Winnie Colleano, trapeze; Atterbury Elephant; Tom and Kay, trampoline; Stan and Elise, comedy acrobats; Devato, bicycle; Mickey King, and George Hanneford, riding act. Tom Hanneford, clown, worked the audience before the show.

Visitors included Mr. and Mrs. Bob Stevens, Bailey Bros.' Circus.

Hartless, Once CFA Prexy, Dies at 77

CHICAGO, Jan. 12.—Frank H. Hartless, 77, former president of the Circus Fans' Association, who resigned a few years ago because of ill health, died at his home here last Saturday (5). Funeral services were held here Tuesday (8), with burial in the Glen Oak Mausoleum.

Hartless served three years as prexy of the CFA. Elected at Norwich, Conn., June, 1934, he assumed the responsibilities of the association when times were bad and circuses were having a hard time to keep going. The fact that the association had more members and was in better financial condition when he resigned than when he took office was the best evidence of the success of his administration. He had also been chairman of the board of directors.

Surviving are his widow and a son, Robert.



FRANK H. HARTLESS



WHEN JOHN (SHEIK) LEMPART, Chicago showman now in Australia with the army, saw an elephant unloading a circus flat he decided to get pictures of the feat. His results are shown above. Upper photo shows the elephant stepping down gingerly between the skids, drawing one of the Wirth Bros.' Circus wagons behind him. Lower view shows the animal moving the wagon off to the lot.

The Sheik Finds 'Em Doing It Differently Down Under

CHICAGO, Jan. 12.—Ever see an elephant unload a circus flat without outside help?

Neither had John (Sheik) Lempart until he landed in Australia with Uncle Sam's fighting men. The former Chicago outdoor showman, writing from Brisbane, saw it happen with Wirth Bros.' Circus.

Not even John Ringling would have believed that it could be done, so the Sheik caught the act with his camera to record the feat.

"When Phil Wirth Jr. was in the United States a number of years ago," he explained, "he told John Ringling about this elephant, but John wouldn't believe him."

The two photographs accompanying this story, taken by Lempart himself, illustrate the complicated procedure.

"You can see by the way the elephant steps down between the skids how unusual it is," he points out. "As you know, all elephants are allergic to stepping on loose blocks or flooring."

The Wirth circus, described by Lempart as the Australian equivalent of this country's Ringling-Barnum org, is operated by five Wirth sisters, who have carried on since the deaths of their parents.

Two Wirth brothers are also prominent

in Australia showbiz. Phil operates an amusement park at Redcliffe Beach Queensland, with his father, William Scott, who came to that country from the United States. Frank Wirth runs a roller skating rink at Melbourne and also operates an animal farm.

Beatty Plans to Construct Concrete Pens at Fla. Zoo

FORT LAUDERDALE, Fla., Jan. 12.—Clyde Beatty, operator of the Clyde Beatty Jungle Zoo here, announced that as soon as building materials are available he will construct concrete animal pens to replace present structures. Zoo is modeled after the Cincinnati Zoological Gardens, which use moats and natural cave pens instead of barred cages.

Beatty denied a charge by a spokesman of the Victoria Park Improvement Association and Mayor Harold Holden that his zoo was a fire hazard and that the cages were unsafe. He said he had complied with the seven requested changes handed him by the city commission in the form of an ultimatum.

Stevens Bros.' Buys Four Trucks, Two Light Plants

HUGO, Okla., Jan. 12.—Four new trucks and two new light plants have been ordered for early delivery by Stevens Bros.' Circus, which opens here in April. A new set of big top poles also are on order. Shorty Geelson, in charge of winter quarters, is building seats, props and ring curbs.

Frank Burns will be general superintendent, and Juan de Arivia, hand balancer, will be one of the features. Bob Grubb purchased a trick mule from Tom King, Al G. Kelly-Miller Bros.' Circus.

Ben Davenport, Dalley Bros.' Circus, and Gus Kanerva visited at Christmas. Other visitors included Dutch and Lois LeBlair, Fort Worth, and Doc and Borgia Ford. Bob Stevens has returned from Hot Springs, Ark.

Hirohito's White Stallion on Boat With Dick Ryan

CHICAGO, Jan. 12.—First Frost, the white stallion from Emperor Hirohito's stables, has been hoisted on a Liberty ship and is en route to the United States as the trophy of Lieut. Dick Ryan, former rodeo and thrill show promoter, the Associated Press reported.

Ryan once was an associate of the irrepressible Larry Sunbrock and later branched out on his own. He put over a biggie for the CIO at Buffalo, but came to grief with similar efforts for the same org at Detroit and Flint, Mich.

Ryan promoted rodeos for the army in the Pacific, and it is understood he will be allowed to exhibit his prize at USO camp shows and hospitals.

Ben Davenport Will Light 'Er Up in '46

GONZALES, Tex., Jan. 12.—Ben Davenport, owner of Dalley Bros.' Circus, bought two new Diesel light plants last week to add to his equipment in an effort to improve the appearance of his show.

Ralph Noble recently made a trip to Leesville, La., and purchased a carload of lumber and poles to make necessary replacements, and then went to Hot Springs for a week of rest.

Slim Farley went to Kansas City, Mo., for medical treatment.

Lane, Powell Sign With James M. Cole

PENN YAN, N. Y., Jan. 12.—James M. Cole announced that he has contracted H. J. Lane as general agent and Art Powell as general superintendent of his circus.

Other personnel contracted included Blinky Huffman, Chuck Romaine, Billy Denaro, Red Harris, Jeff Murphee and Fred Wenzel, clowns. Charles Mackey has been added to the ticket department. R. W. Lamson will join Mike Guy's band to play the colliope. George Shirey will join as brigade manager.

Captain Christy recently purchased a 580-pound lion from the Pittsburgh Zoo and he is currently breaking it into his act.

Williams' Org Sets Plans For '46 Shreveport Opener

SHREVEPORT, La., Jan. 12.—Edwin N. Williams' Federal Production Company, an indoor circus, will make its 1946 bow here February 11. Other spots booked this year include Miami, Jacksonville, Savannah, Atlanta, Roanoke; Decatur and Springfield, Ill.; Columbia, Greenville and Charleston, S. C.; Asheville and Charlotte, N. C., and Augusta, Ga.

Last year, show opened here February 18, and played 16 dates in the South under Junior Chamber of Commerce and service organization auspices.

Repensky Troupe Quits R-B

NEW YORK, Jan. 12.—Loyal-Repensky's, featured riding act of the Ringling circus, will not be with the Big Show this season, having signed with the George A. Hamid office for parks and fairs. Act will carry 10 people and eight horses, with seven members of the troupe doubling in teeterboard routine.

Marquee to Market

DOWNEY, Calif., Jan. 12.—An enterprising market manager transformed a 50 by 100-foot circus big top, belonging to Henry Bros.' Circus, into a complete market here Monday (7) after a permanent building had been destroyed by a \$150,000 fire.

The fire and waterproofed tent, which only a few weeks ago had housed a glittering circus performance, was equipped with shelves and counters containing everything from rutabagas to canned peas.

Henry Bros.' winter quarters are here.

Remillett Catches Third Generation Of Siegrist Family

BLOOMINGTON, Ill., Jan. 12.—Joe Remillett, well-known flying act catcher, is believed to be only aerial performer ever to catch three generations of the same family.

Remillett started his career with Charles Siegrist, and then worked with Joe Siegrist for many years. He is now catching Joanne Siegrist, the granddaughter, with a dexterity which belies his years.

WANTED

Semi Drivers for all new 1946 equipment, Ticket Sellers, Ushers, Canvasmen, Seat Men who want top pay on America's Newest Show, an Ice Revue Under Canvas. No one-day stands. Show opens Sarasota, Fla., March 1. Will want all that are notified to report winter quarters February 10. Address all replies

MANAGER ICE GAYETY
P. O. Box 2367 Sarasota, Fla.

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BARNUM & BAILEY
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CIRCUS AND FAIR DATES
FOR 1946

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ERNIE YOUNG
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Experienced Only.
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DAILEY BROS.' CIRCUS
Can Use a Few More
ALL AROUND BILLERS
Union scale. Long season for those who
make good.
R. M. HARVEY, Perry, Iowa, or
WM. OLIVER, 3500 Miami St., St. Louis, Mo.

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440 W. 42 ST., N. Y. C.
Facts in your
dress Book.

**Cleveland Arena
Biz Affected by
Newspaper Strike**

AKRON, O., Jan. 12.—Al Sutphin's second Arena circus, produced by Frank Wirth, gave Cleveland one of its finest indoor circuses this week. Show is presented under auspices of the Veterans of Foreign Wars. Altho the local newspaper strike, which broke on the eve of the show's premiere Sunday, has hurt attendance, officials appeared pleased with business. Matinees were reported light, however.

The program, as directed by Wirth, races along with great speed and permits no waits. The three rings and the track appear always filled. Show is well dressed, with opening spec and the first and second half finales stressing costume and lighting. Two dozen Cleveland dancers, trained by Carl and Fanelet Randall, do an excellent job. One unusual lighting feature is the Flying Lamars, who perform in darkened auditorium with light-treated costumes.

Acts in the 27-display program include Capt. Joe Walsh's presentation of the Alfred Court animals; Hubert Dyer and Hip Raymond, tables; Sensational Cahill; the Aurallas; Flordelina and Hazel and Marvin, on the wire; Jack Mills's elephant and ponies; Roberta's Circus; Hoaglan's football horse; Aerial Ortons; the LaBlondes; Morales Family; the Heerdinks; Ernie Wiswell's auto; the Great Arturo; Zoppe Troupe; Felix Morales's slide; the Great Fussner's spiral novelty; Steven Brothers and Big Boy, the bear; the Sensational Albanis, motorcycle-aerial number; the Zavatta riding troupe; mechanical riding act; the Flying Lamars and the Hoaglan Jumpers.

Kenneth Walte's clowns, in addition to Otto Griebing, Roy Barrett, Happy Kellens, Jimmy Davison, Gabby DeKoe, Billy Rice, Pete Roberts, Rubie Simonds, Lee Virtue, Jackie Wilson, Van Wells, Horace Laird, Hip Raymond, Laddie Lamont and Noko Morgan made up clown alley.

Frank Cervonne's band played the program, with Phil Wirth equestrian director and Charles Jones properties boss.

This is Sutphin's second circus. Arena got first taste of circus in 1943 when annual Grotto show moved into Arena when government figured to take Public Hall. Grotto stayed two years, then moved back to hall. Sutphin offered combination stage-circus last year.

**New Light Plant,
Canvas for Monroe**

CALIFORNIA, Mo., Jan. 12.—New canvas all around, a light plant, assorted animals, including an elephant, and new prop equipment have been added to Monroe Bros.' Circus, Ted La Velda, manager, said here. All equipment, with the exception of trucks, has been painted in preparation for show's annual Midwest trek.

The slide show, a new 40x80-foot top with five platforms, will include the monagerie. Emmett Hickman, boss slide show canvasman; Mary Garnett, wardrobe mistress, and Will Clark, boss seat man, are in quarters with Harry Lawton, steward, expected to arrive soon. The Costello lion act and performing midget mules are being worked daily.

La Velda said that Homer B. Phillips will have charge of the reserved seat tickets and Billy Thompson will be producing clown. Tiger Wells will have the concert presenting whip manipulations, escapes and bucking horses.

Negotiations are under way to obtain a permanent winter quarters near here.

WE OFTEN WONDER what was done with the orange floaters that used to appear in candy stand orangeade.

WANTED
Seat Butchers, Lunch Wagon, man and wife if possible; Car Porters, Dining Car Help.
Write
ALLEN AND RUMBELL
Dailey Bros.' Circus Gonzales, Tex.

FOR SALE
Liberty Horses and Pony Drills, Loud Color Midget Mule Liberty Act and Hitch Wagon, High School Horses, Trained Dogs, Sheelard Ponies.
EVANS & STARK
CENTERVILLE, IOWA

UNDER THE MARQUEE

REPAINTIN' red wagons?

CHARLES A. (CHUCK) O'CONNOR, former circus trainmaster, is a patient in Veterans' Hospital, Portland, Ore.

HI BROWN BOBBY BURNS visited St. Louis before leaving for Ardmore, Okla., to join the promotion staff of Clyde Bros.' Indoor Circus.

SOME showmen will go halfway toward stopping a squabble—and all the way to start another.

PROMOTION for Polack Bros.' Shrine Circus in Cincinnati, February 13-23, began last week under direction of George Westerman, who handled the date last year.

MR. AND MRS. RAYMOND MUELLER were guests of Ted and Freda La Velda, Monroe Bros.' Circus, at their home in California, Mo., New Year's Eve. Mueller, (See Under the Marquee on page 57)

CFA member, is circuit clerk and county recorder in that city.

NEVER ask anyone how to improve your program. They'll tell you to eliminate every act in Rings No. 1, 2 and 3.

CLYDE BEATTY'S successful evacuation of 3,500 people from his tent before it crashed in a windstorm at Greensburg, Pa., last summer was listed by The Pittsburgh Sun-Telegraph as one of the outstanding achievements of 1945.

JOE HAWORTH, legal adjuster for Cole Bros.' Circus, is being nursed back to health by his wife at their home in Wilkesboro, N. C., after a battle with the flu. Ill in Louisville, Haworth went to Hot Springs where his condition became worse. He started back to North Carolina by train, his wife accompanying him

LARRY SUNBROCK
"Wild West Rodeo and Hollywood Thrill Circus"

Again Breaks the 1945 Attendance and Money Record

\$79,000.00

In One Performance at the 103,000 Seat

L. A. COLISEUM MARCH 11, 1945

224,000 Folks Paid—Soldier Field—Chicago

\$144,000.00 8 Days—Forum—Montreal

\$150,000.00 Polo Grounds—New York

- (1) We have the know how of producing a show.
- (2) We have the finest Horses, Bulls and Stock.
- (3) We have the Trucks—the Chutes—the Equipment.
- (4) We have the Cowboys and Cowgirls in a definite 42-Event Show that moves rapid fire.
- (5) Originators of the Super Daredevil Bus Jump.

Midwest Offices Now Open in Cincinnati

RODEO, INC.

PRODUCERS

"The Wild West Rodeo—Hollywood Thrill Circus"
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BILLPOSTERS, WITH CAR, WRITE US.

TOP-NOTCH PRESS AGENT, CONTACT US.

LARRY SUNBROCK—JACK ANDREWS—TOM AUMANN—JOE EVANS

C. R. MONTGOMERY WILD ANIMAL CIRCUS

WANTS

WANTS

Family Acts doing two or more, Electrician, Billposters, Lithographers, good Cookhouse Man, good Elephant Man, Animal Men, Seat Men, Mechanic, Assistant Boss Canvasman, Side Show Manager, Side Show People, useful Circus People in all lines. Drunks, save your stamps.

Brownie, calliope player with us last season; Mitt Carroll, John Foss; Jack Tavlin, of Barnes Show; Frenchie, horse butcher, and Shorty Troy, please write.

HAVE FOR SALE

1—120 2-40 Ft. Middles (fair condition); 2—14x14, and 2—24x30, new.
Also a few Lions, Tigers, Bears, Etc., Etc.

All Address: C. R. Montgomery Circus, Albany, Oregon

NE Parkmen Set March 12 for Section Confab

BOSTON, Jan. 12.—The 18th annual conference of the New England Section, NAAPPB, will be held in the Parker House here March 12, it was decided Wednesday (9) at the semi-annual meeting of the executive committee in the Boston City Club.

Present were Henry G. Bowen, president; Harry Stornin, vice-president; Wallace St. C. Jones, treasurer; Fred L. Markey, secretary, and Edward J. Carroll, John T. Clare, Harold D. Gilmore, J. Victor Shaye and Barney J. Williams. Stornin was named chairman for the conference.

Schedule for the Parker House meeting calls for registration at 10 a. m., lunch at 12:30 p. m. and the business session at 1:30 p. m. Reception will be held at 5 p. m., and the banquet is set for 7 p. m.

Tentative program for the afternoon session lists two special speakers, plus open forum discussion of park and beach problems. Banquet will be highlighted by an address by a prominent speaker and a floorshow.

Brady McSwigan, Pittsburgh, national president of the NAAPPB, and all other national officers and directors were extended invitations to attend. Also invited is Governor Maurice J. Tobin, of Massachusetts.

At the executive committee meeting members heard a report on a special by-laws revision and several changes were voted. They will be submitted to the section meeting. Members of the by-laws committee were Bowen, Jones and Markey.

Treasure Island Funspot Opens

PHOENIX, Ariz., Jan. 12.—With little fanfare, Treasure Island Amusement Park opened here Christmas Day to good attendance.

When completed this new year-round park is expected to be one of the finest in the Southwest. It will cover 120 acres and will boast a dance pavilion, roller rink, half-mile horse track, Roller Coaster, complete midway, large picnic area, bathing pool and miniature golf course.

Novel feature will be a 30-acre artificial lake which will be stocked with fish and have facilities for boating, bathing and picnicking. Riding academy, which is already in operation, boasts fine saddle horses which may be rented for trips thru Papago and Tempe parks.

On the permanent advisory staff are such well-known showfolks as Wayne Kirk, Bob (Kuchen) Lang, Doris Darling, Gale Page and J. N. Whybro.

Two Rare Animals Die At Philadelphia Zoo

PHILADELPHIA, Jan. 12.—Two rare animals died unexpectedly at Philadelphia Zoo. First death was that of the last maned Argentine wolf in captivity. Originally from the pampas of Argentina, it was first brought to the local zoo in 1940. Its name came from a small tuft of mane on its neck. The other maned wolf in captivity died some time ago in the National Zoo.

Second animal to die was the zoo's only anaconda, a female dwarf ox, brought to the zoo in 1923 from the Celebes Islands in the Netherlands East Indies.

Timberline Lodge Guests Marooned Over Week-End

PORTLAND, Ore., Jan. 12.—Hundreds of guests at Timberline Lodge, Mount Hood, were marooned at the resort last week-end when heavy snowfall blocked the road to the lodge and thwarted efforts of snowplow crews to open the highway.

Lodge was filled to capacity and was scene of "one big, happy family" as guests good naturedly made the most of Robinson Crusoe life. Plenty of food was on hand and no danger periled guests.

Fire, Roller Coaster Troubles Fail To Stop Ben Sterling

SCRANTON, Pa., Jan. 12.—So you want to own an amusement park? You want to set up a few rides and concessions and then sit back and enjoy your income. You've seen those crowds at various parks and beaches on July 4 and Memorial Day when you've been out enjoying yourself—and spending your money. It must be a cinch, this owning a park. Think so?

Let's take a look at how the "other half" lives. Listen to the story of Ben Sterling Jr., managing director of Rocky Glen Park, midway between Scranton and Wilkes-Barre.

Ben isn't one to moan about things that have happened. It's the future he's interested in and as a result he is always busy improving his park and equipment. So he doesn't spend too much time telling that Christmas Eve a \$75,000 fire swept his park. He just tells you everything will be rebuilt.

But listen to Ben tell about just one of his problems in trying to give patrons one of the best Roller Coasters in the business. Here's what Ben has to say:

"In spite of the fire and the additional burden it has thrown on us, we are still giving our new Roller Coaster the No. 1 priority. We expect to have it finished within the next month or six weeks. We are building this under the most adverse circumstances. To date we have purchased lumber, in various quantities, from 17 local lumber yards. Our most serious problem was securing heavy timbers—the 4 by 6-inchers and the ones 40-feet long. We located some heavy timber 12 by 12 and 40-foot long which was intended for the U. S. army to repair temporarily destroyed bridges in France.

"Our next problem, of course, was locating a mill that was able to saw these so that we could use them. We finally overcame that obstacle and located the mill. Our next serious problem was securing the labor. Carpenters were not available in sufficient numbers. The federal government is spending \$3,000,000 on an airport right near us and they are trying to get 70 carpenters.

"We hit on the idea of advertising in local papers for discharged seabees, carpenter mates and army engineers. The *Wilkes-Barre Record* thought the ad had a lot of human interest and we made *The Record's* Page 1 with a feature story. Needless to say, we attracted attention of quite a few ex-servicemen. The labor

problem solved, we had the small (?) job of securing enough nails, etc.

"In spite of all these difficulties the Coaster, when completed, will be one of the largest in the State. It will be 3,700-foot long and the highest dip will be 96 feet. The ride will cost around \$100,000. Three-fourths of the Coaster will be over the water, which should prove an additional thrill or novelty."

Despite all this, Sterling continues to smile. With pride in his voice he tells you that 5 of the 37 Rocky Glen boys who entered the service are back to work.

"By the time the next park season rolls around, the great majority of our boys should be home and we hope take their stations here at the park, and, incidentally, relieve the boss of a lot of the details and responsibility," Sterling concludes.

Still want to own an amusement park?

Expansion Program For New York Zoo

NEW YORK, Jan. 12.—New York Zoological Society, non-profit organization operating the New York Zoological Park in the Bronx, announced a \$7,000,000 expansion program during the celebration of its golden anniversary meeting, which was attended by 2,000 members, at the Waldorf-Astoria Tuesday night (8). Fairfield Osborn, society president, said he hoped that at least \$500,000 would go into additions skedded for this year, including a new outdoor enclosure for all species of the monkey tribe, a barless exhibit space for tigers and a new central restaurant building.

On agenda for future improvements is the creation of an elephant park for Asiatic pachyderms, with bathing space in the Bronx River, and a 12-acre conservation exhibit on a strip of wild land east of the Bronx River. Fund-raising committee of the society will also go after the sum of \$1,500,000 which the organization will allot as its share in the funds for the construction of the new aquarium to be built by New York City Park Department at Coney Island.

Rockaway Playland To Bow With New Free Act Policy

NEW YORK, Jan. 12.—Playland, Rockaway Beach, for the first time since its founding, will go in for a free act policy this summer. Hamid office will furnish one feature aerial act a week, from mid-June thru Labor Day.

New policy is credited to the park's publicity director, Harold Levine, and objective is to foster steady family and student trade. Factor in adoption of the park's new policy undoubtedly is the contemplated opening next summer of at least one new amusement park in Rockaway Beach—first real competition for Playland since modernization of the Rockaway Peninsula get underway a decade ago. A. Joseph Gelst, owner-manager of the park, and William Hicks, assistant manager, are supervising the erection of new rides and buildings at Playland, which is being considerably enlarged for the coming season.

AP Opens AC Bureau

ATLANTIC CITY, Jan. 12.—The Associated Press has reopened its Atlantic City News Bureau after a lapse of four years, with a former resort newspaperman, J. Robert Conroy, in charge. AP closed its local bureau when the combination of the convention ban and the army seizure of hotels reduced the city's normal output of national news.

Army to Vacate Hotels

ATLANTIC CITY, Jan. 12.—After serving since June, 1942, as one of the largest army amputation centers in the United States, the Thomas M. England Hospital will close March 31. During the war, the hospital occupied three beach front hotels, Haddon Hall, The Chalfonte and The Traymore. These will be reopened for civilian guests by June 1.

AC Mayor Lauds Munie Tax Use

ATLANTIC CITY, Jan. 12.—Resort leaders are optimistic about the outlook for the New Year. "This year can be anything that we Americans want it to be," said Mayor Charles Buckley, of Linwood, president of the Atlantic League of Municipalities. "We have the strength, power, ability and resources to help lead the world back to peacetime activities and make it a much better place to live in than it has been before."

"We have allotted from luxury tax money over a million dollars in contracts for the purpose of storm repairs."

"If the city wins the luxury tax case, a tax predicated on five items only—alcoholic beverages, hotel room rent and service amusements, restaurant checks of 75 cents and up, and cigarettes—I feel," the mayor said, "considering the amount collected heretofore, that by the end of 1948, the life of the Enabling Act, the city will have in the neighborhood of four to five million dollars from this source."

"Not only in 1948 but for at least 10 years to come, if history repeats itself as it did in 1919, I see an era of prosperity for our citizens," Mayor Altman concluded.

A marvelous year is predicted by a hotel spokesman. "In addition to big city-wide conventions brought here by the convention bureau, we have hundreds of small conventions. We are fully equipped and staffed and ready to do a magnificent job for the greatest trade groups in this part of the world."

"Then, too, the government is giving two-week vacations, with all expenses paid, to each returning serviceman who was a Japanese prisoner of war, so that we have somewhere between 1,500 and 2,000 due here between January and June."

"This is in addition to the regular business which shows every indication of being greater than ever. Our Christmas business was three times greater than it was last year," he concluded.

Any signs which Convention Bureau Manager Skean reads, points to a most prosperous year for the resort. "The most prosperous in 25 years," he added. "Vacation business will be good and the convention schedule is so definitely fine, this will be Atlantic City's year."

Countin' Noses Easy If You Can Find 'Em

PHILADELPHIA, Jan. 12.—They've been counting noses at the Philadelphia Zoo and taking inventory is an annual headache. Like any other business, the zoo must present an account of its stock to its director, Freeman M. Shelly. Only trouble with taking stock is that it's all alive.

"We expect to find about 2,000 birds, animals and reptiles," said Roger Conant, curator, "with a value of about \$107,000. We count everything we can, but only set down values for stock worth at least \$5."

Among zoo inhabitants that cannot be counted in the winter are many of the snakes and turtles that hibernate below ground. The zoo provides a three-foot blanket of leaves to keep these reptiles warm.

There are still a lot of terrapins, tortoises and other reptiles not officially in hibernation that crawl under rocks about the time inventory comes around. Conant added, and keep keepers busy searching for them.

Trapping and checking alligators takes hours. Ducks and geese have to be counted, too, and keepers go out in boats and shoot them to one end of the lake.

There is no inventory of insects, the curator said. They get free rides.

Philly Zoo Gets New Tenant

PHILADELPHIA, Jan. 12.—Ruby and George Gibbon, of the Philadelphia Zoo, became parents of the zoo's first small try of 1946 on New Year's Day. First to learn the news was Julius Dages, keeper of the small mammal house, who discovered the baby clinging to its mother's neck. Roger Conant, director of the zoo, hazarded a guess that the new arrival weighed about seven ounces.

Oregon Resort Men Plan to Spend 250G For Tourist Trade

BEND, Ore., Jan. 12.—Resort owners in the Central Oregon sector of the Cascade Mountains are planning to lay out nearly \$250,000 to snare tourist trade this year.

Replies to a questionnaire sent out by Bend Chamber of Commerce uncover a building program more extensive than any in the last 10 years. Most owners have an eye on entertainment features as a tourist lure.

Resorts planning expansion include those at Camp Sherman, Odell, East, Elk, Paulina and Blue lakes and some on the Metaculus River.

Lush Biz at Vancouver Calls for License Boost

VANCOUVER, B. C., Jan. 12.—As a result of recent legislative action by aldermen, rodeos will have to pay a higher license fee to operate here.

Formerly the fee was \$25 per day or \$100 per week. Aldermen, however, inserted a special clause in the license by-laws, raising the fee to \$100 per day or \$500 per week.

Boost, it was said, came because of phenomenal business done the past summer by the Vancouver Rodeo in its week's run at Callister Park, where the crowd ranged between 5,000 and 8,000 daily.

Mayor Names Klein To Planning Board

ATLANTIC CITY, Jan. 12.—Mayor Altman announces appointment of Charles J. Klein, Boardwalk merchant, to the Atlantic City Planning Board for a six-year term. He replaces Orlo A. Bartholomew. Klein has been serving with the board in an advisory capacity. He served as chairman of the Boardwalk Dimout and Brownout Committee during the war.

That Bartholomew had not been seeing eye to eye with other members of the planning board was well known. One board member, who refused to be named, said Bartholomew's ideas ran to expansive highways and beaches which would cost millions of dollars while the other members were thinking at present in terms of storm sewers and beach protection.

Asked for a statement on his replacement, Bartholomew said that he was still interested in the bigger projects which would cost millions of dollars. "This is real planning," he said, "storm sewers and beach protection projects are maintenance jobs and cannot be considered as planning."

Bartholomew was recently named to the county planning board, appointed by the board of freeholders. He said he considered it a transfer of his activities.

Terrace Beach Club Private Org Again

VIRGINIA BEACH, Va., Jan. 12.—Old Terrace Beach Club, used by the navy as a convalescent hospital for nurses the last two years, will be reopened as a private club this summer.

The 25-room building will be turned back to civilian use Sunday (20), and owners plan a \$35,000 improvement program. It will reopen as the Hillcrest Club with J. E. Saunders, formerly active in the management of dance orchestras, as managing director.

Property recently changed hands at a reported price of \$65,000. S. L. Nusbaum and Company are the owners' representatives.

Ed Toth Constructing Park at Wellington, O.

WELLINGTON, O., Jan. 12.—Ed Toth, who has begun construction of an amusement park here, announces he will have an artificial lake, a 42 by 63-foot two-story building and will have bowling, bathing and fishing at present. Later he plans to add a shooting range, roller rink and Funhouse.

Fla. Swimmers in Increase

DAYTONA BEACH, Fla., Jan. 12.—Figures released by Don Kirkwood, captain of the local lifesaving corps, show 2,015,030 bathers used the beaches in 1945. Total of 772,090 persons used the beach in 1944.

Washington Wentzel Passes

PITTSBURGH, Jan. 12.—Washington M. Wentzel, for 42 years associated with Kennywood Park, died in a local hospital Thursday (3) at the age of 81. Funeral services were held Saturday (5), with burial in a Pittsburgh cemetery.

While Strolling Thru the Park

BERT NEVINS, drum beater for Palisades (N. J.) Amusement Park, is headed for Florida.

FRED M. PEARCE, owner of Excelsior Park, Minneapolis, comes thru with a new advertising folder telling of the wonders of his park. It's a neat color job and should prove to be a business-getter for Fred.

MALL W. DODSON, president, New Jersey Resort Association, expressed himself as "pleased" with results of a conference held last week with Dr. Charles Erdman Jr., head of the Department of Economic Development in Trenton, in an effort to obtain a "fair share" of State publicity funds to promote resort attractions.

Cat Prowl in Fla.

OCALA, Fla., Jan. 12.—Ross Allen is on the prowl for a terracat for his new zoo at Silver Springs, resort spot near here.

Allen, who also operates a snake institute, reports that a cat fitting the description of a terracat, a native of Mexico, has been sighted near here several times recently.

A hunt was staged several weeks ago after a four-footed nocturnal prowler kept a number of thoroughbred horses, in training here, upset for several nights.

Seaside Aquarium Owner Nabs Octopus

SEASIDE, Ore., Jan. 12.—Seaside Aquarium now boasts a 12-foot octopus, plucked from the briny by aquarium owner George Smith and his assistant, John O'Brien, in an adventure in which they came closer to joining the octopus in his natural habitat than in making him their guest.

Smith and O'Brien were in search of specimens off shore from Point Deliance, Wash., when thru the clear water they espied the marine eight-beat. Eight-toed Pete put up such a fight that their small boat nearly capsized, but with the use of hooks Smith and O'Brien towed the beast to shore then telephoned back to Seaside to reserve a room and bath for their guest and all his suckers.

Under the Marquee

(Continued from page 55)
from Knoxville. Joe Haworth Jr. left for New Orleans to attend the Mardi Gras.

SAM STRATTON, fronting for *Dark of the Moon*, lends dignity to the Atwell table, while Al Butler, *Passing Show*, adds loquaciousness to the Sherman Hotel lobby. . . . BEN DAVENPORT, owner of Dalley Bros. and his front door man, Saunders, recently visited Terrell Jacobs at Peru, Ind., while Ben was on a trip north to visit his mother at Peoria, Ill.

MR. AND MRS. W. K. MURDICK report their little daughter is now learning new acts to present in *Murdick Bros.' Circus Side Show*. . . . FRANCIS DORAN and mother, last year with Bud E. Anderson, and Ben Thomas and Mrs. Slim Farley of Dalley Bros., report fishing is excellent at Aransas Pass, Tex., and sent a photo of a 54-pound fish to prove it.

ANOTHER shocking example of a man wasting his time is the guy who asks a trouper if he is going back on the road next spring.

MICKEY SULLIVAN, bandmaster, reports he has signed to play Worcester, Mass., January 21 week, and Springfield, Mass., February 4 week for J. O. Harlacker. He recently played Portland, Me., for Frank Wirth. . . . VERNON L. MOREAVEY, robust promoter for Hamid-Morton, reports nightly jactop cutting sessions in Memphis with Joe (Klondike) Simon and Cecil Vogel.

GEORGE BELL, formerly with the 101 Ranch and Sells-Sterling, will be bandmaster on the Al G. Kelley-Miller Bros.' Show next season. . . . MRS. JOE ROSSI and children are making their home in Joplin, Mo., this winter. . . . PAUL VAN POOL claims that Joe Rossi, Dalley Bros.' bandmaster, is the world's champ at spaghetti and meat balls. . . . AL CLARKSON, circus agent, has not made his plans for 1946.

WHEN a canvassman complained that a pusher had cursed him, a manager answered: "He's just a little too over-enthusiastic in his work."

RAY AMY returned from Mexico City in time for Christmas at his Maitland, Fla., home. . . . LEW A. (BOZO) WARD, who will produce clown numbers for King Bros.' Circus, has opened at the Mermaid Club, Brooklyn, and will work the Indies until April 15. . . . JIM STUTZ and George Washington made a Southern tour, and Jim seems proud of

his jump from Sparrowsville, N. C., to Beargrass, N. C., with Moore's tent theater.

TOM WOODWARD, former circus and carnival cookhouse operator and now owner of a night club and restaurant near Quantico, Va., was in Washington, recently. . . . CARL H. BARLOW, former owner of the Wonderland Shows, is back in Washington after a vacation in Hot Springs. . . . JAMES W. GRIST, John Weir, Sid Chapman and Joe Brown were hosts at a surprise party at the C & P night club in Washington for Al Porter recently.

ZEB STUBBLEFIELD, circus wizard of Oatstraw, Neb., states that he is teaching cat skinning in his hawmow to local gals who want to join a circus next season.

WILLARD ISLEY, a Los Angeles war worker the past two years, expects to return to his bandmaster and trumpet chores next season. . . . JOHN E. CLAREY, operator of Lazy K Bar Ranch near Tucson, Ariz., fears that new legislation in that city spells the end of circuses and carnivals in Tucson. Clarey has been with Hunt Bros. and other Eastern shows. . . . EARL SHIPLEY, clown, has accepted a position with H. D. Decatur & Company, Chicago manufacturers of glass novelties.

CHARLES ED LEWIS, who clowned for 'em as far back as the old Gentry and Howe's Great London shows, will return to the road next season after a two-year layoff, and will be accompanied by his son, Earl. . . . NICK SAAD, who has been in the armed forces in the South Pacific the past three years, visited the Pacific Coast Showmen's Association Christmas Day. He figures to be discharged soon and will go to Dothan, Ala., to meet his wife, who has been living with her parents there. Saad plans to return to the West Coast and enter business. Prior to entering the army, he was in the merchandise business on South Main Street.

ONE of our elder showmen, who has been referred to as a sterling character, said: "Because they no longer wear 'em, the present-day youthful showmen miss the pleasure of measuring the ladder gals for tights."

KIDDIE RIDES

WANTED TO BUY

Airplane, Auto Ride, Ferris Wheel and any types of Kiddie Rides.

Will pay cash!

HARRY ALTMAN

Glen Park WILLIAMSVILLE, N. Y.

OPENINGS

For a few choice Rides and Games, Custard Stand, Concessions not conflicting with others.

New Seaside Amusement Park

166 Seaside Ave., Rockaway Beach, Long Island, New York.

HAVE GOOD SPOT

For KIDDIE RIDE Concession.

JACK ENSLEY

Route 17, Box 542, Indianapolis, Ind.

BLACK LIGHTED

Comic and Weird Displays. Motor operated figures for your Fun House or Dark Ride. Illustrations.

AL NICHOLS STUDIO

BOX 101, HUDSON, N. H.

FOR SALE

One 8 Car Pretzel Ride complete, 500 Feet of Track, 16 Gadgets with Motors, Outside Scenery, Ticket Box and all Electric Buttons and Wiring; \$4,000.00 complete. All in 4-1 shape.

JACK CARLIN

Box 97 Buckeye Lake, Ohio

WANTED FOR TREASURE ISLAND

YEAR ROUND AMUSEMENT PARK

PHOENIX, ARIZ.

OCTOPUS, WHIP, CUSTER CARS, ROLLER RINK, SPITFIRE or any other MAJOR RIDES in good condition. We will book, lease or buy any of the foregoing for year-round operation.

THIS IS A 120 ACRE PARK IN THE CENTER OF THE WARM VALLEY OF THE SUN NOW IN OPERATION

225,000 people, plus thousands of tourists to play to.

Write, wire or phone 4-5314 until 10 a.m. any morning.

Call JOE WEBER.

Wires and mail to TREASURE ISLAND AMUSEMENT PARK, 2227 Evergreen St., Phoenix, Arizona.

P.S.—A few Concessions still open.

WANTED TO BUY

All kinds of Rides, also we want all kinds of Rides to put in Park on commission and we want a good, reliable Outfit to run Shows on a commission basis. We have a very good stage and one of the most beautiful Parks in the country; 32 acres of big oak trees and a creek running through the Park. 6 miles from big city. Busses run from city to Park. A good chance for men with good Rides. Answer soon.

BROOKSIDE PARK

Has Been a Park for 50 Years

Answer to FLOYD F. SCHELL, 128 S. George St., York, Pa. Phone 41501.

LETTER LIST

Because of the serious paper shortage, letters, etc., will be advertised in this list only one time. If you are having mail addressed to you in our care, look for your name EACH WEEK. 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.

MAIL ON HAND AT CINCINNATI OFFICE 25-27 Opera Place, Cincinnati 1, O.

- Parcel Post
Annis, Mrs. James. 46c
Adams, A. J. 20c
Adams, Loretta
Adams, Robert
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REP RIPPLES

MR. AND MRS. LOUIS GILMORE (Margie Mason) spent Christmas with their son, Maj. (Mickey) L. J. Gilmore in Indianapolis, where he is stationed with the Army Air Corps. They were accompanied by Larry Fitzgerald, Margie's brother, recently discharged. Larry and Mickey each served two years in Europe. Larry and Margie's brother, Sgt. Jack Fitzgerald, served in New Guinea and the Philippines. He also has returned home. Bob Gilmore is residing in Los Angeles, where he is finishing his studies to become a C.P.A. The Gilmores (Sr.), ex rep and stock folks, are now in outdoor show business, operating a string of concessions with Jackson Bros. Shows. They will spend the remainder of their layoff in Hot Springs with Gilmore's mother and rejoin the Jackson show late in February. CLEO PLUNKETT and Kennedy Swain opened at Ritz Theater, Houston, where Dick Darling has the show. Swain is comic and Plunkett straight man. Org has five men and a line of 10 girls, and bills are changed twice a week. DALLAS was the reunion point for several old Lassies White Minstrel men week end of January 5. "Hi-Brown" Bobby Burns, former dancer and comic and now agent for Clyde Bros. Indoor Circus, stopped over and visited with Chet Wilson, dancer, still playing clubs; Nate Talbot, singer, now restaurant owner, and Ernest Reeves, singer, who is in real estate business. STATE PLAYERS are busy around Oklahoma City. RUE CORLISS writes: "I am in my sixth week with my religious film show. Have been showing near Denver most of the time, but am now working west, as Nevada is my home territory. My wife does character sketches to give program a change." BRASSEY PLAYERS are making schools around Butte, Mont. NIAGARA PLAYERS are around Rochester, N. Y.

Origin of Toby

By E. F. Hannun
DURING the past month I have been asked two questions that will interest old-timers in rep. The first, "What was the first tent rep show?" Second, "Where did the name Toby originate?" If you asked the first question of an old-timer in New England he would be willing to nominate Price Webber, of Maine, for the title, and if you asked in Northern New York you might get the answer, "Sawtelle Dramatic." In Iowa it would be the first of these shows that were forerunners of Chase-Lister Shows, and the present generation of Ginnlans would be up and ready to claim a long period of activity. A native of Ware, Mass., told me some time ago that H. W. Davis played Handy Andy under tent in Worcester, Mass., in 1880. It would be hard to beat this one.

Barton 'Smart Set' in Dothan

DOTHAN, Ala., Jan. 12.—Lewis Barton's Smart Set company, colored musical comedy which opened recently at the Orange Blossom Club, Panama City, Fla., moved into the New Cotton Club here Thursday 10 for a 10-day engagement. Org travels in its own bus. Acts include Kid Lewis Barton, Bluch Malone, Willie Ford, Tyler and Tyler, Sallie Mae Kimbrell, Leon DeLeon, Grace Jackson and Jimmie Lotts okr.

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RENAUD AND ARDEN, dancers, were recently in Pittsfield, Ill., for a visit, and left for Kansas City, St. Louis and Des Moines, reports C. W. Bodine, who adds that Bliss Clare, baritone player on Austin Bros. Circus, is at his home in Pleasant Hill, Ill. JOHN WILLIS WALTERS and mother, of Columbus, O., were visited by Habb and Denton January 6. Latter played dates in New York, Pennsylvania and Ohio, and were on their way to Miami, where they will spend the remainder of the winter. Mother Walters and John attended the annual Engles' Minstrel Show, Columbus, night of January 6, and report that Art Brown, well-known minstrel man, stole the show. He is playing occasional dates in and near Columbus, and is employed at National Shoes, Inc., there.

CHESTER COBB is around Sharon, Pa., with his vaude-pic show. LEE HALEY PLAYERS, four people, are showing for colored orgs around Baltimore. RAYMOND EDWARDS and son are showing 16mm. pictures under auspices of colored societies in the Gulfport (Miss.) sector. Edwards was formerly with the Sitas Green Show. CAPE TOWN PLAYERS are in the Camden (N. J.) area. MARIE LETENDRE is reading a four-people flesh show to play the Pawtucket-Woonsocket (R. I.) section. She has been directing amateur bills for some years in that locality. ...

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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. 8.00
 Yellow, Per Doz. 12.00

MISCELLANEOUS JEWELRY

STOCKPINS, 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.

ANIMALS, BIRDS, PETS

GREATEST FLASH ON ANY MIDWAY — AN Alaskan Husky, low in cost, great in value. Pups now ready. *Phifer Animal Farm, Millington, New Jersey.*

LIVE TAME ARMADILLOS. SPECIAL TO make a good pet or for breeding, \$3.50 each; \$6.00 pair. *General Mercantile Co., Laredo, Tex.*

MEXICAN TAME DONKEY (BURROS). SPECIAL for children to ride on or for breeding; male, \$25.00; female, \$40.00; pair, \$70.00. *General Mercantile Co., Laredo, Tex.*

WANTED — 4 OR 5 TRAINED EDUCATED Rhesus Monkeys at once. *James Kellar, 2160 Radnor Ave., Columbus, O.*

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.*

BUSINESS OPPORTUNITIES

BORROW MONEY BY MAIL — PAY BILLS. Improve home. Company's address and information, 25 cents. *Victory Service, Box 2215-B, Detroit 31, Mich.*

EX-SERVICE MEN — START A BUSINESS OF your own. Small investment, plus for \$5.00. Satisfaction or money refunded. *Star, 753-A, La Crosse, Wis.*

JAP AND NAZI ATROCITY SHOW — 36 VIEWING boxes, 30 enlarged pictures, pin hinge 1x3" frames for boxes and picture; 8 8"x14" banners, cost \$625.00; will take \$375.00. *Ted Maehler, Catonsville, Okla.*

JUMBO MAGIC BUBBLES — LARGE JAR with wand, \$1.80 dozen. Fancy adjustable Steel Watch Bands, \$7.50 dozen. F. O. B. *Specialty Prod. Co., Chattanooga 2, Tenn.*

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.*

MALIBONDEK DIRECTORY MAGAZINE. MANY business opportunities. Start small, grow big. Mail 25¢ for copy or year's subscription, \$1.00. *Rieder, 29-29 71st Drive, Forest Hills, N. Y.*

OPERATE DART GAMES — PRIZE WITH prizes 10¢ thru 50¢. Game complete with enough to take in \$1,000.00 for only \$175.00. *Ted Maehler, Catonsville, Okla.*

SPECIAL — INCH DISPLAY ADVERTISEMENT in over fifty mail order magazines, year only, \$24.00. *Wood's Popular Adv. Service, Atlantic City, N. J.*

SUREFIRE PROFIT MAKER — WRITE US TODAY for free information on what sells, who buys and how to reach them. *Roundlet B, 1022 9th St., Rock Island, Ill.*

\$24,500 RICHER — USED WINNING SCHEMES; Magazines, Formulas, for "Schicker" Magazine, Alliance, Ohio. 47th year, \$1.00. Four special copies, 30¢. *in26*

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? *Black Postal, 6750 N. Ashland, Chicago.*

AA BUYS! — BRAND NEW POSTAGE STAMP Machines, 1¢ Lobby and Ticket Vending Scales; 5¢ Selective Candy Vendors. Free list. *Adair Company, 6926 Roosevelt Rd., Oak Park, Ill.*

AMERICA'S BEST BUYS! POSTAGE STAMP Machines for sale. Wanted all kinds. Polders immediate delivery. U.S.P., 100 Grand St., Waterbury 5, Conn.

FOR SALE — 8 MILLS FREE PLAY SLOTS. Perfect, with new fiber step up wheel, \$100.00 each. *J. Krentz, 119 Poplar Ave., San Bruno, Calif.*

BARGAIN CLOSE OUTS — ONE 5¢ 3/5 PAY-out Original Blue Front; one 10¢ 3/5 Pay-out Callio, late; two 5¢ and 25¢ Goosenecks, needs minor repairs. All four for \$150.00. One Pace 1¢ and one 5¢ Watling Blue Seal, both as new, for \$100.00. *Joseph Worpek, 55 Grant St., Easthampton, Mass.*

EXHIBIT CANDID CAMERA, \$150.00; **SOLAR Heliograph** "Grandma", \$150.00; **Little Man Astroscope**, \$150.00; **Claw Rotary**, \$200.00; **Pusher Rotary**, \$200.00; 25¢ late Photomatic, \$775.00; **Wizard Pen Writer**, \$150.00; **Periscope**, \$150.00; **Fighter**, \$150.00; **World's Fair Card Venders**, \$25.00; **Rapid Fire**, \$150.00; **Chicken Sam**, \$85.00; **Bally Alley**, \$35.00. *Herb Benschler, 276 S. High, Columbus, O.*

FOR SALE — **BALLY ALLIANTS**, \$35.00 EACH; **Gottlieb Skee Balletto**, \$75.00; **Rock a Balla**, 10 ft., \$125.00. Will pay cash for Skee Balla or trade. *Decatur Skee Ball Co., Decatur 47, Ill.*

FOR SALE — **32 VOLT CONVERTOR**, \$45.00; 5¢ **Blueprint**, \$125.00; 5¢ **Cherrybell**, 3-10, \$150.00; 10¢ **Warcante**, 3-5, \$100.00; two 25¢ **Warecants**, \$100.00 each. All machines F. O. B. *Tomahawk Steel Stands, Mills, \$12.50. Write for prices other machines. Max Hufschmidt, Tomahawk, Wis.*

FOR SALE — **JENNINGS LITTLE DUKES**, \$10.00; 25¢ **play Jennings Slot**, S.P., \$30.00; **Jennings Front Vendor Slot**, \$20.00. *Herman Kraus, R. F. D. No. 3, Galton, O.*

FOR SALE — 10 **Seeburg Jans** (refinished), \$85.00; 8 **Columbia Belts**, G. A., \$50.50; 3 **Rockola Ten Pins**, \$50.00; 4 **Scientific Baiting Practice**, \$95.00; 1 **Ace Bomber**, \$225.00; 2 **Sky Fighters**, \$225.00; 1 **Driveable**, \$225.00; 1 **Bally Defender**, \$175.00. *W. B. Copler, 1043 Gness Road, Durham, N. C.*

MAKE ME AN OFFER ON ONE OR MORE — Twenty **Rova President Ten Column Cigarette Machines** in good condition, ready to go on location, and fifteen **Rova Candy Bar Machines** with **Gum Venders** attached, in good condition, ready for location. *C. H. Swanson, Route #1, West, Great Falls, Mont.*

ONE KEENEY AIR RAIDER, \$150.00; **ONE Kirk Air Defense**, \$150.00; two **Seeburg Ray Guns** with **Colux Conversion** and new pupit, \$125.00 each; or \$500 for all four, all machines in A-1 shape. One half certified deposit with order. *Il. C. Murray, 1802 Parkside Blvd., Box 103, Toledo 7, O.*

ONE USED BALL GUM MACHINE AND 5,000 Balls 5¢ Gum for \$25.00 F.O.B. *Hartz Penny Products, 1222 Broadway, Toledo 8, O. Trial 2,000 Balls. \$8.00.*

PEANUT MACHINES REBUILT, VERY REASONABLE; also **Globes for Advance D**. Wanted, **Penny Masters**, **Bergen Vending**, P. O. Box 322, Englewood, N. J.

PEANUT VENDORS, \$4.75; **SKILL SHOT**, \$15.00; **Rockola**, \$25.00; **Mills Punching Bell**, natural oak, \$95.00; **Pace 5¢ Comet Double Jacks**, \$55.00; **Mills 5¢ Q.T.**, exceptionally clean, \$67.50; **Automatic Library**, \$75.00; **Carl-Scopes**, \$25.00; **APT Model F**, \$15.00; **Bally Bull Jan Street**, \$55.00; **Scoper**, \$10.00. *Mellenan, 1774 John R., Detroit, Mich.*

PENNY ARCADE — **PINE GROUP OF REAL MONEY MAKERS**. Must sell due to termination of lease. *N. Lambert, Auditorium Hotel, Houston, Tex.*

SELLING OUT — **KEENEY AIR RAIDER**, \$125.00; **Bally Rapid Fire**, \$115.00, reconditioned. ¼ deposit. *City Wide Amusement, 6415 N. Hamilton Ave., Chicago.*

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 casing**, gold lacquered, durable; **individually boxed** for quick counter sales. **Sells on sight to veterans everywhere for \$1.** No discharge papers 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 Counter Display**, mailed anywhere. (Enclose \$1.00.) **Cash orders rushed immediately!**



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THE GENERAL LIGHTER

Guaranteed for life, packed individually with guarantee certificate. Ideal for sales-board operators, premium users and jobbers.

- ★ MADE OF THE FINEST ALUMINUM
- ★ HIGHLY HAND POLISHED
- ★ GUARANTEED NOT TO RUST OR TARNISH
- ★ SURE FIRE. QUICK LIGHTING
- ★ EQUIPPED WITH FLINT COMPARTMENT AND HARDENED STEEL SCREWDRIVER FOR FLINT ADJUSTMENT

\$14.40 PER DOZ. — Prices Quoted in Large Quantities

SAMPLE PREPAID, \$1.05

GENERAL FORMING, LTD.

4635 ALGER STREET HOLLYWOOD 26, CALIF.

ED MASTERS SAYS:
 You can't beat my **SPECIAL DEAL** on plastic wallet inserts!

PLASTIC WALLET INSERTS

\$3.50 assortment (dozen) of 4, 5 and 6 envelope books — easily sold for \$7.50 . . .

Only \$1.50 (Discounts on Gross Lots)

IMMEDIATE DELIVERY! Take my advice, mister! If you want to make some real money — dollars, not pennies — you'll go after this tremendous plastic wallet insert market right now! It's big — it's easy to sell — and it sure offers swell profits! Just to prove what I say, I'm making this special introductory deal: I'll send you a dozen handsome plastic wallet inserts with 4, 5 and 6 envelopes, all with heavy plastic covers. Sell these for 50¢ to \$1 each and get at least \$7.50 on the whole deal. Think! All for a \$1.50 investment! My inserts are the finest on the market — strong wire spiral binding, clear, heavy plastic envelopes, and I put an identification card in each insert. Rush me \$1.50 for your trial order and start making these big profits at once. No personal checks, please.

Ed Masters' MONEY-BACK GUARANTEE
 You've absolutely nothing to lose! If you aren't 100% satisfied with my deal when you see it, or if you can't sell a few inserts, I'll refund your money on the inserts you have left. But you'll really have no trouble making \$5 on this \$1.50 assortment. Order now!

ED MASTERS CO.
 Dept. B, 113 N. 3rd St. Brooklyn 11, N. Y.

Ed Masters THE WALLET INSERT KING

#800 Swivel Mirror Vanity \$24.00 NEW
 Beautiful blue-white mirror vanity with 2 face compartments, 2-tone swivel mirror. Individually packed 6 in a case.
F. O. B. Chicago.
W. L. MARTIN MIRROR BOX CO.
 1447-59 W. 88th St. CHICAGO 30, ILL.

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BE INDEPENDENT — operate a route of our new 1946 models of **POSTAGE STAMP, STATIONERY, CANDY, PEANUT or BALL GUM Vending Machines**. Earnings run as high as \$10.00 weekly profit per machine. Sample machines 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 illustrated catalogue.

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 3048P Tlaga Parkway Baltimore 15, Md.

5,000 ITEMS AT FACTORY PRICES

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H. L. BLAKE
 112 East Markham LITTLE ROCK, ARK.

CLEOPATRA PEARLS

Now available for Jobbers and Distributors. Inexpensive and better grade. Ranging from \$12.00 doz. Send for Sample Line from \$25.00 to \$100.00. Mail deposit, balance C. O. D.

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 Dept. B
 264 Fifth Ave. NEW YORK, N. Y.
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Many Styles Also Folding Tables PROMPT SHIPMENT

Minimum Order 2 Dozen

ADIRONDACK CHAIR CO.

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ITEMS FOR ENGRAVERS AND DEMONSTRATORS

Silver Plated Ident. Doz. \$9.50
 Silver Plated Ident. Twin Heart, Doz. 6.50
 S. S. Anklets, Carded, Doz. 5.25
 Anklets, Gold Filled, Doz. 5.00
 Double Heart & Arrow Gold Plated Brooch, Doz. 1.50
 "Heart of My Heart" (Pat. App. for) Pendant with S. S. Chain, Doz. 7.50
 Ill. Mexican Jewelry Catalog Free.

MILLER CREATIONS
 8828 Kenwood Ave., Chicago 37, Ill.

COMIC CARDS

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.

SALESMEN

An Up and Coming Organization is Featuring Candy Deals. Our Latest Offering **PEAN LOGS** on 32 Board. A candy route will outfit 2 to 1 — and can be worked in more places. Enclose details.

JAY WICO & CO.

Distributor LOGANSPORT, IND.



B. B. 100—10K Yellow Gold Ring, set with fine Diamond. Each \$4.10
B. B. 101—3 Diamond Wedding Ring to match. Each 4.50
Sizes 5 to 7



"A PERFECT LIGHTER THAT NEVER FAILS"
It is known as the "Match-King" and makes an excellent gift for either ladies or gentlemen. Has beautiful lines and is well made. Comes in assorted two-tone designs; packed one dozen assorted designs in patriotic colors to a box.
No. BB-110—\$7.20 Per Dozen.

ROHDE-SPENCER CO.
223-225 W. MADISON STREET
CHICAGO 6, ILLINOIS

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REGULAR SPECIAL—7 COLORS
REGULAR SPECIAL—10 COLORS
7 Ups—3000 Sets
Mounted Bingo Cards

Write or Wire for Catalog

JOHN A. ROBERTS & CO.
235 Hubsey St. Newark, N. J.

	Doz.	Gr.
Auto Bombs	\$1.00	\$11.50
Betty Bubbles	1.20	14.00
Balloons (8-78-11)	2.50 to	\$6.50 0
Jumping Candy	.80	\$ 9.25
Luminous Paint	.70	8.00
Maglo Bubbles (Large)	3.00	34.50
Red Fire Matches	.40	4.25
Hot Gum (5 Stick-Pack)	.80	8.50
Sink Perfume	.85	7.50

Write for Catalog of Other Sales Tasted Items.
Dayton Novelty & Mdse.
(P. O. Box 593)
419 Wayne Ave. DAYTON, OHIO

BINGO

**SPECIALS ★ CARDS
TRANSPARENT MARKERS**
Write for Bulletin
AMUSEMENT INDUSTRIES, Box 2, DAYTON 1, OHIO

LARGE COMIC BUTTONS
Size of Silver Dollar, \$10.00 Per 100.
Small Buttons, \$15.00 Per 1,000.
Quiet Wolf at Work Showing Picture of Wolf
Dog and Cat Comic Saying That is Terrific.
JEROME ROSE DECAL CO.
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Just Returned From Mexico
with Genuine Mexican Silver Dollars, mounted into gleaming stainless steel money clips. A handsome and smartly correct item for men and women. A large dollar sign forms the back of the clip. Highly polished. Put up in gift box. While they last. \$2.95 postpaid, anywhere in U. S. A.
"SENOR" JIM STUTZ
c/o Moore's Tent Theatre, Grimsland, N. O.

TEN METAL MUTOSCOPE REELS, COMPLETE: Stands, Signs, Reels, low kiddy models. Newly sprayed, working excellent, on locations, \$30.00 each. All this extra Reels, \$375.00. Admty. 416 Barrett St., New York 60.

WANTED — MILLS FUTURE PAY SLOTS in good condition. Write Darlen Music Company, Darlen, Ga.

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WE WILL PAY MORE FOR SKERBALLS in any condition, any make. State condition. T.A.H. Amusement Co., 6132 Cass, Detroit 2, Mich. fe2

2 SEEBURG CHICKEN NAMS, \$79.50; 2 SEEBURG Zap Conversions, \$89.00 each; 2 Keweenaw Air Racers, \$124.50 each; 2 Keweenaw Anti-Aircraft (Brown), \$39.50 each; 2 Evans' Ten Strikes H. D., \$46.50 each; 1 Pace's Races (Red Arrow), clean, \$124.50; 5 Korney Pastimes (3 Color), \$124.50 each. Seashore Music Company, 521 S. Front, Wilmington, N. C.

3 SEEBURG 8800 AND 3 9800, ALL REMOTE control, guaranteed perfect working order, outside appearance like new, \$575.00; 1 Rock-Ola President, \$100.00; 1 416 in metal cabinet with Buckle adapter, \$190.00. Melody Music Company, 113 N. E. 9th St., Miami 36, Fla. Phone 4-1301. ja19

500 CIGARETTE VENDORS FOR SALE — ALL makes; cleaned and rebuilt in our own shops. Keizer Vendors, 4509 N. Clark St., Chicago 40, Ill. ja19

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ALL BRAIDED CELLOPHANE WAISTBAND Tutu Skirts with Lels, \$7.50; Net Strip or Chorus Panties, \$1.25; Bras, 75¢; Elastic Net Opera Hose, \$5.75. Add 15¢ postage. Other Costumes, C. Gurette, 346 W. 46th St., New York. Circle 6-1137.

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SALE OF USED THEATRICAL COSTUMES — As low as \$1.00 each. Our warehouse lease is ending Feb. 15th. Every Costume Must be sold! Sorry no mail orders but plenty of bargains. Lester, Ltd., 87 E. Lake St., Chicago, 2d floor rear. Open daily from 12 to 5 o'clock.

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ALL AVAILABLE MAKES POPPERS—FIFTY All Electric or Gas Heated Machines, clean. Burch, Advance, Creators, Dunbar, Klinger, Peers-Less Kauter, Candy Corn Equipment, 126 S. Halsted, Chicago. fe23

ALL KINDS POPCORN MACHINES, CARAMEL-CORN Equipment, Peant, Heaters, Doughnut Machines, Coleman Handy Gas Plants, Burners, Tanks, Northside Sales Co., Indianapolis, Iowa. ma30

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SHOE ATTACHED ROLLER SKATES—TWO pairs ladies' size 7 (two pairs men's, size 8. 3924 N. Mozart, Chicago, Ill.

SKATES FOR SALE — 65 PAIR CHICAGO Bink good wheels, 15" action. All ready to go. Best offer. M. J. Clark, 405 Ave. D, Lubbock, Tex.

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Quality, Price, Style. Coats, Sealines, Caraculs, Muskrats, Skunks, Red Fox, etc. Illustrated Catalog is FREE. Write today.

M. SEIDEL & SON
248 W. 80th St. N. Y. C.

12 DIFFERENT HUMMEL FIGURES WITH A BLUE GLASS

BUD VASE AS AN ADDED ATTRACTION



Made of Hard Composition
No. 4532 K

\$15.00 PER DOZ. PIECES

PACKED 12 DIFFERENT SUBJECTS IN ASSORTMENT

No. 4532 K
Size: 3 Inches to 6 Inches High.
Weight: 12 Lbs. to the Doz. Pieces.

Be sure to send for our complete set K of GIFT GOODS, we have them from \$1.80 per doz to \$90.00 per doz., all big sellers.

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Chicago 6, Illinois

ADJUSTABLE EXPANSION WATCH BAND

The quality band with the price that's right. Guaranteed stainless steel. Handsomely packaged, individually.
Write for special quotations on quantity lots. Send \$1.50 for sample. Also obtainable in 18K gold finished top, stainless steel back.
1/2 Deposit With Order, Balance C. O. D.

Stainless Steel Now at Amazingly Low Price of \$13.50 Per Doz. Gold Finished Top, \$18.00 Dz.

DICO PRODUCTS 5 No. Wabash Ave., Chicago 2, Ill.



ASH TRAY AND B-29 PLANE

The plane is a scale model 1/10" per foot.
Stands 9" high. Is 14" wide. Has an amber glass tray.
Your sales will go "sky high."
Price, sample, \$10.00.
Price, in lots of 6 or more, \$7.98 each. Immediate delivery, 25% deposit with order.

DISPLAY SALES CO.
P. O. Box 760, OMAHA, NEBRASKA

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-11, 703 Vandiver Bldg. Montgomery 4, Ala.



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Put your order in now for immediate or later delivery on Aluminum Bottles, Ping Pong Balls and DART BALLOONS as well as other size Balloons.

We will have hundreds of new items in shortly after the first of the year. Write us as to your needs. Always first with the latest.

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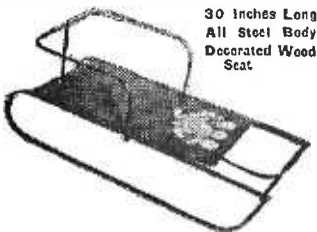
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Make your own molds for plaster and get better detail. Write for prices and information.

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IMMEDIATE DELIVERY
STEEL BACKED
KIDDY SLEDS



30 Inches Long
All Steel Body
Decorated Wood
Seat

\$42.00 DOZEN
Samples \$4.00 Each
Six to Shipping Carton

STEEL
SCOOTERS



31 Inches Long
31 Inches High
Ball Bearing Wheels
\$42.00 DOZEN
Samples \$4.00 Each
Six to Shipping Carton

No Orders Accepted Without
Deposit
Write for Complete Catalogue

ALEX STUTT

2546 HUBBARD STREET
BROOKLYN 23, NEW YORK

HERE'S LUCK!!!



Genuine
RABBIT'S
FOOT KEY
CHAIN

Packed in cellophane
pouches. Attached to
individual cards or 6
to a card.

They sell like hot cakes in front of schools,
factories, race tracks, ball parks, carnivals
and everywhere crowds gather.

\$12.50 Gross

F.O.B. New York, packed 1 gross to a carton.
Weight 3 lbs., 25% deposit, balance C.O.D.
Sample mailed on receipt of 25c.

CHAS. BRAND, Mfr.

154 West 27 St. New York 1, N. Y.

FOR SALE—SECOND-
HAND SHOW PROPERTY

A NEW CATALOGUE 35MM. MOTION PIC-
tures, outright sale. New prints, low prices. We
have any type picture you want. Catalogue for stamps.
Russia Film Exchange, Friendship, O. Ja22

BIG LIST OF 35 S. O. F. WESTERNS. COME-
dies, Shorts, new prints at low prices. Globe
Films, Box 387, Passaic, N. J.

GOTTON CANDY MACHINE IN PERFECT
running condition, double head, all electric, ball
bearings, \$250.00. Box 900, Bradenton, Fla. Ja16

FOR SALE — ONE WESTERN, ONE GANG-
ster Feature, six Single Reels 35MM. Sound,
good condition, all eighteen dollars; also 250 Watt
Converter, like new, twenty-five dollars. Harry
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FOR SALE OR WILL TRADE — TWENTY
35mm. Western Sound Features for features
I can use. Wanted to buy, 35mm. Sound Port-
able Projector, Films, 200 Ft. Sidewall, Dude
Bennett Tent Show, Dobbins, Tex.

FOR SALE OR LEASE, WHOLE OR PART,
outright show operating in South, consisting
of "Parker" Merry-go-Round, with Truck and
Trailer; "Elm" Chair-o-Plane with Truck and
Trailer; Light Plant with Truck; Wiring, inci-
dental equipment; ten Concessions with Truck;
all good clean working condition; for further de-
tails write Box C-17, Billboard, Cincinnati 1, O.

FOR SALE—TWO HOLMES SOUND PROJEC-
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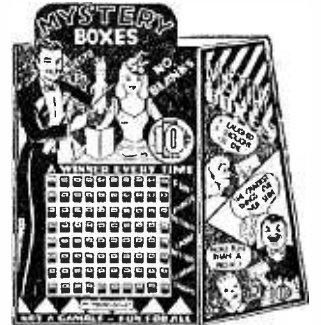
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By Bill Baker

Communications to 25 Opera Place, Cincinnati, 1

JOHNNIE EMERSON . . . reports from Springerville, Ariz., that biz is fair in that sector. He says he saw Johnnie Campbell and Tommy Bulger doing okay with sheet, but J. Edgar Murphy, mag peddler from Cortez City, Colo., told him he couldn't do any good and would return home from Gallup, N. M.

AN IDEA aired will soon be shared.

BOB POSEY . . . expects to be around Clarksdale, Miss., for three weeks, and then head into Arkansas territory. He is working four days a week to steady biz. He asks for pipes from Jewelry Gross, J. L. Osborne, Frankie Logan and Tom Kennedy.

DON'T CRITICIZE your fellow workers, for you may be guilty of the same thing you charge them with.

TOMMY BURNS JR. . . . Cincinnati rug cleaner ace, was a recent caller at the Pipe's Desk to tell of his father's death. His dad, Thomas Patrick Burns, was the first auto fatality of 1946 in Cincinnati. He will be recalled by old-time pitchmen for his work with the Kickapoo Indian Med Show and paper tearing in museums.

GOOD FELLOWSHIP has long been a great boon to contentment in pitchdom.

BOB POSEY . . . cards from Minden, La., that he is still able to get it outside and say that anyone can if he will just open his keister and make a little effort. He says duck shooting is okay in Louisiana, and bass and pike are easy to catch. All the pitchmen must be rich, he adds, as he has the territory to himself and has not seen anyone around for a long time.

A PITCHMAN, who opened without a reader, gathered a big tip on a sidewalk in front of a department store. When in the middle of his sales talk he saw a policeman approaching, he said suddenly: "Sorry, ladies and gentlemen, I'll have to stop. My lease has just expired."

BIG AL WILSON . . . is still in Miami and reports he recently saw Eddie Salim, Walter Stoffel and Dutch Holtzman with heads together working on plans for the best fairs in the State.

MRS. GEORGE HANEY . . . wife of the former Cincinnati pitchman who is now in the army and was a recent returnee from Italy, is working rug cleaner thru the East.

A PITCHMAN worked to three tips without making a sale. A native who witnessed it all, stepped up to the pitchman after his last try, and said: "I personally think you have a good product there." "Thank you! Thank you!", answered the pitchman with contempt in his voice, "you don't know how much I appreciate your endorsement."

Chalk Talk

By E. F. Hannan

WATCHING a chalk artist recently, I took me back to the days when Arthur (Chalk) Bellows used his crayon ability to put over an inhaler. Arthur was working around museums, and this wasn't enough to keep the wolves off, so he tried pitching an inhaler. He drew pictures on his blackboard and then dropped over to his inhaler talk, with the article selling at 15 cents. Arthur said to me: "I believe I could

get more money for this item if I had a talk about man's nose and how it acts when he has catarrh." I helped him, and he got out some paper cartons for the gadget, asked and got 50 cents for it.

He got pretty good with his sinus talk, and dressing up the article did some more.

Arthur was another that got show-fever and was never cured. He backed a Tom show that never had a winning day, and ever after the name Little Eva was like an emetic to him. The ol' debil showbiz is always reaching out to grab the mitt of good fellows like Arthur.

Ready Soon!

OAK-HYTEX BALLOONS

See Your Jobber Immediately



The OAK RUBBER Co.
RAVENNA, OHIO

KIPP BROTHERS
Distributors for Oak-Hytex Balloons.
117-119 S. Meridian St., Indianapolis, Ind.

PITCHMEN (med)

I have THE Good Deal of the decade to offer you—it's unusual! Special invitation to all my pro-war pitch friends to communicate.

RUDY HOLMBERG
1966 Broadway, New York 23, N.Y.

ENGRAVERS!

Rings, Pins, Bracelets, Double Hearts and Scottys for engraving. Send \$10.00 for samples.

MILWAUKEE NOVELTY CO.
224 Metropolitan Bldg. MILWAUKEE 3, WIS.

Salesmen - Agents - Pitchmen Complete Line

MEDICINES - COSMETICS and EXTRACTS

Stock or Private Label

MIDWEST DRUG COMPANY
55 E. SPRING ST. COLUMBUS, 15, OHIO

BALLOONS


All colors, all sizes. Sticks and Bellows, Banners, Cans, Birds, Leds, Hats, etc.

UNGER SUPPLY
567 Harrison Street CHICAGO 7, ILL.

MEDICINE MEN

Write today for new wholesale catalog on Tonics, Oil, Salve, Soap, Tablets, Herbs, etc. Low prices—rapid service. (Product Liability Insurance Carried.)

GENERAL PRODUCTS LABORATORIES
Manufacturing Pharmacists
187 E. Spring St. Columbus, Ohio
BUY VICTORY BONDS



TOY METAL GUN

Trigger Makes Loud Noise

\$3.00 Per Doz. Immediate Delivery

50% Deposit

AUTOMATIC DISTRIBUTING COMPANY
712 METROPOLITAN BLDG. DETROIT 26, MICH.

FAST SELLERS

• 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.

BIBLE COINS

Bible Souvenir Coins, silver dollar size. Lord's Prayer & John 3:16, 10¢, \$6; 1000, \$50; 16, \$1 postpaid. LeVita, Box 06, Billboard, 155 N. Clark, Chicago.

BOARD DEAL

Flame Girl Lighter—Compact deal. Gross profit \$30.00. Write for confidential circular and net prices. John Sater Co., Box 09, Billboard, 155 N. Clark St., Chicago 1.

BOARD DEALS

Oscar Chests, Mirrored Vanities, Cash Merchandise Boards. Merchandise for jobbers. Write for prices. Earl, Box 01, Billboard, 155 N. Clark, Chicago.

CIGARS

8¢ retailer, domestic hand made, beautiful fully boxed and cellophaned. \$53.00 per M. prepaid. Udin, Box 5087M, Billboard, 1564 B'way, N. Y. 19.

DISCHARGE HOLDERS

Best seller of the year. Boys at army camps cleaning up. Made of leatherette, folds like a wallet. Write for particulars. C. Gameliser, Box 5028M, Billboard, 1564 B'way, N. Y. 19.

FURS

Luxurious line of finest furs from \$17.50 up. Every style to choose from. Write now for 1946 catalog. Box Marche Fur Co., Box 5069M, Billboard, 1564 B'way, N. Y. 19.

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.

BALLOONS

Number 5, \$2.50 gross; Number 6, \$3.50 gross; Number 7, \$4.25 gross; Number 9, \$7.00 gross; Number 11, \$5.00 gross; Number 14, \$11.50 gross. Also long Lash Whips, \$12.00 gross; Flying Hires, (tinsel head, long whistle with sticks), \$15.00 gross; Flying Banners that hit like a real bomber, \$15.00; beautiful colored Airplanes with sticks, \$12.50 gross; Batons, pear-shaped (tinsel head with bells), \$12.00 gross; Rabbit's Feet, \$4.00 per hundred; Rabbit's Feet with Key Chains, \$2.00 per hundred; Welcome Home Banners and Signs of all kinds. Army, Navy and Welcome Home Pennants, 12x30, \$12.00 per hundred. Buttons of all kinds, 50 lines, \$1.50 per hundred. 50 per cent deposit requested—money order or cash. First come, first served.

The Harris Novelty Co.
1102 Arch Street. PHILADELPHIA, PA.

P-A-P-E-R M-E-N

Good publications for small towns and rural districts in all states. Up-to-date maps and also a "Pictorial Review of World War II."

ED HUFF & SON
5411 Gurlay St. DALLAS 10, TEXAS

MISSOURI AUTOMOBILE LICENSE PLATES

COMPLETE LINE OF ELECTRICAL SUPPLIES AND LIGHT BULBS. DISTRIBUTORS OF THE NEW VAUGHT LIGHT TOWERS. We specialize in Servicing the OUTDOOR Show Business. Write for further information. We are glad to secure your Missouri Automobile License Plates for you.

Downey Supply Co., 392 Arcade Bldg., St. Louis 1, Mo.

MAGIC

(Continued from page 35)

from my home in the East of London to Egyptian Hall to see Maskelyn and Cook, also my patron, David Devant. During my years in England, from 1894 to 1910, I first followed the footsteps of the first montebank I saw, then traveling variety shows and finally the music halls.

We will again change the scene to the States. In 1914 I caught Jarrow at Hammerstein's several nights before I opened there under the name of Maurice Prince. I saw vaudeville come and saw it go. I was in vaudeville when the pace was fast and competition keen, and I attribute my being able to compete with the youngsters today to the vaudevillian's code of ethics, which I still try to live up to—be original; in other words, don't steal another's ideas. Keep it clean, and add to this a bit of class.

AND now we will go back to the subject I picked for discussion. "Emsees Magic." There are three types—the magician of ceremonies, who presents the other acts and usually closes with a neat routine of magic effects; the second type is the emsee who has learned to do several self-contained magic tricks, not thru study but over the counter at the magic shop, and the third type is the magician working as an emsee.

Dealing with the latter, first we will assume that he has the talent to be classed as magician of ceremonies, but in most cases this is what we find. The major part of his time on the floor is taken up with risqué and sometimes filthy stories sandwiched between tricks which have no connection to his magic. He not only breaks the continuity of his magic offering, which is very detrimental, but contaminates his magic with filth, with the result that he is no longer taken seriously as a magician by his audience. This performer should keep the following thought foremost in his mind—he is a member of a profession recognized and respected the world over and he should try to play the role he worked so hard to achieve. It is not worth sacrificing your art and achievements for the sure-fire laughs gotten from unsavory gags which leave a bad taste in the mouths of the better clientele.

I have proved to my own satisfaction and by my experience that when your hair has turned to silver there will still be a demand for you as magician. I am sure the reader can sum all this up for himself. In a later issue I would like to discuss the other two aforementioned types.

ACT REPS IN KANSAS

(Continued from page 45)

the first time and were successful in landing the Salina (Kan.) Fair.

P. M. (Dad) Moser was on hand with his sons, both of whom have been released from the armed forces. Trio was successful in securing several contracts for Central States Shows. Russell Green, of E. G. Staats & Company, was host to quite a few of the fair men at a cocktail party for an hour prior to the banquet Tuesday night.

Lyle and Weldon Hale, sons of the owner of Hale Shows, were both on hand, both having also been discharged from the army. Both will be associated with their dad in the operation of the Hale Shows again.

Mrs. Ben Brodbeck announced that one son is now out of service and she is expecting her three other boys to be released from the armed services before the opening of the season.

William G. Cattlett, owner Cattlett Greater Shows, is one of the few ride owners who has his Merry-Go-Round and Ferris Wheel built on trailers for speedy and easy transportation.

SHEETWRITERS

Personalized War Honor Scrolls, 12x16. Fast \$1.00 gross. Builders mopping up Coast to Coast with our sure sales 9 out of 10 plan; fast, legitimate, patriotic. Perfect lug and clincher for sheet combinations. 100 Scrolls, \$25.00; fifty, \$13.00. No C.O.D.'s.

WAL BER'S SPECIALTY SERVICE
132 Monitor St., Dept. B. Jena, City 4, N. J.

CHUCK CARLYLE

Wants to get in touch with BKL "TEXAS RED" HAMILTON on new Weight Guessing Proposition. Wire or write 1324 LAMI, ST. LOUIS, MO.

NEW STREAMLINED!! TRAVELING ELECTRIC IRONS

NO LIMIT—IMMEDIATE DELIVERY

Automatic Thermostatic Coil Elements Complete With Stand.

Complete With Cord \$5.32 F. O. B. Baltimore

No C. O. D.'s. Send check with order.

Minimum shipment one dozen. All shipments made same day order and check arrives.

Samples shipped from New Orleans, \$7.20 each.

CONCESSION ENTERPRISES

APPLIANCE AND RADIO DIVISION

535 Carondelet Street

New Orleans 12, La.



LOCKED When Closed
When Open

\$36.00 DOZEN
SAMPLE \$4.00

FOLDS TO ONLY 2 1/2"

Write for Illustrated Circular.

SYLVAN CO.

Handy TABLE

FOR EVERY PURPOSE

Ideal for Bridge and House Party, Porch and Lawn, Picnic and Child's Play Table, Staked and Night Table, Beach and Garden Party, Handy Sewing Table. Attractive Addition to Living Room. Here is the kind of Handy Table that every woman longs for . . . combining genuine beauty with maximum usefulness. Rigidly constructed . . . beautiful colorful flature under glass top . . . furniture finish.

15" Wide
21" Long
16 1/2" High

154 E. ERIE ST.
CHICAGO 11, ILL.

WOLFE AMUSEMENTS

FOR OPENING EARLY IN MARCH

Can place Wheel Foreman, Chair-o-Plane Foreman and Merry-Go-Round Foreman, also Second Men. If you are capable Ride Man and sober you can come to winterquarters, it is now open. Want capable Side Show People. Will book Five-in-One or Ten-in-One. Have three 20x40 Tops. What have you got to put in them? CONCESSIONS—Can place all legitimate Concessions. Good opening for Penny Arcade, Ball Games. Concession Agents, get in touch with Myrtle and Turtle, Merle Grafton would like to hear from some of his old Concession Agents. Can place Bingo Caller, also Bingo Help. FOR SALE—Smith & Smith Chair-o-Plane. Can be seen here in winterquarters. Will sell reasonable. Ride in first-class condition. All wires and mail:

BEN WOLFE
ROYSTON, GA.

HARRY CRAIG SHOWS

Opening the Last of February, Brownwood, Tex. All People Answer This Ad.

SHOWS—Want Snake, Unborn, Fun House, Wild West, Mechanical City, Fat Show and other worth-while attractions, especially Operator and Manager. Acts of all kinds for large Side Show. Will finance capable Show Operators. CONCESSIONS—Can place Merchandise Concessions of all kinds, Pitch Till You Win, Duck and Siring Game, Operator and Manager for Cook House, Scales, Guess Your Age, Novelties. Agents for Ball Games, Cigarette Pitch, Hoop-La, Penny Pitch, Basket Ball and few Agents for Grind Stores. RIDE HELP—Foremen, Second Men and Helpers for Merry-Go-Round, Twin Wheels, Tilt, new Spitfire, Flying Scooter, Kiddie Ride, Plane, Auto, Ponies, Chairplane. Will book one or two more Rides. Will play our usual route, the best in the West. Would like one more Free Act.

H. W. CRAIG
BOX 158, BROWNWOOD, TEXAS

A LETTER TO THE BILLBOARD READERS: THANKS

For the many inquiries to my recent ad in the Jan. 5th issue of The Billboard. All letters have been answered. This show will open early in February in downtown Hattiesburg with five Rides, four Shows and thirty-six Concessions. Due to an accident our Ferris Wheel was damaged beyond immediate repairs. WANT BOOK, BUY OR LEASE A FERRIS WHEEL IN GOOD CONDITION. NO JUNK. Will book Rides and Shows not conflicting. A few choice Concessions open. Will buy a good used Marquee; answer immediately to P. O. Box 242, Hattiesburg, Miss. Again, thanks, fellows, for your many letters.

PINE STATE SHOWS

JOHNNIE JAY GARBUSO
Owner-Manager

WANT FOR KISSIMMEE, FLA., MID-WINTER FAIR

WEEK JANUARY 21ST

Live Pony Ride and Shows of merit. Can also place Ball Games, Scales, Guess Your Age, jewelry and other legitimate Concessions. Write, wire this week: Winter Garden, Fla.

BARNEY TASSELL UNIT SHOW

VIRGINIA GREATER SHOWS

The Up and Coming Show With the Unbeatable Reputation

Our Motto Has Always Been and Still Is Fair and Square Dealings to One and All Alike

Jack Huffines wants Agents for following Concessions: Combination Popcorn, Candy Apples and Pennuts; Frozen Custard, Ball Games, De Luxe Photos, Penny Pitch, Novelties, Rat Game, Guess Your Age and Weight, Nickel Shooting Pistols, Flashers.

All Address

JACK HUFFINES

Drawer 388, Fairmont, North Carolina
Winter Quarters now open

VIRGINIA GREATER SHOWS

Good opening for Ten-in-One Show with real working acts; Frank Zorda, write. Monkey Show, Unborn Show, Wild Life Show, War Show, Reptile Show (Happy Arnold, write). Will book any other Platform Show of real merit. Want two Female Midgets to strengthen Midget Show.

Want Following Concessions: Penny Arcade, Pitch-Till-Win, Cigarette Gallery, Penny Pitches, String Games, Bumpers, High Striker, Hoopla, Devil's Bowling Alley, Fishpond, American Mitt Camp. Want Man and Wife to handle Cookhouse. All Workingmen report at once to winter quarters, now open. Jimmy Munroe, Norman (Red) Stevens, Raleigh Gibson and all others write or come on.

All Wires and Mail to

WM. C. (BILL) MURRAY

P. O. Box 461, Suffolk, Virginia

Winter Quarters, Tidewater Fairgrounds, Suffolk, Virginia

Have plenty of parking space for your living trailers.

O. C. BUCK SHOWS

LARGEST, MOST MODERNISTIC, MOTORIZED SHOW IN THE EAST

12 RIDES DIESEL POWERED LIGHT TOWERS SHOWS—10

WANT—Monkey Show. Will furnish complete new outfit.

CAN PLACE—Sensational Free Acts.

SIDE SHOW—Can use one more good Freak, also Novelty Acts and good Annex Attraction. Write or wire **WHITEY SUTTON**, Gen. Del., Gibsonton, Fla.

CAN PLACE—Ride Help, Foreman and General Help for 10 major rides; also Canvas Men.

Address: **O. C. Buck Winterquarters**

1115 5th Ave., Troy, N. Y.

JAMES E. STRATES SHOWS

WANT TO BUY FOR CASH

Eli Ferris Wheels, No. 5 preferred; Kiddie Rides, Motordrome.

Will book and finance any new meritorious Attraction.

Can place useful Winter Quarter Help. Don't come on unless notified. Address

JAMES E. STRATES, Mullins, S. C.

WANTED

Two Phonemen for tickets. Join on wire. Best circus dates. Wire

H. E. WIGGINS

Hotel Malbourne Durham, N. C.

MIDWAY OF BIRTH SHOWS WANT

STOCK CONCESSIONS. SHOWS WITH OWN TRANSPORTATION. RIDE HELP. Foreman for Eli Ferris Wheel. MEN FOR WINTERQUARTERS. Ads and Red Albert, wire. Opening in March.

Address: Trenton, Ill. (Phone 167).

Governor Edge Urges Hike In N. J. Truck Tag Fee

TRENTON, N. J., Jan. 12.—Governor Walter E. Edge, in his annual message to the Legislature today, urged the lawmakers to increase the registration fees on trucks and motor-carriers because the "present license charges are out of proportion to the service given and the damage done to our superhighways."

Under the present law commercial vehicles pay a minimum license fee of \$10 and a maximum of \$99, for vehicles up to 30,000 pounds of gross weight.

SLA

(Continued from page 46)

renewal of our club's escrow account.

Harold Dabroe, Sam T. Polack, Fred T. Lauerman, Elwood Lorman, A. J. Sproull, J. P. Hudgins and R. W. Hutchinson are the latest members to take off the khaki and don civilian clothes.

Your correct address is an important part of the League records. Be sure to send in yours.

S of A

(Continued from page 46)

Baker for the clothing donation. A telegram was read from Fred Weldmann, who, with his party, attended the Pacific Coast Showmen's Association Banquet and Ball in Los Angeles.

Christmas cards were received from Past President Mary E. Ragan, Fred A. Ferguson and Harry Reynolds. Milt Williams reported that Thomas Larry O'Farrell is alive and in good health, despite rumors regarding that he had died.

New members and guests introduced included Harry Golub, Bart Balasco, Leonard W. Bell, Charles N. Hagien and Beverly and Billie Stevens, daughters of Barney Stevens. It was voted to pay \$200 to Mount Olivet Cemetery on Show Folks Rest. Mr. and Mrs. Dan Michaels are visiting in the East.

PCSA

(Continued from page 46)

Johnny Lorman, S. L. Cronin, Moxie Miller, Harry Hargrave, Ted LeFors, Jack Hughes, M. E. Arthur and Jack McGee. The drawing was won by Harry Lamack. Ben Beno, assisted by Jack Coleman, served the refreshments.

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.)

Arcade: Benavides, Tex.
Bill's Rides: Butler, Ala.
Blue Bonnet: Needville, Tex.
Blue Ribbon: Lakeland, Fla.
Factotum Shows: Stanteville, Ga.
Great Southern Expo.: Green Cove Springs, Fla.

McFarland United: Weslaco, Tex., 14-26.
Madison Bros.: Carencro, La., 14-23.
Majestic Greater: Sanford, Fla.
Playland: St. Petersburg, Fla.
Shipley's Am.: Youngsville, La.
Tassell, Barney: Winter Garden, Fla.; Kissimmee 31-26.

Victory Shows of America: Harrisonburg, La.; Sicily Island 21-28.
Wonder City: Lexington, Miss.

Circus Routes

Send to 25 Opera Place, Cincinnati 1, O.

Bradley & Bralcy: Des Allemands, La., 14-16; Pardie 17-18; Luling 19-21; Hahnville 22-24; Vachrie 25-26.
Clyde Bros.: Gainesville, Tex., 16-17; Sherman 18-19; Denison 21-22; Greenville 23-24.
Davenport, Orrin: Grand Rapids, Mich., 21-26.
Polack Bros.: (L. M. A. Auditorium) Flint, Mich., 14-17; (City Auditorium) Saginaw 18-22.

FOR SALE

Brass Horses and Platform Rods for 32 ft. Merry-Go-Round, 16 Panels for Jig Show, like new, some banners; complete set Side Show Banners; one 30x60 Top and Wall only, fair condition, \$100.00. Want to book or buy Roll-o-Plane, Dual Loop-o-Plane. Buster Morgan, write.

CRESCENT AMUSEMENT CO.

BOX 373, GASTONIA, N. C.

P.S.: Want Ride Help that can drive semi trailers.

WANTED

GOOD, CLEAN CARNIVAL AND 5 FREE ACTS

For Last Week in August

23rd Annual Homecoming

Sponsored by American Legion Post.

Write or Wire

J. R. SHORT, Secy., Jackson, Mo.

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.

WANT

BINGO CALLER

Must be first-class, sober and reliable. Lonnie Swartzlander, write me.

MRS. JACK ROCKWAY

114 N. Tenth St. GRIFFIN, GA.

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.
MITCHELL 2-9063

WANTED

Advance Agent with car. Must know press and radio. Year-round work; salary and percentage. Can place experienced Stock Men that know and like animals. Man to handle Canvas, new, 36 by 120. Week stands. Experienced Lecturers. Florida till April 1st. Write

FRANK KETROW

ANIMAL ODDITIES EXHIBIT

80 N. E. 85 Street, Apt. 1, Miami, Florida

WANTED

Good ELEPHANT MAN, Trainers, Helpers, Gate and Ground Men for Cats, hay stock all Animals and Birds. Year round work in permanent jungle.

World Jungle Compound

Home of the Motion Picture Animals
Write or Wire 1. S. "TRADER" HORNE or J. W. "BILLY" RICHARDS, 5166 Beverly Blvd., Los Angeles 4, Calif.

SPECIAL CLOSEOUT

60 PONSER POKER TABLES

Used Very Little.

Highest Offer Takes All or Part.

PALISADE SPECIALTIES COMPANY

488 Anderson Avenue, Cliffside Park, N. J.

CLIFFSIDE 6-2892

GILBERT NOONE

Please contact me

JOS. DRAMBOUR

28 Taylor St. Springfield 3, Mass.

TOBACCO MEN OPEN PARLEY

Money Rise Breaks All Past Highs

Note Coin Play Effect

WASHINGTON, Jan. 12.—Money in circulation hit the record-breaking figure of \$28,649,000,000 the day after Christmas. Banking circles are of the opinion that the figure will now decline, or certainly stabilize itself.

Other observers, however, remembering how the bankers were wrong in their opinion of the rise in currency circulation, are equally convinced now that money in circulation will climb even higher before the break comes.

Principal reason for the share rise within recent weeks was the large volume of holiday business. During the four weeks ending December 26, an aggregate of \$480,000,000 was in circulation.

Operators of coin machines, whose business took a slump immediately following V-J Day and the close of war plants, continue their cautious tightening of routes. Vending machine men are still having a hard time getting sufficient supplies of candy, gum and the like for their machines' columns.

Drink Supply Better

The soft drink supply, while not appreciably larger than it was last summer, is nearly adequate in most places—except Southern and Southwestern resort areas. Usual seasonal drop in buying has tended to equalize demand and supply.

On the other hand, amusement operators are hoping that new model machines will bring them out of the slump, once those machines are available in quantity. The novelty of a few new machines is expected to serve as a hypo to play. Best example of this situation to date is the effect which new devices—like the coin-operated version of the Link student trainer—have had on arcade business.

Reports from operators throuth the country indicate that play of juke boxes continues to run along at an even rate. With the prospect of more platters being made available to juke ops, that part of the trade has hopes of increasing play and participating in the spending spree in which the buying and amusement-seeking public is now indulging.

Peak in December

The Treasury Department pointed out that when money reached its peak December 20, it had risen 160 per cent, or \$17,828,000,000 above the figure for money in circulation December 17, 1941. Increased production was the main cause for the record-smashing rise.

Observers say that many individuals, suddenly going into war work and pulling down large paychecks, were distrustful of banks because they were unaccustomed to dealing with such institutions. As a result, they did their "banking" at home, or carried their money with them, and this tended to increase the amount of money in circulation. Then, too, many manufacturing plants were located in areas where banking facilities were inadequate or non-existent. Both of these factors played a part in increasing money in circulation.

Black market activities, too, are likewise responsible for part of the increase. Money from black market operations, and that in the possession of tax evaders, tends to account for a large share of the rise, according to bankers. While they claim this represents a sizable portion of the increase, no one has yet attempted to estimate the actual total so involved.

\$20,000,000 Loan to Mexico

CHICAGO, Jan. 12.—Export-Import Bank, Washington, announces that it has signed a loan agreement giving Mexico a credit of \$20,000,000 in this country to assist in financing purchases of equipment and services.

Editorial

Production Signs

By Walter W. Hurd

AN INTERESTING sidelight on the possibilities for production of new coin machines in normal quantity was seen in Chicago this week where the big electrical appliance trade was having its annual meeting.

Attendance at the appliance convention was record-breaking, but reports on the prospects for new goods during the next six months were disappointing. The general verdict was that normal shipments of appliances would not get under way, at best, before next fall.

It does not require much thought to draw conclusions with respect to the coin machine trade, for manufacturers of machines must buy electrical parts in competition with the much larger electrical appliance industry. In fact, a number of other industries are competing for the purchase of similar parts in order to make finished products for the consumer market. The whole situation seems to present a picture of fierce competition for at least a year in order to get parts.

Recent reports from coin machine manufacturers are not optimistic about getting parts for any early production of new machines in full quantity. Late reports say that it is not easy to get plastics at the present time.

The real squeeze in getting parts for machines is likely to be in the electrical field, however, because so many other industries are also waiting anxiously for practically the same parts. In such a highly competitive situation, the larger industries are likely to come first.

While operators wait for the final promised output of new machines in normal quantity, there are some important ways in which they can capitalize on the situation.

Already, early trade reports in 1946 are beginning to suggest that the prospect of a wave of city taxes on

coin machines may be setting in. In our legal reports during 1945 the warning was given at intervals that a wave of new city taxes might set in before the end of that year. But 1945 came to an end with only a few new ordinances coming up. More recent reports do show that an increase in city tax proposals is already under way.

A good argument against high city taxes is found in the present delay in getting new machines. All machines now on location are getting very old, and income on such machines must tend to decrease. At the same time every operator must set aside considerable sums to buy new machines when they can be had. Also, the new machines are going to cost much more than they did before the war.

The high earnings on machines during the war has given many city and State officials an erroneous impression about the trade. The industry must find a way to present the fact that conditions will be different from now on. Competition will grow by leaps and bounds, and it was the absence of competition during the war that counted for much of the big earnings on machines.

Operators will realize more and more, too, that the public no longer has its big wartime earnings, and the inevitable result of a smaller national income will be a general decrease in the total patronage of coin machines. Operators in some of the big cities have already felt this drop in play and know just what it means. City councils that propose high taxes should be told this fact over and over.

Thus, while waiting for new machines, operators can guard against high taxes and also do a lot of constructive planning for future business.

facturers of coin machines—like all other manufacturing industries—find production going rough because of skilled labor shortages and lack of essential parts.

MONEY—Money in circulation hit an all-time high the day after Christmas according to the Treasury. Many observers now expect the figure to drop. Spending goes on, however, uninterrupted.

APPLIANCE—Persons intending to enter the radio or appliance business in the Chicago area were warned this week that the retail outlets for this type of merchandise have already reached the saturation point.

EXPORTS—Distributors report increased export business following turn of the year. In expectation of new machines, some distributors are reported shipping out used equipment. Others, more cautious, are biding their time till new machines actually appear in quantity lots.

PATENTS—List of patents for coin devices and coin machine parts seems to be on the increase. Latest patent book lists, among others, a new coin chute and patent for an automatic sandwich vending machine.

TRADE—Following reports of increased export, comes information that only Germany and Japan are on the taboo list so far as U. S. traders are concerned. Export shipments are now per- (See NEWS DIGEST on page 74)

Mfrs. Talk New Venders

Four vending companies to be represented at meet — record attendance seen

CHICAGO, Jan. 14.—This morning the National Association of Tobacco Distributors opened its four-day Midwest convention in Chicago's Palmer House. Distributors and operators of cigarette vending machines were on hand for the opening session, while more than 200 manufacturers of various types of tobacco equipment held rooms for showings and description of new machines.

Four cigarette vending machine manufacturers—Rowe, Du Grenier, National and U-Need-A—made advance reservations. As far as could be learned this morning, vender manufacturers do not intend to actually show working exhibits, but will offer descriptive literature instead.

At 9 a.m. NATD members and other interested parties came to the Palmer House's Grand Ballroom to register. Registration was scheduled to take up most of the morning's time. Tobacco men on hand made the most of this opportunity to scan the convention program and greet old friends who came in from all parts of the country.

Address Schedule

Slated for noon today was a luncheon which will be followed by a welcoming address by S. N. Grossman, chairman of the board of NATD and president of the Chicago Association of Tobacco Distributors. Remainder of the day's program will consist of addresses by NATD officials, including an address by Joseph Kolodny, executive secretary of NATD. Kolodny's address is entitled *The NATD and Industry Relations*.

After this series of addresses, the convention adjourned to the Modern Merchandising Fair on the sixth and eighth floors of the hotel. Here they found numerous exhibits—including those of vending machine manufacturers—for inspection.

While various speakers are expected to touch upon the subject of the vending machine as a sales medium, J. Rens Edwards, of Kansas City, Mo., will make an address of great interest to vending machine men. Title of his talk is *The Wholesale Tobacco Distributor as the Principal Factor in the Post-War Operation of Vending Machines*.

Vender Operator

Edwards, who is past-president of the NATD as well as its present treasurer, is also president of the F. S. Edwards Tobacco Company, Kansas City, where he operates a large number of cigarette vending machines.

As the trade is well aware, many of the NATD members, as well as several of its most active officers, are leaders in the cigarette vending operation field.

Advance copies of Edwards' address were not available to the press as the convention opened. Edwards was expected, however, to detail the advisability of tobacco distributors entering the cigarette vending machine field. Tobacco spokesmen indicate that an increasingly large number of tobacco distributors are finding vender operation a natural and profitable occupation.

Early this morning as the convention was getting under way and registrations were being made, S. N. Grossman, chairman of the NATD board, ventured the opinion that more than 700 tobacco men would be in attendance. Those attending the convention are scattered thru many of the Loop hotels.

"This Midwest convention has taken on almost the size of the national convention," Grossman commented, adding that the number in attendance is "beyond all expectations."

Other Conventions

Officials said that essentially the same program scheduled for the Chicago Mid- (See Tobacco Men Parley on page 74)

News Digest

DISKS—Noticeable trend among trade members indicates an increasing number of coinmen are retailing and distributing platters. Coin machine operators, say music supply men, are ideally qualified to handle sales of platters. A sample survey of operators and distributors now handling records appears in this section under Music Machines.

CHANGERS—At least two manufacturers have already announced coin change makers for the new model coin machines. Rumor has it that a third company will soon begin manufacture of a coin changer. Many late model vending machines have built-in changers as part of regular equipment.

NATD—Chicago is host this week to the National Association of Tobacco Distributors, an organization which counts many vending men among its members. Vender firms are on hand to tell tobaccomen about improved cigarette vending machines. Attendance, NATD officials say, breaks all records for a regional convention.

GAMES—A dribble of new model amusement machines is now reaching the market. Two manufacturers announced they are showing or shipping new models this week. Meantime, manu-

Coin Changers Seen Play Hypo

3 Types Set For Industry

Two Chicago firms, one at Kansas City push machines to catch peace business

CHICAGO, Jan. 12.—Coin changers—both those built in as a part of coin-operated machines and as separate units—are expected to become increasingly important to the trade when the industry begins to hit its stride in peacetime business.

Two large manufacturers, Vendo Company, of Kansas City, and Johnson Fare Box Company, Chicago, have coin changers on the production line.

Vendo's changer, first announced in *The Billboard* early last spring, is a compact streamlined unit which stands on a base of its own and is particularly useful in connection with a battery of coin machines. Changer takes quarters and dimes, returning nickels for whatever denomination is inserted.

"Purchase" Changer

Johnson Fare Box's changer, now being used on soft-drink venders, also takes quarters and dimes. Chief difference, outside of mechanical distinctions, is the fact that the Fare Box changer, attached directly to the machine, returns change after a "purchase" has been made.

In other words, the customer inserts a dime or a quarter in the machine, which then gives him back his purchase of soft drinks plus whatever change is coming to him. This does not mean, of course, that nickels cannot be used, since machines equipped with this "purchase" changer take nickels, dimes and quarters.

In addition to the Vendo and Johnson Fare Box changers, the Atlantic Machine Company, Chicago, has had twin coin changers for dimes and quarters on various locations in and around Chicago. Atlantic, headed by P. J. Kliday, designed the changers originally for use with pay telephones, with the machine returning a nickel and a phone slug for a dime.

At last reports Atlantic, which rents the machines to operators or locations, had some 200 machines in all. Changers were manufactured in sections by a number of firms. Just what plans Atlantic may have for the future are unknown.

Prove Boon

Changers will prove a boon to the coin machine location by acting as a stimulus to play. Operators of all types of coin machines have long bemoaned the loss of play because customers may not have the nickel needed.

In addition to Vendo and Johnson Fare

Stage Door Pin Given Showings Thruout Nation

CHICAGO, Jan. 12.—Announcement of D. Gottlieb & Company's first post-war amusement game was made this week by Dave Gottlieb, president, who predicted, "while material shortages prevent us from producing as many games as we would like, every effort is being made to meet immediate needs where possible."

The first game produced in this post-war period by the firm is Stage Door Canteen. It is now being exhibited by key Gottlieb distributors thruout the country.

When materials become available in more quantity, according to Gottlieb, their enlarged factory and war-born production methods will enable them to manufacture games in greater volume.

Box, rumors current in the trade suggest that there may be a third changer on the market within a short time. No confirmation of these rumors or further details are available at present.

Globe Distributing Company, Chicago, co-operating with Johnson Fare Box, have been testing the Harris Changer on all types of coin machines, including vending equipment, pin games, candy venders and so on.

Johnson reports that the changer is already being used with success on new beverage dispensing machines. In one department store installation, it is pointed out, soft-drink sales have been increased in excess of 25 per cent by using the changer.

Two Advantages

Johnson points out the two obvious advantages of this type changer by saying that first, no sales are lost because the customer does not have a nickel, and second, the transaction provides the customer with change in nickels for extra purchases or plays in other coin machines.

Another manufacturer, Mills, is incorporating a change maker as standard equipment on the venders being made by that firm for Coca-Cola. Mills, according to reports, is making its own changer for use in these soft-drink dispensers.

The Mills changer, as used on the Coca-Cola machine, takes either dimes or quarters and returns change in nickels or dimes depending upon the amount and kind of coins in the changer mechanism at the moment. In the event that there is no money in the changer, a light flashes to say that the machine will "Play Nickels Only."

Coin changers are likely to be successful in other fields, beyond the immediate field as auxiliary equipment for coin-operated devices. Stores, restaurants, self-service stores, hotels and the like are all reported interested in the development of the change maker.

New Companies In Philly Set For Trade Biz

PHILADELPHIA, Jan. 12.—Among new firms entering the coin machine industry is the Paramount Amusement Company. Firm is operated by Harry Winterman, a new name among local coinmen. Company will handle general amusement machines in this area.

Philadelphia Automatic Hostess, Inc., has filed papers of incorporation with the Department of State in Pennsylvania. Purposes of organization are buying, selling, operating and leasing coin-operated vending and amusement equipment and related objects. Owner is not listed, but Harry H. Wexelblatt is the attorney representing the company.

Max Brown has just formed the Philadelphia Coin Machine Exchange, which will buy, lease, sell and operate coin and amusement equipment. Another new company, organized for the same purpose, is the Driscoll Music Corporation. Harry D. Gottlieb is attorney for this firm. Owner is unidentified.

Music Boxes, Inc., has registered papers of incorporation with Milton Bennett as attorney. Firm will buy, sell, exchange, lease and operate automatic phonographs and auxiliary equipment in this territory.

Ready Shipping Plans for New Game Machine

CHICAGO, Jan. 12.—Executives of Bally Manufacturing Company here welcomed the new year with final preparations for nationwide distribution of a new multiple pay-table, named "Victory Derby."

George Jenkins, vice-president and general sales manager, said that production of new machines is still limited by the material shortage, but enough bottlenecks have been broken to permit delivery of some.

Jenkins also announced that the firm has been "in production on a small scale since late September." A number of the new machines, says Jenkins, have been on location in representative territories for periods ranging from two weeks to three months.

The prolonged pre-production test was made to perfect the machine and to test its play appeal and earning power. After the tests were concluded, the firm immediately set to work to turn out as many of the models as materials will permit.

According to the manufacturer, this new game features a new cabinet plus "new, improved and simplified mechanism" slated to help eliminate servicemen's problems.

Carlyle Gunn Dead; Partner in D. & G. Novelty of Indiana

INDIANAPOLIS, Jan. 12.—Carlyle Gunn, associate owner of the D. & G. Novelty Company here, died in the Methodist Hospital here January 1. He was 50 years old. He was born in Mayville, Mich., and came here from Detroit. Prior to his association with the novelty firm here, he was engaged in the manufacture of music machines in Wingham, Ontario.

Surviving him are his widow, Kathleen; a daughter, Mrs. Ruth Sarle, Free-land, Mich.; two sons, T. M. 2/c Richard W. Gunn, U.S.N.R., Washington, D. C., and John Francis Gunn, Detroit; two sisters and three grandchildren. The remains were taken to London, Canada, for burial.

N. Y. High Court Games Case Up

NEW YORK, Jan. 12.—Martin Geraghty, owner of a cafe in Flushing, L. I., N. Y., filed suit in the Supreme Court Tuesday (8) against New York's Commissioner of Licenses, Paul Moss, to compel Moss to issue a permit for a Bank Roll game in his establishment. Games have been licensed in New York, games have been licensed in New York, the action of Moss in refusing to license a 70th is "arbitrary and capricious."

Empire Moving To New Quarters

CHICAGO, Jan. 12.—Empire Coin Machine Exchange announces the purchase of a two-story brick structure at 4207 West Armitage Avenue here as the first step toward distributing expansion during the peace years.

Gilbert Kitt and Ralph Sheffield, co-owners, plan to move as soon as United States Employment Service organization, which now occupies the building, finds other quarters. Building has 8,750 square feet of space, much more than that afforded in present quarters, said Kitt.

New headquarters will have other advantages in that the firm will be situated closer to most of the coin machine manufacturers located on the northwest and west sides of the city.

Utah Spending Up, Tax Shows

SALT LAKE CITY, Jan. 12.—Decline of wartime industries, some curtailment of pay rolls, and supposed post-war caution failed to halt spending in Utah—State tax reports for the final half of 1945 showed.

The increase in the last half of 1945 over the same period in 1944 was considerably more impressive than that of the first half of the same years.

Sales taxes were \$3,912,100 for the last six months of 1945, up 7.16 per cent over the \$3,650,876 for 1944. At the same time there was only 2.53 per cent increase of the first six months of 1945 over 1944.

Relief in the cigarette shortage was reflected in the 2-cent per package tax when 11.68 per cent decrease was noted in the first half of 1945 over 1944 and the last half of 1945 over 1944 showed an increase of 27.2 per cent with a total tax of \$373,381 for the total tax for the six months.

The gasoline tax followed the usual pattern of all States, and showed 27.2 per cent increase in the last half of 1945 over 1944. This was a reflection of 250 to 300 per cent increases in tourist trade. The return of adequate supplies of beer in Utah were reflected by 37 per cent increase in excise taxes on beer in the last half of 1945 over 1944 altho supplies were very short during late summer of 1945 at all resorts and pools. Liquor tax returns were 10.13 per cent more during the last half of 1945 than in 1944.

Biggest increase of business can be seen in cigarettes. There were 1,223,050 more packages (of 20) sold during the last half of 1945 than in 1944, and the entire 1945 quota exceeded 1944 by 2,291,950 packages.

Illinois Sales Levy Climbs Near Record

CHICAGO, Jan. 12.—Record holiday buying pushed receipts from the Illinois sales tax to \$95,508,000 in 1945, second highest total since enactment of tax 12 years ago. It was exceeded only by 1941 collections.

Revenue from the cigarette tax rose to \$12,201,000, and collections of the motor fuel tax rose 10 per cent above 1944 to a total of \$31,793,000 for the 12 months.

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COINMEN YOU KNOW

New York:

ARTHUR KURNER will head the new parts department for the West Side Distributing Company. Department will carry a complete line of parts and supplies for all types of equipment. Firm has added two new members to the staff, RED RIGGEN, an expert cabinet man, and CHARLIE GUARISCO, well-known mechanic.

Chicago:

B. D. LAZAR, head of his own company in Pittsburgh, is one coinman who can attest to how tough it is to get a hotel room in the Windy City. Lazar hit Chicago Monday (7), immediately walked into the Sherman Hotel, contacted his regular man to get quarters and was told that there wasn't a vacancy in the place and they couldn't possibly fix him up. But for the samaritanism of DAVE GOTTLIEB, prexy of D. Gottlieb & Company, who bedded Lazar down in the Gottlieb residence, Lazar would have found out that Grant Park benches are awfully cold in January. . . . Never in the past five years have hotel rooms in Chicago been so tight. Last week over 25,000 furniture showmen grabbed all available hotel space, and many visiting coinmen went begging for a room. . . . Without exception, coin machine manufacturers and distributors put forth their best efforts to get visiting firemen quarters while in town, but sometimes even the best wasn't good enough. The story is going the rounds that one manufacturer "greased" the way with a saw-buck for a room, and believe it or not the saw was returned—NO ROOM!

SOL GOTTLIEB, traveling rep of D. Gottlieb & Company, recently attended the AOLAC gathering in Los Angeles and was presented with a beautiful scroll inscribed with the signature of each attending operator. Sol treasures the scroll and has expressed deep appreciation for the regard shown him by AOLAC.

MISS CORUSH, that busy girlfriday at Empire Coin who keeps her bosses, GIL KITT and RALPH SHEFFIELD, on their toes, is getting the reputation in the trade as the "girl with the most beautiful voice in the coin machine industry." Last week Empire enjoyed visits from LOU BOASBERG and RAY BOSWORTH, co-owners of New Orleans Novelty. It was a strange sight indeed, according to Miss Corush, as this was the first time they had seen Bosworth in civvies since the beginning of the war. He was discharged last week. During the war coinmen about town were accustomed to seeing Ray in his commander's

uniform, he being a member of the naval air force and often called on the trade here to pick up equipment for his New Orleans firm while stationed at Great Lakes. While Boasberg and Bosworth were in service the business was run by Bosworth's brother who did a fine job.

EDDIE and MORRIE GINSBURG, of Atlas Novelty, have their itinerancy mapped for the Seeburg phonograph showings scheduled for their sales reps and operator customers from Sunday last in Pittsburgh to January 31, when they wind up in Omaha. Eddie says: "We're putting Morrie back to work and there'll be no rest from now on."

ED PETERS and his brother were in town lining up equipment both old and new for their operations in Peoria and were seen in many of the north and northwest side distributor headquarters.

J. RENZ EDWARDS, prez Cigarette Service Company, Kansas City, will arrive in Chicago January 15 or before to speak at the convention of the National Association of Tobacco Distributors. Edwards is also widely known in the trade as a director of NAMA.

MAC CHURVIS, head of the Churvis Advertising Company here, is one proud grandpappy these days. His daughter, RIMS HOPE BUNN, with her six-month-old son, DAVID, arrived by train from California to stay with Mac until David's daddy returns from China. The senior Bunn is a master sergeant in the U. S. Marine Air Corps and just recently was re-assigned to the China area where it is expected he will spend the next year and a half. David is Mac's only grandchild so that explains the spring in Mac's step these days.

Philadelphia:

NATHAN LYN BROWN, amusement machine operator at suburban Merlon, Pa., is the latest coinman to join the Golden Slipper Square Club, fraternal and charitable organization in Philadelphia. Maurice Orodener, Philadelphia correspondent for *The Billboard*, is chairman of the publicity committee of the club, which includes more than a dozen leaders of the local coin industry.

It is rumored that HARRY LASKY, Temple radio distributor, will also distribute Vogue Records. . . . JIM McDONELL, manager of Decca's local branch, will return to New York. JOHN LITTLE is taking his place. MORT GELLARD, who was in charge of record sales, has been promoted to radio sales, and LARRY URBIN, record salesman, has taken Mort's place.

DAVID KLEIN, of Premier Music Company, juke box firm, has opened two new stores at 640-642 South Street. One is for records, the other for appliances. . . . DAVE WEISS is handling the De Luxe record distribution for DAVID ROSEN, local distributor of juke boxes, who also has the franchise for the record label in this area.

BYRCE GREY, widely known in Indiana, has been named sales representative of Indiana for the Southern Automatic Music Company. ALBERT BLAND, formerly of the service department of the company, received his discharge from the marines, and is now back on the job. He also will conduct a school for music machine operators and their servicemen.

FRANK BANISTER, of Banister & Banister, was a business visitor in Terre Haute, Ind. . . . FRED BOOTH, Anderson, Ind., operator, and LLOYD L. ANDEKSON, Automatic Distributor Company, Terre Haute, spent several days in Indianapolis on business.

MICHAEL WEINBERGER, head of S and W Coin Machine Exchange, is back from a business trip to New York. His son, HARRY, who heads his own Reliance Merchandise Company, is on a buying trip to New York and Providence, R. I. . . . GEBHARD (PAT) PATTON, of Pat's Music Company, is leaving for the West for his health after showing considerable improvement in the past few weeks.

MARGARET ZIESSE, wife of CARL ZIESSE, has joined the staff of Edelman Amusematics Company, handling office detail. Carl Ziesse and ISIDOR EDELMAN, head of the company, are leaving in about six weeks on a brief trip to California to inspect the coin machine situation there. EDWARD GALANTE, just out of the army and formerly of New

York, has joined the Edelman organization in charge of distribution. JACK GOLDNER, also recently out of the army and just back from a trip to New York, has joined Edelman as general manager of the company.

THEODORE F. GILLIES reports business in the juke and record field excellent since Christmas, in speaking for EDDIE CLEMONS'S Music Service Company which he manages. . . . MORRIS GOLDMAN, of Motor City Music Company, is rapidly expanding the company's coin machine route. Firm has just bought some equipment from General Music Company and the Detroit route operated by Wolverine Enterprises, Pontiac, Mich. MARTY FREELAND and HARVEY GILBERT, formerly servicemen with the Motor City Company, have rejoined the organization following their discharge from the AAF and the coast guard respectively.

HYME GOLDMAN, just discharged from the army air force, is rejoining his brothers in operation of Motor City Music Company, one of the oldest juke box companies in the territory, which was founded by their father. . . . LOU BERMAN is managing the Ross Music Company, established by his brother, Phil, of Modern Music Company.

Des Moines:

PHILIP EPSTIEN, recently out of the service, is now in charge of the Record Shop, operated by Superior Sales Company. Shop handles new and old records.

IRVING R. SANDLER, Alreco distributor, discloses that he will establish a branch at Omaha and will handle the entire State of Nebraska, as well as Iowa and Northern Missouri. GLEN SELBY, recently discharged from the navy, has joined Sandler's company and will assist in the service department.

JERRY BROWN, of Iowa Amusement Distributors, announced that Jack Parisho, formerly of Kansas City, Mo., had joined the firm's sales department.

IRVING GOLDBERG, newly appointed head of Mayflower Novelty Company, Des Moines, and HERMAN PASTER, head of the organization, held an open house for Iowa operators to introduce Goldberg to the trade.

Los Angeles:

The merry stream of out-of-towners shopping around in L. A. continued during the week. Spotted at the Paul Laymon Company were JERRY POST and JACK NEAL, of Riverside, picking up equipment for G. F. Cooper Company. . . . H. A. PRESHIER was up from San Diego for the Rose Bowl game. . . .

RAY SMITH, of Barstow, and the THOMPSON brothers, of Long Beach, oggled equipment. . . . PAUL SULLIVAN in from Oceanside. . . . LLOYD BARRETT, of Pomona, likewise did some shopping around. . . . LUCILLE LAYMON reports that the Undersea Raider on which they are making delivery is doing excellent business. She revealed that JERRY G. F. COOPER is a brand new grandfather. . . . Former Flying Fortress tall gunner NELSON BAKER, a former Laymon employee, came in on his way home.

JOHN PATRICK was down from Santa Maria to help cheer in 1946. . . . BILL HAPPEL, of Badger Sales Company, reveals that the Chicago Coin Machine Company's Gaelle is doing good business on location. . . . RAY POWERS, now with E. F. Mapes, says he is waiting for ED MAPES to get back from San Francisco to announce his new line and to get going. They are redecorating and report visits by A. L. MILLER, of Blythe; A. M. KNOWLES, of Bakersfield, and A. TORRES, of Westmoreland.

BILL LEUENHAGEN says he is going to cover San Miguel near Camp Roberts. Says he has seen lots of operators in service around the town where he has installed 50 machines with EARL SIMMONS as manager, and JOE SIENISKI, of New York, as operator. On returning from a three-day trip there later in the week he will report on some of the G.I. former operators at the camp. At LEUENHAGEN'S the past week have been, among others, D. A. CURTIS, of the Riverside Penny Arcade, and HARRY PERRINE, operator from Oceanside.

NELS NELSON declares he is very happy in his new spaces. NELSON, former manager of Mape Music, recently employed HENRY (RED) SURHOFF and VICTOR (TONY) WALLACE. Caught at Nels place were RAY GARRISON, of Phoenix; STANLEY TRACY, of Kingman; E. F. KINGSBURY, of Santa Ana; ART NARATH, of Anaheim; BILL WRIGHT, of Alhambra; HAROLD MURPHY, of Palm Springs, and I. R. GAYER, of San Bernardino.

Vancouver:

A. GALLOWAY, of Galloway & Wakeley, is on a buying jaunt to Portland, Ore., and points south. New pinball machines are his principal quest. While the great drought was in effect, and new machines were impossible to obtain, this firm inaugurated a rebuild department, and rebuilt many machines putting in new backgrounds, rewiring and with new plastic bumpers. In this way new machines would appear on the floors of their different Playlands with a subsequent increase in play.



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Fitchburg • Massachusetts

Coin Devices Featured on Patent Rolls

Four Machines on List

WASHINGTON, Jan. 12.—Four coin machines and another device adaptable to coin operation were on U. S. patent lists this week.

Newest was a coin chute patented by Waiter A. Tratsch, Chicago. The patent—No. 2,392,344—was assigned to Clarence E. Threedy, Chicago, as trustee. Application was filed February 19, 1945, and claim was made to four new features.

Also patented this week was an electronic sandwich cooking and vending machine, assigned to Automatic Canteen Company of America, Chicago, a Delaware corporation. The patent—No. 2,392,511—was taken out by Ernest H. Thompson, Winnetka, Ill., and Robert W. Lockhart and Ernest L. Wolf, both of Chicago. Filed January 20, 1943, the application made claim to 28 new features.

Offer License

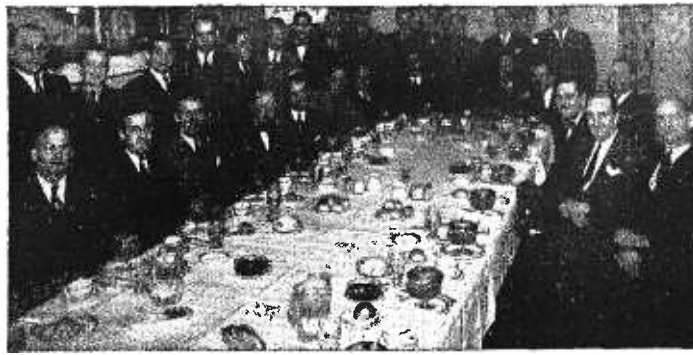
Ira E. McGehee, Highlands, Tex., offered two patents on new style parking meters for license in *The Official Gazette* of the U. S. Patent Office.

Listing described them as "coin-operated parking meters of similar appearance and construction." It added: "By the insertion of a coin, a substance is caused to fall by the force of gravity thru a small opening, as in an hour glass, to mark the time elapsed during parking. Pat. No. 2,190,645 uses a granular substance (i.e., sand); Pat. No. 2,190,646 used a fluid."

Machine using sand is Register No. 888 and the other No. 889.

The two devices, possibly adaptable to use by the coin trade, include a movie projector similar to present coin machines, and a refrigeration apparatus.

Patent on the movie machine—No. 2,376—actually is a reissue to John H. McMahon, El Cerrito, Calif., and Arthur W. Miller, Albany, Calif. It originally was Patent No. 2,180,638, dated November 1944. (See *Coin Devices* on page 74)



ENJOYING THEMSELVES at a company party are executives and personnel of Alfred Sales, Inc., Buffalo distributor. Party was held at the Seneca Hotel, Rochester, N. Y.

Patent Deal May Increase Use of Aluminum in Mchs.

WASHINGTON, Jan. 12.—Announcement of the Aluminum Company of America's release of its patents to the U. S. government immediately inspired the hope that it would result in a substantial lowering of aluminum prices, making the metal more widely used in coin machine manufacture.

Trade sources predicted that the industry would find many new uses for the material, especially in pinballs and other amusement games, and some manufacturers were reported already experimenting with all-aluminum cabinets. At least one bell maker already is using an aluminum front.

Price Big Factor

Price of the metal, however, was long kept high by steep tariffs against foreign aluminum and Alcoa's monopoly on the U. S. market. During the war the government's great demand for the metal in plane and radio construction resulted in formation of the Reynolds Metal Company. Secondary aluminum ingots are currently quoted at 12.5 cents per pound at the smelter compared with 15.8 cents for copper wire and 10.25 cents for No. 1 yellow brass ingots. At one time the tariff alone on aluminum was 21 cents per pound.

Freeing of the patents would appear to break Alcoa's long grip on the metal, which has so many qualities to recommend its ever-widening industrial use—great tensile strength, lightness, ease of molding. It is hard as zinc, non-tarnishing, resonant to sound and a good electrical conductor.

W. Stuart Symington, surplus property administrator, who made the announcement of the patent release, said it would "clear the way for competition in the aluminum industry." And competition is generally expected to result in a price reduction.

Alcoa's agreement with the government provides that the Reconstruction Finance Corporation will have royalty-free use of the patents on processes of extracting alumina from bauxite clay. It also gives RFC the right to sublicense the patents to any company leasing a government-owned plant.

Plants to Reynolds

Alumina is a chemical combination of oxygen and the element aluminum which is extracted from the water and other minerals in bauxite loam or clay by running an electric current thru it. Bauxite is said to be one of the most common and most widely scattered substances on earth, but deposits rich enough to work profitably are comparatively rare. Alcoa has long insisted that the high cost of the electrolytic process also has kept prices of the finished metal up. Pure aluminum is obtained by running the alumina thru a smelter.

Symington said the new arrangement would make it possible for Reynolds Metals to take over two Arkansas plants at Hurricane Creek and Jones Mill. The Hurricane Creek plant reportedly has an annual capacity of 1,550,000,000 pounds of alumina. He said that leases of the plants would be signed soon by Reynolds and RFC.

Present at Symington's press conference and apparently giving approval to the announcement were I. W. Wilson, vice-president of Alcoa, and L. E. Hickman, general counsel for the company. Three government smelting plants in

the Pacific Northwest also are on the surplus list. Two—at Spokane, Wash., and Troutdale, Ore.—formerly were operated by Alcoa, and the third—at Tacoma, Wash.—was run by Olin Industries. Wilson indicated that his company probably will seek to buy one or more of these plants if the Department of Justice should now drop its monopoly suit against Alcoa.

Acquisition of the two Arkansas plants will bring Reynolds' capacity for smelting aluminum to half of that of Alcoa, Wilson estimated.

"Reynolds will have a capacity equal to the entire pre-war sales of aluminum in this country," he added. "The industry as a whole will have three times the capacity which the pre-war market could absorb. The future of the industry depends on expanding the markets for aluminum."

More for Venders

Cheaper aluminum certainly would open up a considerable market for the metal in the coin machine industry. Its non-tarnishing quality is one that should recommend it widely for use, not only in structural parts of games, coin phonographs, venders and other machines, but for decoration as well.

Some manufacturers have reported difficulty in milling and polishing the lower grades of aluminum currently available on the market, but their engineers said this problem undoubtedly would vanish with the return of better grades.

Lightness of the metal, combined with its tensile strength, should make it desirable for use in many venders and service machines, particularly those of the wall type. Its great advantage for decoration is that it does not rust nor corrode. For electrical wiring it rates right next to pure copper as an excellent conductor, altho in the alloys generally on the market in cooking utensils and airplane fuselages it is tempered and unbendable.

Southern Automatic Music, of Lexington, Plan New Expansion

LEXINGTON, Ky., Jan. 12.—In step with other leading coin machine firms in the Middle West that are expanding facilities in keeping with the prediction that the industry is to enjoy the greatest prosperity in its history, the Southern Automatic Music Company has recently purchased a new building into which they will move as soon as remodeling is completed.

New property is located at 242 North Jefferson Street here, and will have space for offices, showrooms and service facilities. It is expected that necessary remodeling and renovation will be completed by the end of the month.

Homer R. Sharp, well-known columnist, will head the new Lexington office. Sharp has had five years' association with the firm and is experienced in the coin machine field. He holds an enviable reputation among distribution traders.

In line with company policy, the service and parts department of the firm will be expanded, and under the management and supervision of factory trained servicemen.

Foreign Trade Open Except to Japan, Germany

WASHINGTON, Jan. 12.—The office of international trade of the Department of Commerce has released a new bulletin (No. 304) in an attempt to tell traders and businessmen more details concerning the prospects for foreign trade.

The bulletin gives the conditions for acceptance of applications for export to all countries with the exception of Germany and Japan. Previously, the Commerce Department had relaxed controls over exports to a large number of foreign nations, but one group—listed under Groups E and K—was still kept under controls.

Countries in Group K were Albania, Belgium, British Malaya, Burma, Czechoslovakia, French Indo-China, Hong Kong and Kowloon (British), Kwangchowan (French), Luxembourg, Macao (Portugal), Monaco, The Netherlands, Netherlands East Indies, Poland, San Marino, Siam (Thailand) and the Vatican State.

Australia Controlled

Listed under Group E were Australia, Korea, Marcus Islands, Marianas Islands and Marshall Islands.

Limited private trade will now be allowed to these countries, according to the current export bulletin. The countries listed above accounted for approximately 9 per cent of U. S. exports and 18 per cent of imports during 1938, according to a statement made by Arthur Paul, assistant to the secretary in charge of foreign trade.

Paul said: "It is now possible for American exporters to resume private trade to all areas of the world, except Japan and Germany. While there will necessarily be limited quantities of a few materials still in short supply, it is now nonetheless possible for exporters, insofar as the United States Government is concerned, to undertake to expand their exports."

"Other factors that will continue to limit the flow of exports, however, at least for the time being, are the shortage of dollars in foreign countries; the necessity of obtaining whatever clearance is required by the appropriate military authorities in liberated places; lack of adequate transportation facilities, and import restrictions which may be imposed by the government of the respective countries or by the military authorities."

Mexico Swings To Roller Rinks

MEXICO CITY, Jan. 12.—Roller skating is picking up in Mexico, both in the large cities and the small towns, and coin machine operators are beginning to reap the benefits of the growing number of rinks.

Great impetus was given the skating rink business recently when the government granted Nosedades Nacionales S. A. a license to begin manufacture of skates. Prior to this time, practically all metallic roller skates were imported from the United States.

Some juke boxes are beginning to appear around rink locations, tho the use of coin machines in and around these places of amusement has not gathered the wide popularity it enjoys in the United States and more recently in Canada.

Operators, however, look to the rinks as one direction in which their routes may be expanded.

Business Loans For Vets Lag

CHICAGO, Jan. 12.—Veterans' Administration has committed itself to \$63,500,000 in G. I. loans up to December 15, 1945, according to a report from Washington headquarters. Breakdown of the figure shows \$3,196,000 was spent to set up new businesses, \$970,000 to finance farms and \$59,361,000 went to buy homes.

Of the 100,000 ex-servicemen who tried for loans under the G. I. Bill of Rights, only 46,442 actually completed their applications. Of this figure 39,022 were successful in getting money—the other 5,512 were rejected or withdrew.

WANT TO BUY
Complete Arcade Equipment for
Park. About 100 to 150 Machines.
Write to
**BEACH AMUSEMENT
PARK, INC.**
P. O. Box 329
Galveston, Texas

SALESMAN
MODERN
LINE OF SALES BOARDS
One of the East's "old-line" producers with
a complete line for all users has desirable
Michigan and Indiana territory open. At-
tractive earning possibilities for well-con-
nected exclusive or slide-line representative.
Write fully, in complete confidence.
BOX 1000
50 E. FORDHAM ROAD
BRONX, N. Y.

SPECIAL
6L6 TUBES - 65c Each
LIST PRICE—\$1.95 EA.
BRAND NEW, INDIVIDUALLY BOXED,
ALL FIRST, FACTORY SEALED.
Immediate Delivery.
1/3 Dep., Bal. C.O.D., F.O.B. N. Y.
ARCADE BULB COMPANY
56 W. 25th St. NEW YORK 10, N. Y.

WANTED
Thoroughly experienced Mechanic to repair Pin
Games and Phonographs and install Seeburg and
Wurlitzer equipment. Reference required. Ex-
cellent salary. Steady position. Write to
Automatic Amusement Co.
883 East Main St. Bridgeport, Conn.

Atlas Planning To Take Bigger Detroit Office

DETROIT, Jan. 12.—Expansion plans of major Detroit distributing organizations are rapidly taking shape, with many established companies planning to take additional space or move into new buildings within the next few months. Many of the companies are making plans quietly and disclosed them only in confidence to *The Billboard*, so details cannot be published at this time. However, it is apparent that distributors are counting on an excellent peacetime market for machines of all types in this area.

Latest to disclose partial details of expansion plans is the Atlas Automatic Music Company, headed by Barney Greenberg and an affiliate of Atlas Novelty Company, Chicago. This company specializes in the distribution of juke boxes.

Atlas is planning to erect a new building in the vicinity of its present Cass Avenue location. It will house salesrooms, offices and service department.

Company is starting its sales campaign on January 20-21 with the showing of new models of all types in the Aviation Room of the Detroit-Leland Hotel. All coinmen in the territory are being invited.

Ben Newmark, of the Atlas organization, is going on the road to cover the entire operating trade in the State of Michigan.

Add to Staff

Organization is being further strengthened by addition to the staff of Curt Haines, formerly well known in the territory as local manager for Decca Distributing Company. Haines, who has a large acquaintance in the juke box field, will handle city sales.

In accordance with this policy, Atlas has announced that it will dispose of the entire operating organization run as an affiliate during the war under the name of General Music Company.

General Music Company is, accordingly, being liquidated, and the route is being disposed of to Onyx Music Company, Phonograph Service Company, Jeff's Music Company, Motor City Music Company and Lincoln Park Music Company, with each taking a section of the large route formerly operated under the General title.

Calif. Reports Business Gain

SACRAMENTO, Calif., Jan. 12.—Indication of how good business has been since July 1 in California, especially for retailers, was given in the latest report on the State's general fund.

Figures revealed that collections of the State sales tax amounted to \$76,181,934 in the first five months of the 1945-'46 fiscal year up to November 30. This was an increase of more than 40 per cent over the \$53,925,437 sales taxes paid by buyers of consumer goods in the same period of the preceding year.

Tax revenue brought general fund collections to \$133,678,000 for the five months compared to \$108,862,000 in the July-November period of 1944.

Tax Calendar

Alabama
February 10: Tobacco stamp and use tax report and payment due. Tobacco wholesalers' and jobbers' reports due.

February 20: Sales tax reports and payments due.

Arizona
February 15: Gross income reports and payments due.

Arkansas
February 10: Cigarette reports due.
February 20: Gross receipts tax report and payment due.

California
February 15: Income tax information returns due.

Colorado
February 15: Income tax information returns due. Sales tax reports and payment due. Use tax reports and payments due.

Connecticut
February 15: Annual corporation reports due. Cigarette tax report due.

Florida
February 10: Agents' and wholesalers' cigarette tax reports due.

Georgia
February 10: Cigar and cigarette reports due.

Idaho
February 15: Cigarette tax return due. Sales tax report and payment due.

Iowa
February 10: Cigarette vendors' reports due.

Kansas
February 5: Cigarette distributors' reports due.

Kentucky
February 10: Amusement and entertainment report and tax due. Cigarette tax reports due.

Louisiana
February 15: Income tax information returns due.

February 20: New Orleans city sales and use tax report and payment due. Sales and use tax report and payment due.

Massachusetts
February 20: Cigarette distributors' tax report and payment due.

Michigan
February 15: Use tax reports and payments due. Sales tax reports and payments due.

Mississippi
February 15: Sales tax reports and payment due. Use tax reports and payment due.

Missouri
February 15: Retail sales tax reports and payment due.

New Mexico
February 15: Occupational gross income tax reports and payments due.

February 25: Use or compensating report and payment due.

New York
February 20: New York City retail sales and compensating use tax returns and payment due.

North Dakota
February 1: Cigarette distributors' reports due.

Ohio
February 10: Cigarette wholesalers' report due.
February 15: Use tax report on cigarettes due.

Oklahoma
February 10: Cigarette tax reports due. Coin-operated music boxes reports and tax due.

February 15: Sales tax reports and payment due. Tobacco products reports due.
February 20: Use tax reports and payment due.

South Carolina
February 10: Soft drinks tax report and payment due.

Texas
February 1: Cigarette distributors' and solicitors' reports due.

Washington
February 15: Cigarette reports due.

West Virginia
February 15: Sales tax reports and payments due.

Coin Play Feels Pinch as Strike Drags at Flint

CHICAGO, Jan. 12.—Like other businesses in Flint, Mich., the coin machine trade is reported beginning to feel the effects of the 50-day-old strike of General Motors workers, according to reports reaching here.

Even thru the holidays, there were a few signs that the long drawn-out labor dispute was having much effect upon workers' spending, but since New Year's the drought of paychecks apparently is making itself felt sharply. Nearly 50,000 workers are idle in Flint alone.

One of the largest Flint banks, which does a large business with factory workers, reported that \$268,000 worth of War Bonds were cashed in the week ending January 5, while only \$37,000 worth were purchased.

The bank also reported heavy withdrawals from workers' saving accounts, and officials quoted many depositors as explaining that the withdrawals were necessary to meet current bills for food, lights and other necessities. Small loan firms were reported thriving, with some reporting business up 50 per cent from last year.

Restaurants in Flint, as in Detroit, report a sharp decrease in patronage and even food store operators say their business is off.

E. J. Penny, secretary of the Flint Chamber of Commerce, said home deliveries of milk also have declined and the Flint Trolley Company reported a 9 per cent decrease in the number of passengers carried.

Despite all these "depression" factors, business generally in the motor-making community is not nearly as bad as expected. Many thought the local economy would virtually go to pieces when the GM workers went out November 21.

All branches of the entertainment business are suffering no more than the

Radio, Appliance Outlet Saturated, Warnings Issued

CHICAGO, Jan. 12.—Opportunity for establishing retail radio and electric appliance stores in the Chicago area "have been painted too bright" is the warning issued by the Electric Association here this week.

The association published its bulletin warning those who intend to go into the radio and appliance retail business here that the trade in this area is already at a saturation point.

Booklet said that the appliances and radios will be limited for some time to come, and the result is that manufacturers will naturally give older retailers preference when the new products are released.

"Manufacturers and distributors will be loath to grant product franchises to new applicants in trade areas which already have established dealers except in unusual cases," the booklet says.

Some new manufacturers entering the appliance field will be in need of distributors, and these may have something to offer newcomers. But even the newer manufacturers, according to the association, will prefer to have seasoned retailers handling their products.

Get into the business first as a kind of apprentice to an established retailer, is the best advice which the association has to offer would-be newcomers. The booklet also points out the importance of an initial capital investment large enough to cover the period of time it takes to put a retail establishment on a paying basis.

usual "seasonal slump," according to Penny. Taverns have taken the hardest jolt, but patronage of theaters and other cheaper places of amusement, such as arcades, is holding up "surprisingly well," it was said.

FOR SALE—READY FOR LOCATION

UNITED'S CONVERSIONS—NEW—\$249.50.

Action \$99.50	Gobs \$85.50	Paradise \$ 99.50
Air Force 99.50	Gold Star 35.00	Rapid Fire 185.00
All American 39.50	Hi-Hat 45.00	Rosy 25.00
Band Wagon 30.00	Horoscope 39.50	School Days 34.50
Big Chief 39.50	Jungle 59.50	Show Boat 52.50
Bolo 35.00	Keep 'Em Flying 189.50	Sluger 55.50
Cadillac 30.00	Majors, '44 49.50	Ten Spot 40.00
Champ 35.00	Major 35.00	Turf Champ 52.50
Chico 30.00	Metro 39.50	Victory 79.50
Dude Ranch 39.50	Myrtle 195.00	Wild Fire 35.00
Eagle Squadron 85.00	1 New Yankee Doodle 200.00	
Fox Hunt 29.50	Oklahoma 195.00	

SPECIAL—Ticket Deals—1836 Blue—Stapled In Fives—ONLY \$2.25. Others at Right Price.

Terms: 1/3 Deposit With Order, Balance C. O. D.

WILL PAY \$50.00 for EXHIBIT'S Stars, Do-Do-Mi, West Wind, Double Play, Sun Beam, Zombie or Hi Dive.

BANISTER & BANISTER DISTRIBUTING CO.

442-4 MASS. AVE. RILEY 4817 INDIANAPOLIS 4, IND.

5 Model 125 5-10-25¢ Wurlitzer Wall Boxes with Metal Covers. Ea. \$24.00	3 Model 1526 5-10-25¢ Rock-Ola Bar Boxes. Ea. \$27.50
1 Model 145 Stepper. Will only sell Stepper with above Boxes 40.00	5 New Metal Cabinets for Wurl. 24. Ea. 25.00
10 32-Selection Buckley Chrome Lito-Up Wall Boxes, like new. Ea. 8.50	1 Tri-Way Chandelier Baffle, Lito-Up Model 11.00
10 24-Record Buckley Chrome Wall Boxes, like new. Ea. 16.50	1 Wurlitzer or Rock-Ola Counter Model Stand 12.50
3 20-Rec. Buckley Gold Wall Boxes. Ea. 12.50	3 Mills Panoram Stands. Ea. 12.50
5 Model 1502 Rock-Ola Bar Boxes. Ea. 3.50	New Standard Rock-Ola Metal Pick Ups for 41 and 42 Models. Ea. 3.25
2 Model 1525 5-10-25¢ Rock-Ola Wall Boxes. Ea. 27.50	New Black Pick Ups for 39 and Previous Models. Ea. 3.00

All Sizes of Futals and Futrolons @ 1 1/2¢ Ea.; \$11.00 Per Hundred.

All the above equipment is subject to prior sale. One-third deposit required with order, balance C.O.D.

WERTZ SUPPLY COMPANY

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ANNOUNCEMENT

OPERATORS AND OPERATORS' SERVICE MEN IN THE STATES OF MISSOURI, KANSAS AND SOUTHERN ILLINOIS

YOU ARE INVITED TO OUR PREVIEW OF

SEEBURG'S NEW MUSIC SYSTEMS

ON JAN. 21-22, CLARIDGE HOTEL, 187H & LOCUST STS., ST. LOUIS, MO. ON JAN. 27-28, CONTINENTAL HOTEL, 11TH & BALTIMORE, KANSAS CITY, MO.

IT'S NEW — IT'S THE GREATEST MUSIC SYSTEM OF ALL TIMES! Manufactured by a company with over 40 years of music leadership.

W. B. NOVELTY CO., INC.

1903 WASHINGTON BLVD. ST. LOUIS, MO. 1518 MCGEE ST. KANSAS CITY, MO.

FOR SALE
ARCADE EQUIPMENT READY FOR LOCATION. SPECIAL PRICE FOR ENTIRE LOT—OR:

2 Microscope Photomatic, Latest Model, Inside Lighting	Each \$850.00
Photomatron Machine (Semi-Automatic)	600.00
2 Panorams (Solo-Vue)	310.00
1 Drive-Mobile	250.00
2 Thunderbolts	325.00
2 Microscope	100.00
1 Cupid Wheel	100.00
1 Ace Bomber	175.00
1 Super Torpedo	300.00
1 Microscope Recorder	800.00
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)	80.00
2 Coin Counters (Standard Johnson, Electrically Operated)	200.00

Send 1/3 Dep., Bal. C.O.D., F.O.B., N. Y.
PEARLESS VENDING MACHINE CO.
220 West 42d St., New York 18 Wisconsin 7-8178

Tobacco Men Open Parley As Mfrs. Talk New Venders

(Continued from page 69)

West meetings will be repeated with some revision at the Southern convention in the St. Charles Hotel, New Orleans, February 14-16; the Eastern convention at the Pennsylvania Hotel, New York, March 18-21, and the Western convention at the St. Francis Hotel, San Francisco, April 18-20.

Complete program of the Midwest convention is reprinted below:

Monday, January 14

9 a.m.—Registration—Grand Ballroom floor.

12:30 p.m.—Industry-Wide Luncheon—Red Lacquer Room.

2 p.m.—Welcome by S. J. Grossman, chairman of the board of NATD and president of the Chicago Association of Tobacco Distributors.

Address by Richard C. Pinney, president NATD.

Address by Joseph Kolodny, executive secretary NATD, *The NATD and Industry Relations*.

Fair Trade Program of the NATD by Allan C. Davis, F. A. Davis & Sons, Baltimore (former chairman and president NATD, chairman NATD Fair Trade Committee).

5 p.m.—Adjournment to Modern Merchandising Fair (sixth and eighth floors, Palmer House).

6 p.m.—Reorganization meeting of Young Executives' Division in Red Lacquer Room. (All young executives and second-line men—representing distributors and manufacturers—are invited to attend.)

Tuesday, January 15

10 a.m.—*The Tobacco Distributor and Government Relations* by Jerome Kaufman, assistant executive secretary NATD.

Survey of the Operating Functions of the Wholesale Tobacco Trade by the Bureau of Foreign and Domestic Commerce of the U. S. Department of Commerce, and presented by Nelson Miller, chief, Distribution Division, and W. H. Meserole, Distribution Management Unit, Distribution Division.

10 a.m.—*The Wholesale Tobacco Distributor as the Foremost Factor in the Post-War Distribution and Promotion of Cigarettes* by Henry Gunst, Cliff Weil

Cigar Company (chairman NATD Ways and Means Committee).

The Wholesale Tobacco Distributor as the Leading Factor in the Post-War Distribution and Promotion of Blades by Herman Cassel, Sam Cassel & Company, Chicago. Open forum discussion on above topics. Adjournment for lunch at 12:30.

2 p.m.—*The Wholesale Tobacco Distributor as the Primary Factor in the Post-War Distribution and Promotion of Cigars* by Stanley Stacy, Cavalla Tobacco Company, Milwaukee.

Let's Build a Healthy Cigar Industry, by Edward J. Regensburg, president C.M.A.

Vending Address

The Wholesale Tobacco Distributor as the Principal Factor in the Post-War Operation of Vending Machines by J. Renz Edwards, treasurer of NATD.

The Wholesale Tobacco Distributor as the Outstanding Factor in the Post-War Distribution and Promotion of Candy and Confectionery Products by Richard C. Pinney, president NATD.

The Wholesale Tobacco Distributor as the Potential Factor in the Post-War Distribution and Promotion of Sundries by William Shapiro, former merchandising manager Kellison Cigar Company, Cincinnati. Open forum discussion on above topics. Adjournment at 5 p.m.

7:30 p.m.—Mammoth victory celebration banquet in the Grand Ballroom of the Palmer House. This resplendent event marks the resumption—following the glorious victory of our armed forces—of the social aspect of the trade's foremost annual event.

Wednesday, January 16

10 a.m.—*Salesmen's Incentive Plan* by the NATD staff.

The Women's Angle on Wholesale Tobacco Distribution by Mae Maron, General Distributor Company, Sioux City, Ia.

The Wholesale Tobacco Distributor as the Major Factor in the Post-War Distribution and Promotion of Smoking and Chewing Tobacco and Plug by E. D. Burnett, R. D. Burnett Cigar Company, Birmingham.

The Wholesale Tobacco Distributor as the Logical Factor in the Post-War Distribution and Promotion of Matches by Arthur F. Schultz, Carl Schultz Company,



J. RENZ EDWARDS

Erie, Pa. Open forum and discussion on above subjects. Adjournment for lunch in Red Lacquer Room at 12:30 p.m.

2 p.m.—*Credit Problems of the Trade* by Joseph Kolodny.

The Wholesale Tobacco Distributor as the Leading Factor in the Post-War Distribution and Promotion of Pipes by William B. Poinsett I, Meyer-Cox Company, Dubuque, Ia.

Official Inauguration of the NATD Operations Analysis and Advisory Service by the NATD staff. Open forum and discussion on above topics. Adjournment at 5 p.m.

Thursday, January 17

9:30 a.m.—Sales managers' seminar, led by Fred Steffens, Ed Kandel and Joseph Kolodny. Adjournment for lunch in Red Lacquer Room at 12:30 p.m.

2 p.m.—Continuation of sales managers' seminar. (Note: If not completed, the seminar will be continued Thursday evening.)

Meetings have also been scheduled for the NATD Club for Women, NATD Ways and Means Committee, NATD Membership Committee; Wisconsin, Ohio and Illinois distributors' associations and several others. Each group has been advised of the time and place.

Modern Merchandising Fair, on the eighth floor and a major portion of the sixth floor, will be a beehive of activity. More than 200 manufacturers will exhibit their products.

Coin Devices Featured on Patent Rolls

(Continued from page 72)

ber 21, 1939, Serial No. 171,236. Application for reissue was made September 17, 1941.

Official Gazette contained the following inventors' descriptions of the devices:

Tratsch's coin chute—"A coin chute comprising an enclosure having a coin passage therein and entrance and exit openings communicating with the passage, a guideway extending laterally from the front wall of the enclosure and communicating with the passage, a plunger mounted in the guideway for longitudinal movement with respect thereto and thru the passage, a guide arm extending laterally from the rear wall of the enclosure, a slide carried by the arm in substantial alignment with respect to the plunger with one end portion adjacent one end portion of the plunger when a coin from the passage is disposed between said adjacent ends, means in said passage adapted to receive and support said coin between said adjacent end portions whereby to couple said coin and slide for simultaneous movement in said one direction with respect to arm, latch means for releasably latching said slide to said guide arm at the terminal of movement of the slide in said one direction while said plunger is freed to move in a direction opposite to said one direction to free coin from between said adjacent end portions, said latch means including a toggle structure having one end portion adapted for latched engagement with a wall of the slide and an opposite end portion disposed in the path of movement of the plunger whereby upon engagement with said plunger said one end portion of said toggle structure is adapted to be pivoted from latched engagement with said wall to permit said slide to move in a direction opposite to said one direction."

Automatic Canteen's sandwich vender was described in *The Gazette* only briefly. The description follows:

Sandwich Vender

"In a selective cooking and vending machine, a plurality of stacks of food articles adapted to be cooked and dispensed, a cooking unit, means for selecting one of said stacks to be operated upon, means to deliver a food article from the selected stack to said cooking unit, and means for cooking the delivered article by high frequency induction."

The movie machine was described as follows:

"A multifilm motion picture projector providing a viewing aperture and comprising a viewing carriage for supporting a plurality of more than two motion picture film handling units each of which is adapted to carry a film strip and each including a film rewinding mechanism, and said carriage simultaneously carrying a plurality of more than two film strips, a carriage operating means for moving said carriage to bring any one of said more than two film strips into operative position relative to said aperture, a selector means responsive to manual operations corresponding to each of said plurality of more than two film strips and for controlling said carriage operating means so that a selected one of said plurality of more than two film strips is operatively positioned and fixed in projecting position relative to said aperture, and film feeding means operated in timed relation to said positioning and fixing of said film strip and for advancing and rewinding only the single film strip so selected and positioned."

Kuehn Back to Chi Advertising Agency

CHICAGO, Jan. 12. — Lloyd Kuehn, who was on leave from Schwinner & Scott advertising agency here, has returned from overseas service to renew his connection with the agency.

In the army, Kuehn served with the 8th Regiment of the 4th Infantry Division, participating in the D-Day assault on Normandy with that division. He was wounded in the battle of Cherbourg.

Kuehn resumes the position of production manager with the agency.

Georgia Plans Tourist Laws

ATLANTA, Jan. 12.—Tourist section of the Agricultural and Industrial Development Board of Georgia is now considering plans for legislation which, if passed, would control development of Georgia's tourist industry.

Lee Trimble, director of the tourist panel, has been holding conferences with public officials and with representatives of convention bureaus of the chambers of commerce. Purpose, according to Trimble, is to get as many suggestions for the planning as possible.

Commenting on the proposed legislation, Trimble said: "We are planning legislation to implement both local and State authority in the control of places that appeal to tourists. In particular, we wish laws that will enable the proper authority to have control of the right-of-way along State highways and to license and regulate businesses that spring up along these highways."

In general, Trimble said that the proposed legislation now under consideration, would call for stricter regulation of hotels and tourist courts.

Sitting in at the conferences now being held is Judge R. A. McGraw, assistant attorney general, who is representing the State. Plan calls for McGraw to draft necessary legislation for introduction as soon as conferences are concluded.

NEWS DIGEST

(Continued from page 69)

mitted to any other country. But many foreign countries still have regulations of their own, limiting kind and amount of import products.

TOURISTS—Georgia is making plans to draft legislation to regulate the tourist business, expected to reach boom proportions during 1946. If enacted, legislation would strictly license and regulate hotels, tourist camps and other establishments which cater chiefly to the traveling, vacationing public.

PEEP-SHOW

A new, colorful MONEY-MAKER from GLOBE! Fast-play feature: ALL HOLES IN 1ST JACKPOT WON BY PLAYERS!

1016 HOLES—TRIPLE JACKPOT

AVERAGE PAYOUT

Takes In\$50.80

Pays Out (Average)..... 24.01

PROFIT (Average)....\$26.79

A gay design from the home of MONEY-MAKERS! Dazzling girly figure under a novel, transparent, curtained window which actually slides up and down! Generous payout plan with interesting triple stop-up!

GLOBE PRINTING COMPANY
1023-25-27 Race St.
Philadelphia 7, Pa.

Send for illustrated, descriptive brochures on GLOBE MONEY-MAKERS! Attractive units for every type operation.

ROUTE FOR SALE—MUST SELL BY MARCH 1st

On location—26 Pin Balls, 2 Phonographs, 3 Ray Guns and 24 Merchandise Venders. In shop—6 Pin Balls, 3 Ray Guns, 35 Peanut Venders and lots of parts. Also established on Salesboards and Ticket Deals. Excellent earnings. All equipment in A-1 condition. Route complete—\$4,450 cash.

HOOVER AUTOMATIC SALES, Cambridge City, Ind.

FIRST CLASS PHONOGRAPH MECHANIC WANTED

Man fully experienced on repairs of Rock-Ola, Seeburg and Wurlitzer Phonographs. Must know remote control. Good working conditions and opportunity for advancement with distributor in Richmond, Virginia. Must be a hard worker and sober. State qualifications, experience, starting salary expected and when available. Write

BOX D-102, CARE THE BILLBOARD, OINOINNATI 1, O.



INTERNATIONAL MUTOSCOPE CORPORATION

LONG ISLAND CITY 1, NEW YORK

Takes Pride in Announcing the Appointment of the Following Distributors
FOR—PHOTOMATIC*—PHOTOFRAMES*—CHEMICALS & SUPPLIES

...OTHER MUTOSCOPE MACHINES AS RELEASED

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AMUSEMENTS
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for
ARKANSAS

**AMALGAMATED
DISTRIBUTORS CO.**
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for
**ILLINOIS, IOWA, INDIANA, MICH-
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COINMEN RETAILING PLATTERS

Trend to Disk Selling Grows

Record makers said eager to get sales push of coin business behind waxings

CHICAGO, Jan. 12.—A new trend is developing in the juke box trade which seems likely to bid for increasing attention in the months to come. Evidence of the trend comes with the announcement of juke box operators and distributors who are turning to the retail record field as a sideline.

Juke box men are also reported interested in the possibility of adding electrical appliances, since appliances are naturally good sales companions of records. An incomplete, but representative survey of the trade shows that many operators have taken on platter sidelines, while others are considering the addition of electrical appliances.

Music supply houses for years have complained of a lack of aggressiveness shown by the usual run-of-the-mill retail record store owner. They have themselves suggested that the juke box distributor and operator, well trained and aggressive in business methods, would be ideally equipped to handle retail records. The same essential facts hold true of electrical appliance selling.

Samplings of the trade trend give some idea of the scope of this newest trend.

Eastern Trade In

Dave Rosen, a juke box operator at Philadelphia, is now handling distribution rights for the DeLuxe label. The Scott-Crosse Company, one of the largest vending machine firms in Eastern Pennsylvania, Baltimore and Virginia, has distribution rights to Cosmo records within the same territory. The firm is headed by Sam Stern.

Another Philadelphia operator, Frank Engel, who heads Automatic Amusement Machine Company, will resume record distribution for which he received a franchise just before the beginning of the war. Shortages of available materials made the record distribution short-lived, but Engel is now planning to announce a new distributorship within a few weeks.

Said Eddie Heller, new sales manager for Cosmo records, commenting on coin machine operators in the record business: "Coin operators can do a terrific job for record manufacturers. The amusement machine industry is making rapid strides thruout the country, and we firmly believe that this new phase of the coin industry will soon become nationwide. It is certainly closely allied to the fields already covered by the trade."

It goes without saying, of course, that many of the large distributors and operators of coin machines in New York and Chicago, have taken on record distributorships or are retailing new and used disks. Outside of those two metropolitan areas, Minneapolis coinmen are perhaps the most active.

Minneapolis Busy

Don Leary, of the Automatic Sales Company in Minneapolis, is a good example of the aggressiveness coinmen can bring to disk selling. Leary does a large volume of retail and wholesale platter business. He plugs his sideline in advertising campaigns and makes a strong bid for disk sales. His kind of aggressive salesmanship is one of the best recommendations for coinmen entering the record field.

Ted Bush, of the Ted Bush Distributing Company, is another coinman engaged in the platter business. The Silent Sales Company, also of Minneapolis, is still another coin firm handling disks. Both of these firms do a large sales volume in records.

Detroiters Sell Disks

Many Detroit music operators are reported to have opened small record departments as an auxiliary to their juke box business. In many cases they have

Holliday Firm Set Up To Handle Juke Routes at Raleigh

RALEIGH, N. C., Jan. 12.—Another juke box firm has been incorporated according to a recent report from the secretary of state.

The certificate of incorporation filed with the State office stated: "T. B. Holliday Company, Inc., of Charlotte; to deal in musical instruments; authorized capital stock—\$20,000; subscribed stock, \$300 by T. B. Holliday, T. E. Witherpoon, Charlotte and W. A. Mason, Belmont.

Michigan Phone Operators Open Lansing Branch

DETROIT, Jan. 12. — Expansion of the Michigan Automatic Phonograph Owners' Association, in accordance with the program of State-wide organization announced several months ago, took a step forward this week with formal establishment of a third branch of the association at Lansing. It will be known as Chapter 3. The second chapter was established at Muskegon and the parent body is in Detroit.

Harry Crofts, Lansing juke box operator, was elected president of the new chapter. Other officers are Paul Andre, vice-president; John Priggooris, secretary-treasurer, and Earl Blakeslee, member of the board of directors.

Constitution of the new chapter was presented in a ceremony presided over by Joseph Brilliant, president of the MAPOA, assisted by Victory De Schryver, secretary-treasurer, and Mrs. Elizabeth Lund, office manager.

Packard Names Six Regional Managers To Handle Phonos

INDIANAPOLIS, Jan. 12. — Six new regional managers have been appointed to represent the Packard Manufacturing Company, W. F. Struby, president of the firm, announced.

W. C. Mossberger will represent the company as regional manager in the Minneapolis region. Art Nagel will be regional manager in Tennessee, Kentucky and adjacent territory. Fred Fields, of Seattle, is the Northwest regional manager.

J. A. Darwin has been named regional manager for the territory from Washington, D. C., northeast, including the Boston distributing area. W. F. Merchant will have the Michigan and Indiana territory, while Sam T. Cass will be the firm's regional manager in Upper New York State, Pennsylvania and adjacent territory.

All six of these men have had long years of experience in all phases of the juke box industry.

Announce Meeting Of S. California Ops

LOS ANGELES, Jan. 12.—The next meeting of the newly organized Phonograph Association of Southern California will be held at the Embassy Auditorium, Ninth and Grand, January 28, president Richard Gallagher announced.

Mike Kurlan Reps Decca In Cincinnati Office

CINCINNATI, Jan. 12.—Mike Kurlan has been transferred to Cincinnati from Chicago to take charge of the Decca Records office as branch manager.

Paul Cohen, whom he replaced here, is now in the hillbilly and race recording division scouting talent and works out of the Chicago office.

Teen-Age Clubs Praised by Vets at Philadelphia; Seen Continuing Work in Peace

Hailed as Means of Keeping Youngsters From Trouble

PHILADELPHIA, Jan. 12.—Teen-age canteens are starting on a peacetime career and show promises of doing much to solve the nation's juvenile delinquency problem. *The Evening Bulletin* here canvassed a group of 20 representative war veterans to ask their opinion of the milk-and-coke nite clubs, and without exception the ex-servicemen lauded the work they have done to keep teen-agers out of trouble.

One question presented was: "Do these supervised meeting places with their dances, juke boxes, soda machines and other constructive activities keep the kids off the streets?" The answer was an emphatic "yes." Not only has the puppy canteen won a continuing place in our social life, but it points the way to even greater accomplishment.

A group of young returning G.I.s, many of whom were first introduced to the canteen idea while in the service, are coming back to throw themselves full-heartedly into a duplicate of such clubs now located in their neighborhoods. They want teen-age canteens to continue and even to expand, but with cognizance taken of their added years,

which will separate their activities from those of early teen-agers.

J. Francis Finnegan, executive director of the Crime Prevention Association, is unanimously in favor of canteens for older groups and said that the association already has several operating in the city. Association will increase the number as demand warrants.

About 32 teen-age canteens are now operated in the city by the Bureau of Recreation, Older Boys' Clubs, YMCA, YWCA, YM-YWHA, settlement houses and the Community Council. Some have cropped up and disappeared.

"Many of them were small affairs that had no future," said Judge Nochem S. Winnet, of Municipal Court, president of the Crime Prevention Association, secretary-treasurer of the Pennsylvania Council of Juvenile Court Judges and an authority on juvenile delinquency.

"A teen-age canteen is no good unless it is part of an organized recreational program. It has to be professional and run by professionals and with sufficient programing to maintain youthful interest," Winnet continued. "The appeal of just coming to a dance soon disappears. This business of boys and girls meeting periodically in some cellar for their entertainment in unsupervised environment, will not do.

"You are dealing with adolescents. They feel they're grown, but we know from experience they don't have the judgment, balance, experience of adults and have to have a guiding hand. Not to interfere, but to guide.

Splendid Job

"I approve of teen-age canteens, properly managed, and believe they have accomplished a splendid job and have a definite future.

"These canteens should be definitely tied into the neighborhood or community. They should include classes in craftwork, cooking and even charm schools and question hours in which the young can get problems off their chests.

"For the young veteran, whose roots have been torn up, it offers an opportunity to dig in again. He feels he belongs back in his neighborhood if he can belong to a canteen group in his own age level. If nothing is holding him there, his chance of getting into difficulty is definitely greater."

In addition to Philadelphia canteens, groups are flourishing in near-by Radnor, Lower Merion, Lansdowne, Lansdale and Roxborough. The canteen is Roxborough is a thriving project which draws as many as 400 young people to dances and other activities.

High-Frequency For Home Jukes

MOUNT CARMEL, Ill., Jan. 12.—The Meissner Manufacturing Company, according to reports, by March will have in production a new high-frequency device for radios and home jukeboxes.

The device was reportedly developed by that firm's laboratories shortly before Pearl Harbor. Two of the devices were reported completed when the company turned its efforts to war work.

John Gibbs, of the Meissner Company, is reported to have said that the new device, when installed on home jukeboxes or radios, reproduces the purest musical tones now possible. Device relays sound waves up to 12,000 cycles, which is several thousand cycles above that now obtainable, according to Gibbs.

Oregon Juke Ops Reaping Tourist Biz

Traveler Good Patron

PORTLAND, Ore., Jan. 12.—Oregon juke box operators have begun to scramble for platters and amusement machine operators for new devices after reading a new report from the State Highway Commission. Report indicates that next to California more 1946 tourists have their eye on the Pacific Northwest than any other section in the United States.

Ballot makers listed their order of preference as California, Pacific Northwest, Mexico, Alaska, national parks, Florida, Canada, Colorado, New England and Washington, D. C. The survey was conducted by a national magazine in an attempt to learn where its readers intend to go on their 1946 vacations.

Coin machine operators know that their juke boxes and various amusement devices offer a welcome relaxation after miles of four-lane motoring or mountain crossing, and they want to be certain that everything is shipshape for sales appeal when the great rush begins.

G.I. Traffic Booms

As a matter of fact, with armed force demobilization already going at high speed, the trade is not waiting for the spring thaws to make their bid for play.

Because the railroads are already glutted with home-bound G.I.s, many are taking to the highways in second-hand jalopies and are putting in nights at spots where the nickel can brighten the end of their day. This traffic is, according to the State Highway Commission, expected to reach its peak in March when the normal civilian tourist trade begins to show new life.

Operators declare that the discharged service personnel are in a holiday mood, with most of them taking advantage of the opportunity to turn their homecoming trip into a See America First tour.



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MORRY CORET, Cincinnati branch manager of the Young Distributing Company, discusses Wurlitzer franchises with Joseph R. Young (right), president of the firm, in their new headquarters, 707-11 Sycamore Street, Cincinnati, shown at center. Bottom picture was taken at the showing of the new Wurlitzer Model 1015, and those shown are, left to right, Morry Coret, Charles McKenney, T. G. Shelin, Joe Strassell, Frank Feldman, Dan Sorrell, Tom Hastings and Harry Hazelton.

FOLK RECORD REVIEWS
 (Hillbilly, Race, Cowboy Songs, Spirituals)
 —By M. H. Orodnenker—

HENRI RENE (Victor)
The Blonde Sailor—W; VC.
Silk Umbrella Polka—FT; VC.

Streamlining an orchestra with full instrumentation, Henri Rene retains all the flavor of the continent for both the waltz and polka dance music. Paced by his own musette accordion squeezings, and vocal assist from The Victorians, male quartet, Rene spins forthright breezy and tuneful music for both of these sides. It's a three-quarter time delight in the dishing of *The Blonde Sailor*, a wistful farewell song with nautical overtones in words and melody, and for *Silk Umbrella Polka*, it's a gay and sprightly polka whirling in fanciful fashion as scored by Harold Grant with Mickey Stoner capturing the spirit of the familiar folk tune in his lyrical story. Both sides spin bright for the music boxes.

ROY ACUFF (Columbia)
No One Will Ever Know—FT; V.
I Think I'll Go Home and Cry—FT; V.

A mountain troubadour, Roy Acuff spins out effectively for both of these outdoor torch chants. With his Smoky Mountain Boys, taking in fiddles, electric guitars and accordion, whipping up a bright rhythm tempo, Acuff tells of his heart hurt in *No One Will Ever Know* and establishes the same song mood as he tells of his last good-bye to his sweetheart in *I Think I'll Go Home and Cry*.

MORRIS BROTHERS (Victor)
Salty Dog Blues—FT; V.
Somebody Loves You, Darlin'—W; V.

It's the teary singing of the tall grass country that Wiley and Zeke Morris engage in, blending their voices in outdoor mountain style to the accompaniment of their mandolin and guitar. Singing at a fast pace for *Salty Dog Blues*, they tell why they want to be their sweetie's salty dog. Turning on the weeps, the word-age tells of somebody caring as they sing *Somebody Loves You, Darlin'* in a three-quarter-time tempo.

TAMPA RED (Bluebird)
Better Let My Gal Alone—FT; V.
Mercy Mama—FT; V.

With an individual style of shouting and with plenty of rhythmic beat in his husky pipes, Tampa Red makes for potent plattering of these two original race items. Most effective is his *Better Let My Gal Alone*, taken at a bright tempo as he sings about the ugliest girl in town who's got what all the men want. In the slow blues tempo, means it out for *Mercy Mama*, telling how he's got to (See **FOLK RECORD REVIEWS**, page 80)

Thurman Minton, Jerry Levy, Mr. and Mrs. John Welsenberger, Robert Scheve, R. C. Walters, Mr. and Mrs. Earl Butler, Jesse Hornsby, Mr. and Mrs. Floyd Goodman, Mr. and Mrs. Frederick Wolfe, Charles Kanter, David Tavel, L. H. Pegg, Sheldon Campbell, Charles Butler, George Demas, Abe Villensky, Wolfe Marcus, William Thomas, Ray Hansel, Al Levy and Oscar Bender. They partook of libation and edibles and complimented the hosts on the excellence of the affair.

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Cincy Ops See New Model at Young Distrib

CINCINNATI, Jan. 12.—Operators from around Cincinnati came to the first showing of the Wurlitzer Phonograph Model 1015 and to congratulate the Young Distributing Company on its being awarded the annual Wurlitzer plaque for doing the best distributing job in the United States last year.

The Young Distributing Company recently moved to its new headquarters,

707-11 Sycamore Street, where there are offices in the front, parts and service rooms in the center and shipping facilities in the rear of the first floor. Basement space is used for storage.

Some of those who were present for the two-day showing Sunday and Monday (6-7) were Joseph R. Young, president of the distributing firm, whose home office is Columbus, O.; Morry Coret, Cincinnati branch manager, and Harry Hazelton, salesman here; Robert Scott, factory representative, and R. L. Shellin, engineer of the Wurlitzer North Tonawanda (N. Y.) plant; Al Lieberman, Charles McKenney, Milton Cohen, Ed Jacobs, Tom Hastings, Henry Carter, Frank Feldman, Nat Barfield.

Adolph Schwartz, D. N. Sorrell, J. A. Distel, John Newman, Harry Hester,

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DICK THOMAS, Philadelphia's singing cowboy composer, has seven records set for his tune, *Sioux City Sue*, in addition to his own recording. Guy Lombardo's band is the latest to put it on wax. MAX FREEDMAN collaborated with Thomas in creating the song.

Philadelphia disk jockeys are going all out to plug the Sons of the Pioneers' recording of "Cool Water." It seems the tune caught their fancy as soon as the record came in and five of them call it "the best cowboy tune since 'Home On the Range.'" Apparently, the public agrees with them, because Station WIP's all-night show, "The Dawn Patrol," reports a record number of wires requesting that the tune be played. At least 10 telegrams come in thruout the night-long show and the record goes on for each wire. Sons of the Pioneers made a number of friends during their tour of Pennsylvania, New Jersey and Delaware last summer under Jolly Joyce's management. That is one of the reasons for the record showing on the tune, according to some disk jockeys.

Weekly Barn Dances

Now that the printers' strike, which tied up Reading, Pa., newspapers for over three months, is ended, the management of the Rajah Theater will sponsor a series of weekly barn dances as part of the winter program. Local talent will be used and guest stars will be brought in from near-by communities. Barn dances were to start earlier in the season, but means of advertising it were too limited. Promotion will include radio, newspaper and billboards. This is a big barn dance area in the summer

and this outfit will attempt to keep it a year-around attraction.

THE CACTUS COWBOYS finished another album of recordings recently, bringing their total of electrical transcriptions and recordings to over 100 for 1945. The boys will probably record many more than that this year. Group now consists of ROBBY GREGORY, accordion; JAKE WATTS, guitar; BILLY MCKAY, bass, and EDDIE SMITH, fiddle. Bobby, songwriter of the organization, had his No. 10 Jumbo Folder released by American Music Company recently.

STEVE ALLEN agency is holding a barn dance at the W. O. W. Hall in Fort Smith, Ark. Dance is being broadcast regularly from Station KFPW. Steve has some new folk artists coming in soon.

Two new songs by HANK FINNEY, orchestra leader in Detroit, and MARILOU DAWN have been accepted by the Unique Music Publishers of Detroit. They are: *An Adorable Little Devil* and *A New Lock on My Heart*. CARRIE HOFFMAN is head of Unique.

Catching On

New folk song which seems to be catching on is *You're the One Who Will Cry*, by LEW MEL, JESSE C. MILAM and MARTY DULANEY. It's published by Peer. *If I Should Go to Heaven*, by LEW MEL and TOMMY CAREY, published by Joe McDaniel Company, will soon be recorded on Skatin' Toons organ records of Malverne, N. Y. *Winding*, by ROY WALLACE and LEW NORMAN KELLY, and published by Kenny Music Company, Franklin, Pa., is included in the deluxe edition of *PIE PLANT PETE* and *BASHFUL JOE'S* No. 4 Songbook.

I Want To Be a City Slicker, I'm Just a Hillbilly at Heart and *Father's Old Silent Fiddle* are three of the folk songs

found in Grady and Hazel Cole's song folio published by Chart Music, Chicago.

"Texas Rose," by LEW MEL, BILLY DOYLE and LARRY GONDRINGER, and published by M. M. Cole, Chicago, has been recorded on transcriptions by SLIM DUNCAN and His Texas Tornadoes, DENVER DARLING and His Texas Cowhands, and JUDY MARTIN and Her Mountain Rangers.

EL RADER, writer of several songs, including *What Happened to Our Love Affair?* (co-written by BERTHA SHELTON), is in Hamilton, O., with JIMMY SKINNER, "the Saddest Voice in Radio" and ROY LUNSFORD, "the Mandolin King," of WMOH, Hamilton. Jimmy, Roy, and El are preparing to go on a personal appearance tour soon. They will also record some of their original songs, including Jimmy and Ray's *Yearning*. WMOH also has another good hillbilly outfit headed by JOYCE WHITTAKER.

SUNNIE MIX and Her Hillbillies are now in Miami, finishing up for a rodeo in Delray Beach, Fla. Sunnie has just signed with Blue Ribbon Shows, in which her group will be featured. Rest of them are TEXAS SLIM ROGERS and his steel guitar; CURLEY FARMER, "Dixie's Fiddling Fool"; SIS WALKER, from Goose Grease Holler; WASHBOARD JAKE and TEXAS ANN from the Rio Grande. Gang opened in Lakeland, Fla., January 11.

JULIE JONES, of the Jones Sisters' duo, during the Christmas holidays announced her engagement to DR. HARRY L. JOHNSON, of Hinton, W. Va., who has just returned from 2½ years' service as a marine captain overseas. No date has been set for the wedding. JUDIE, other half of the duo, hints that maybe when another marine she knows comes back from Japan there'll be a double ceremony.

AUGIE KLEIN, accordionist with the WLS Rangers, has just returned from service in Italy and has been

discharged. Augie will soon let go with one of his super polka accordion solos on the National Barn Dance.

Hopkins Trip

DOC HOPKINS, singer of folk tunes, plans a trip to the Smoky and Cumberland mountains sometime this year, probably in the spring or summer. Doc will visit with his brother southerners and learn some more old folk songs to sing for his listeners during years to come.

JENNY LOU CARSON, singer and well-known writer of ballads, and members of her Radio Chin-Up Club gladdened the hearts of many shut-ins the past Christmas with more than 200 gifts.

THE ARKANSAS WOODCHOPPER will be insee at the annual Sports and Travel Show sponsored by *The Chicago Herald-American*, which opens March 15 and runs nine days.

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L. A. Disker Expanding To Cover Nation

LOS ANGELES, Jan. 12.—Both the Exclusive Record Company, owned by songwriter Leon Rene, and the Jack Gutshall Distributing Company, which handles all its distribution, are expanding their activities on a national scale.

More than 2,000,000 records bearing the Exclusive label were sold thruout the country last year, Gutshall declared. Joe Liggins and His Honeydrippers, discovered by Leon Rene in a cocktail lounge, shot to the top of *The Billboard's* Harlem Hit Parade with *The*



JACK GUTSHALL

Honeydrinker. Other Exclusive Records sold solidly thruout the year.

This sales record, topping all previous efforts of either Exclusive or the Gutshall Distributing Company, will be surpassed this year, Gutshall stated. He and Rene recently made a trip East to study conditions. Gutshall, on his part, is readying a national system of exclusive distributors for the products he handles.

New Talent

Rene contemplates offering a wide range of musical effort with the accent on new talent and style. He is remodeling his Hollywood offices as is Gutshall.

The present association had its beginnings in 1938 when Rene, who previously had written such successes as *Sleepy Time Down South* and the musical show *Lucky Day* for Alexander Pantages, walked into Gutshall's music store with the hit tune *When the Swallows Come Back To Capistrano*. Gutshall liked it and recorded it on Amor, a label he was using at the time.

Then followed *Someone's Rockin' My Dreamboat* and *Twilight Till Dawn*, both of which were solid successes. Gutshall then brought the King Cole Trio to public attention on Amor Records. Rene's 1942 ASCAP topper *Lost My Sugar in Salt Lake City* had the lads in the counting house again. There, no doubt, the plans for further expansion were lustily born.

Some of the money makers recorded by Exclusive last year were:

I Wonder with Dan Grissom; *Please Believe Me* with Frank Hayward; *The Honeydrinker* (original) with Joe Liggins and His Honeydrippers; *I've Got a Right To Cry*, with Joe Liggins; *Left a New Deal in Mobile* with Herb Jeffries and Joe Liggins; *Blues at Sunrise*, with Joe Hunter; *Mexico Joe* with Ivy Anderson, and *You Taught Me To Love*, with the The Three Blazers. All of the above mentioned artists are under contract to Exclusive, Rene said.

250,000 Disks

Gutshall has in stock, ready for release, 250,000 disks. He is the local distributor of the Aircon Music Machine.

Gutshall has been a merchandiser all his life. Starting out as a car dealer in 1923, he went into the coin machine business in 1931. In 1941, when Homer Capelhart started to manufacture the Pla-Mor line, he went into distribution

ADVANCE RECORD RELEASES

(Continued from page 28)

OYE NEGRA	Xavier Cugat	Columbia 36902
PENICILLIN BOOGIE	"Slim" Gaillard Quartet	Atomic A-216
REMEMBER I KNEW YOU WHEN	Lyle Griffin Ork (Dale Mullings)	Atomic A-201
SALUDOS AMIGOS ALBUM	Decca A-369	
Agentine Country Dances	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua)	Decca 23330
Brasil	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua)	Decca 23330
Inca Suite: (1) Llama Serenade, (2) Inca Princess	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua)	Decca 23329
Pedro From Chile	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua)	Decca 23318
Saludos Amigos	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua) (Kenneth Rundquist)	Decca 23329
Tico, Tico	Charles Wolcott Ork (Aloysio Olivira-Bando Da Lua)	Decca 23318
SAM'S CARAVAN	Chubby Jackson	Keynote K-625
SILVER SPURS (ON THE GOLDEN STAIRS)	Gene Autry	Columbia 36904
SLICK CHICK	Barney Kessel All-Stars	Atomic A-210
SLIDE, HAMP, SLIDE	Lionel Hampton Ork	Decca 18754
SLIPHORN OUTING	Benny Morton's Trombone Choir	Keynote K-1315
SOMEBODY'S WALKIN' IN MY DREAMS	Kate Smith	Columbia 36915
STATE FAIR ALBUM	Decca A-412	
All I Owe Ioway	Dick Haymes (Earle Hagen Ork and Chorus)	Decca 18740
Isn't It Kinda Fun?	Dick Haymes (Lyn Murray Ork)	Decca 18710
It Might as Well Be Spring	Dick Haymes (Victor Young Ork)	Decca 18706
It's a Grand Night for Singing	Dick Haymes (Earle Hagen Ork and Chorus)	Decca 18740
That's For Me	Dick Haymes (Victor Young Ork)	Decca 18706
The Lord's Been Good to Me	Dick Haymes (Lyn Murray Ork)	Decca 18710
STRICTLY FOR KICKS	Lyle Griffin Ork (Lyle Griffin)	Atomic A-202
SWEET LORRAINE	Irving Fazola	Keynote K-624
TAKE CARE WHEN YOU SAY "TE QUIERO"	Tommy Tucker (Don Brown and the Three Two-Timers)	Columbia 36916
TENOR SAX ALBUM NO. 2	Savoy 502	
Back Home Again in Indiana	Lester Young and Combo	Savoy 561
Flat Rock	Coleman Hawkins with Cozy Cole Ork	Savoy 583
I Surrender Dear	Ben Webster and Combo	Savoy 580
Kat's Fur	Ben Webster and Combo	Savoy 530
Lester's Blues	Lester Young and Combo	Savoy 561
Ridin' the Riff	Coleman Hawkins with Cozy Cole Ork	Savoy 683
Riffin and Jivin'	Don Byas and Combo	Savoy 562
Worried and Blue	Don Byas and Combo	Savoy 582
THAT'S THE BLUES	Clyde Hart All-Stars (Rubberlegs Williams)	Continental C-6013
THE SWEETEST DREAMS	The Ink Spots	Decca 18755
THE SWEETEST STORY EVER TOLD	Lehman Engel Ork (Bing Crosby, Song Spinners, Ethel Smith)	Decca 23482
THE WONDER OF YOU	Duke Ellington (Joya Sherrill)	Victor 20-1799
TROUBLE KEEPS HANGING 'ROUND MY DOOR	Ted Daffan's Texans ("Idaho" String Band)	Columbia 36917
WALTER WINCHELL RHUMBA	Xavier Cugat	Columbia 36902
WAVE TO ME, MY LADY	George Paxton (Johnny Bond-The Five Lynns)	Majestic 7167
WHAT IS THIS THING CALLED LOVE?	Barney Kessel All-Stars	Atomic A-209
WHAT'S DA MOTTIE?	Lyle Griffin Ork (Lyle Griffin)	Atomic A-201
WHAT'S THIS THING CALLED LOVE?	Corky Corcoran Ork	Keynote K-621
WHAT'S THE MATTER NOW?	Rubberlegs Williams (Clyde Hart All-Stars)	Continental C-6013
WHEN THE ONE YOU LOVE (SIMPLY WON'T LOVE BACK)	Tommy Tucker (Don Brown and the Three Two-Timers)	Columbia 36916
WHEN YOU'RE SMILING	Dave Tough Quintet	Jamboree 907
WHERE OR WHEN	Benny Morton's Trombone Choir	Keynote K-1315
WOLF SONG	Lyle Griffin Ork (Lyle Griffin)	Atomic A-202
YEP-ROC-HERESAY	"Slim" Gaillard Quartet ("Slim" Gaillard-Tiny Brown)	Atomic A-215
YOU ARE TOO BEAUTIFUL	George Paxton (Alan Dale)	Majestic 7167
YOU WERE MEANT FOR ME	Dave Tough Quintet	Jamboree 906



MAJ. IRA T. BRYAM, prominent coinman of Washington, took the above photograph of juke box being serviced on location in the air corps rest hotel on the Isle of Capri. Photo was taken with a captured German camera.

FOLK RECORD REVIEWS

(Continued from page 78)

leave his girl friend. Gultar, piano and drums beat out solid blues beats for his shoutings, with Tampa Red also blowing it blue on his tin kazoo. Both sides spin swell for the race locations.

PAT KILLORAN (Joe Davis)

Stack O'Barley—Ft. Primrose Vale and the Rambler—Ft.

The fiddles in Pat Killoran's orchestra scrape away in authentic Erin style for some honest-to-gosh wearing-of-the-green dance music. *Stack O'Barley*, a traditional dance air, is reeled off at a moderate tempo, with a livelier beat for the traditional Irish reel, *Primrose Vale and the Rambler*. Platter will prove a winner at phono locations where the shamrock set gather.

ROMY GOSZ (Mercury)

Gay Time Polka—Ft. Dakota Waltz—W.

It's the flavor of the beergarten band that Romy Gosz provides with his old-time band, complete with the thumping of the tuba. As the title indicates, *Gay Time Polka* is just that. It's effective three-quarter timing for the old-timers as the Gosz gang pumps out the maestro's own *Dakota Waltz*.

mount as well as other pictures.

Jack Allison has been installed at Gutshall's place as auditor and manager of the record sales department. Gutshall leaves soon for the East, after the first of the year to clinch his distributor deals. These arrangements are expected to give him exclusive distributors covering the entire country.

BEST-SELLING POPULAR RETAIL RECORDS

(Continued from page 28)

Weeks to date	POSITION Last Week / This Week	SYMPHONY	Artist	Label
1	7	<i>My Guy's Come Back</i>	Benny Goodman	Columbia 36874
13	3	<i>CHICKERY CHICK</i>	Sammy Kaye	Victor 20-1726
10	6	<i>I Lost My Job Again</i>	Dick Haymes	Decca 18706
2	10	<i>IT MIGHT AS WELL BE SPRING (F)</i>	Dick Haymes	Decca 18706
14	5	<i>I CAN'T BEGIN TO TELL YOU (F)</i>	Andy Russell	Capitol 221
		<i>IT'S BEEN A LONG, LONG TIME</i>	Harry James	Columbia 36838

PLAY STATUS OF FILMS WITH LEADING SONGS

(Continued from page 24)

JUST A LITTLE FOND AFFECTION (Snapiro-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.

handling the line exclusively in Southern California.

"When war came and Capelhart converted," he said, "we went into the recording and manufacturing business. Now that the war is over we will add distribution of the new Aircon Music Machine to our growing record business."

Herb Jeffries, who received considerable notice for his vocal with Duke Ellington's band with the tune *Flamingo* also acts as public relations manager for Exclusive, which is under general management of Ben Ellison, a tunesmith in his own right who scored the Mae West picture *I'm No Angel* for Para-

RECORDS

OPERATORS, ATTENTION! WE HANDLE ONLY HITS

Huba Huba—Perry Como	53¢
It Might as Well Be Spring—Sammy Kaye	53¢
Chickery Chick—Sammy Kaye	53¢
Sugar Blues—Olyde Moody	37¢
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¢
Boo! Bar! Polka—Gladys Muesler	79¢
Roll Dem Bones—Big Bill	53¢
Don't Live a Lie—Gene Autry	53¢
Send This Purple Heart to My Sweetheart—Denise Baring	37¢
Honey Drinker—Jimmy Lunceford	79¢
You Two-Timed Me One Time Too Often—Tex Ritter	53¢
Too Little, Too Late—Wooley 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—Marina Tilton	53¢
Tampico—Stan Kenton	53¢
Atholton, Topoka and Santa Fe—Johnny Mercer	53¢
No, Baby, Nobody But You—Erykine Hawkins	53¢
Camptown Races—Johnny Mercer	53¢
Sugar Babe Blues—Roosevelt Sykes	37¢
That Drummer's Band—Gene Krupa	53¢

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Record Reviews

(Continued from page 29)

LOUIS JORDAN (Decca)

Don't Worry 'Bout That Mule—FT; VC.
Buzz Me—FT; VC.

Altho both of these Harlemese ditties are tailor made for the jive chanting talents of Louis Jordan, the spinning leaves much to be desired. Jordan works hard to put over Don't Worry 'Bout That Mule, selling what might otherwise sound like a very trite tune. However, there is no spark nor a contagious beat to the little band he banners. The best he can get out of the bluesy Buzz Me chant is a repetitious sax riff banking his chant. The listless playing results in Jordan forcing the spinning along with

the end result that the waxing lags and sags in any appreciable degree of major interest.

Just as easy to skip these sides as to spin them, which makes their phono potential of dubious value.

DAVID ROSE (Victor)

One Love—W.
Humoresque—FT.

With a large string-sparked orchestra for the exposition, David Rose presents an exquisite waltz melody in One Love, one that literally begs for a lyric to insure wide popularity. Moreover, Rose's arrangement is designed along simple lines to bring out all the melodic beauty he put into the song. For Anton Dvorak's Humoresque, Rose has adapted the classic melody to his Holiday for Strings style of scoring. But it comes out a second best.

"One Love" blends with soft lights where jukes enhance the atmosphere of the location.

DICK HAYMES (Decca)

It's a Grand Night for Singing—W; V.
All I Owe Ioway—FT; V.

The Rodgers-Hammerstein score for the movie State Fair serves Dick Haymes exceedingly well, giving a rousing and spirited rendition for tuneful melodies on par with the American folk music the composers dreamed up first for Oklahoma. It's a counterpart of their Oh, What a Beautiful Morning, that Rodgers and Hammerstein have created in It's a Grand Night for Singing, which Haymes sells strong with the assist of the orchestra and chorus directed by Earle Hagen. It's just as much show quality music and singing for the Western styled All I Owe Ioway. Singing spins at a lively waltz tempo, with bright rhythmic beats making merry spinning for Ioway.

It's a grand side for the music machines in "It's a Grand Night for Singing" once the song's contagion sets in.

BING CROSBY (Decca)

Symphony—FT; V.
Beautiful Love—W; V.

Falling easily on the lobes like balsam, Bing Crosby approximates downright purring with his dreamy and relaxed word slinging for both of these nostalgic melodies. With Victor Young accenting the soft strings and celeste tinkles in his accompanying orchestra, Crosby chants Symphony at a moderately slow tempo. It's free spinning for the singing of the once familiar Beautiful Love, the lovely waltz melody belonging to Wayne King and Victor Young.

For the phonos, the popular "Symphony" will attract the coin attention.

staff of three people, in addition to the manager, Jack Schafer, is required to handle the disk business volume.

At Buffalo

Another Buffalo operator, Herman Glaser, sells used records retail thru a variety store which he owns. Emil Weiss, who formerly was employed by the Iroquois Amusement Company here, now manages Majestic disk distributing set-up of the Mutual Appliance Distributors.

To round out the list, a few examples of Chicago coinmen in the record business will show how much headway the operators and distributors have made toward successful retail disk businesses.

Chi List Grows

Jack Paschke, Paschke Phonograph Service in Chicago, owns Paschke's Record Shoppe which is operated separately from his juke box route. He is also planning to put in a line of appliances just as soon as they are available.

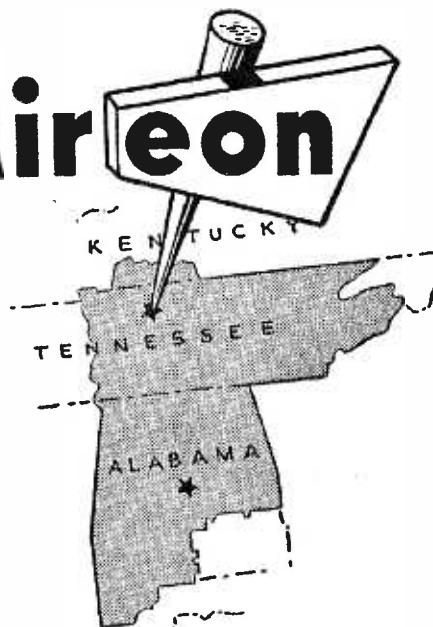
Ray Cunliffe, who operates the Automatic Amusement Company in Chicago, owns and operates the Brown Music Company here which sells retail records, sheet music and musical instruments. Cunliffe came into the juke box operating field by way of his music store. Cunliffe says that retailing records is both his juke route and his music store by operating them on a clear-cut business manner, has a word of advice to coinmen who are considering adding retail records to their business.

Cunliffe says that retailing records is a good business venture for juke box operators if the operators have the time for the business, the personnel and other equipment necessary to insure a profit on the venture.

Andy Omens, another Chicago operator, who also runs a retail record store, seconds Cunliffe's advice. Omens, with his three brothers, handles the major and independent record lines as well as a complete line of electrical appliances and electrical parts.

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Clave 89.50 Invasion 89.50
Knock-Out Big Time 40.00
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Metro 44.50 Target Skill 40.00

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10¢ Mills Gold Chrome 300.00
5¢ Mills Gold Chrome 275.00
10¢ Mills Blue Front 199.50
5¢ Mills Blue Front 169.50
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5¢ Jennings Silver Chief 149.50
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Wurlitzer 616 Lite-Up with Dome . . . 250.00
Rock-Ola 12 Record, good working condition, refinished wood 115.00
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JErome 7-9728

Buffet Cars Newest Plan

Sandwiches, soft drinks, cigarettes, even medical supplies to be vended

NEW YORK, Jan. 12.—Idea of putting coin-operated vending machines on railway trains, so long discussed in U. S. railway and vending circles, apparently has come to life in a big way—in England.

This was disclosed in a dispatch from Reuters, top British news agency, to *The New York Times* which reported plans of the Great Western Railway to introduce "automat buffet cars" soon. Coin devices on these railway coaches will vend everything from sandwiches to medical supplies, according to the report.

Full text of the dispatch, carried in *The Times* under the headline "Automat On Trains," follows:

"LONDON (Reuters)—The Great Western Railway plans shortly to introduce automat buffet cars, believed to be the first of their kind in the world, it is announced. Passengers who insert sixpences or shillings in slots will be able to obtain sandwiches, ice cream, soft drinks, cigarettes, stamps and emergency medical supplies."

Large British Railway
No other details were immediately available, but exporters here said that the Great Western is one of the largest railroads in England, operating nearly 9,000 miles of track between London and Liverpool. That is nearly half of Britain's 20,000 miles of trackage. Great Western's Cornish-Riviera Express once held the world's speed record for steam locomotives on scheduled runs after roaring the 118 miles from Padding to Bristol, England, at an average speed of 84.6 miles per hour. The American top for diesels is 84 miles per hour.

Latest report on the Great Western shows it capitalized at 152,000,000 pounds sterling, or nearly \$500,000,000. Before the war, it operated 4,000 locomotives, 10,000 passenger cars and carried 130,000,000 passengers a year, according to British railway reports.

The dispatch would indicate that the British railway is going all-out in its application of the vending machine to train service. Virtually the only machines not mentioned for installation in the (See *Venders On English R.R.'s*, page 92)

Candy Wholesalers Association Boosts Membership to 500

WASHINGTON, Jan. 12.—The new National Candy Wholesalers' Association, Inc., is now temporarily established in offices at 1317 F Street, N. W., Washington, and at the Statler Hotel, according to C. M. McMillan, acting executive secretary-treasurer.

Membership in the new organization is now approximately 500. Last meeting of the group was held in Washington January 4, at which time vacancies in the board of directors were filled and the association's activities for the early part of 1946 were charted.

Plans now call for a convention to be held sometime during 1946 at which time a president and vice-president will be elected and at which time an additional board member for each of the 12 geographical regions will be named. Five additional board members at large will likewise be named at the convention.

McMillan reports jobbers very interested in the activities of the new group—principal activity being the promotion of fair-trade practices. Manufacturers and salesmen, he said, have also expressed interest in the group.

Sandwich Maker on Patent List Perks Interest of Trade

WASHINGTON, Jan. 12.—Announcement of a reportedly successful hot sandwich vending machine was followed this week by the patenting of a sandwich-making machine by Bengt A. Arvidson, Villa Park, Ill. Patent was assigned to Miller Wrapping and Sealing Machine Company, Chicago.

According to a description and diagrams filed by the inventor with the U. S. Patent Office, device consists of two tables of different heights. A conveyor with pockets for bread slices moves along the higher table. As the bread passes down the table, every other slice is covered with sandwich spread or whatever filling is being used. When the bread drops to the lower table, the coated slice falls first. Then the plain piece of bread drops on top it.

Operators' Aid
Some sort of sandwich-making device undoubtedly will come into wide use with development of sandwich vending machines. Work of preparing sandwiches for even a small route of, say, 50 to 100 vending machines would be heavy without mechanical aid.

From the description, however, Arvidson's device does not appear to be readily adaptable to meat-filled sandwiches such as hamburgers and hot dogs. Also difficulty might be encountered in the use of buns, which are the most popular bread for these sandwiches.

For vending machine operators, any sandwich-making also should have a cellophane or oilpaper wrapping machine attachment. Only by moisture-proof wrapping could sandwiches be kept salable. Such attachment, of course, may be added to Arvidson's machine by assignors of the patent, who now manufacture wrapping and sealing devices.

U. S. Cigs Drop In Price for Mexico Buyer

MEXICO CITY, Jan. 12.—American cigarettes have returned to Mexico in quantity and as a result the price—which had jumped during the war-shortage years—has taken a decline.

Lucky Strikes are now selling for one peso, equivalent of 20 cents in U. S. coin. Other brands like Chesterfield, Philip Morris and Old Golds are selling for 1 peso 30 centavos or 26 cents. These latter brands are still somewhat difficult to stock, according to dealers.

Even when U. S. buyers were bemoaning the acute shortage of smokes, Mexican dealers had U. S. standard brand cigarettes on their shelves, but the prices were very high.

Mexican cigarettes, of which there are countless brands, continue to sell for (See *U. S. Cigs Drop on page 88*)

Mexican Taste for Soft Drinks Rises

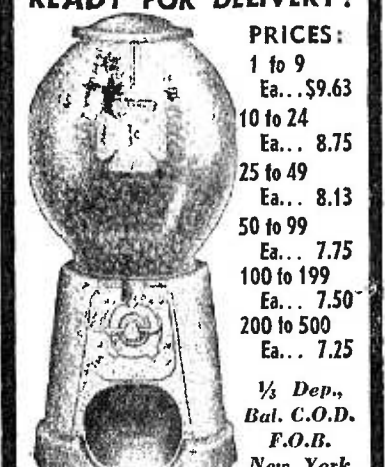
MEXICO CITY, Jan. 12.—The average Mexican citizen consumed 30 bottles of soft drinks during 1944, according to figures just released by the Mexican government. These figures represent a sizable increase over pre-war business.

In 1940, 13,000,000 pesos of soft drinks were produced. Four years later, this figure had jumped to 54,000,000 pesos. Mexican bottlers put up 600,000,000 bottles of soft drinks during 1944.

Much of the rapid growth of the soft drink business is attributed to American producers moving into the country and using streamlined advertising methods to promote their products.

No figures are available on the number of soft drink vending machines in use in Mexico, but vending machines have constituted a noticeable part of U. S. exports.

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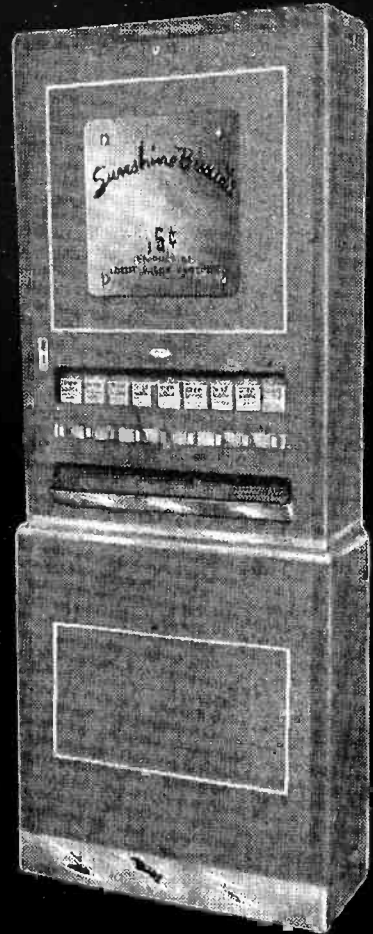
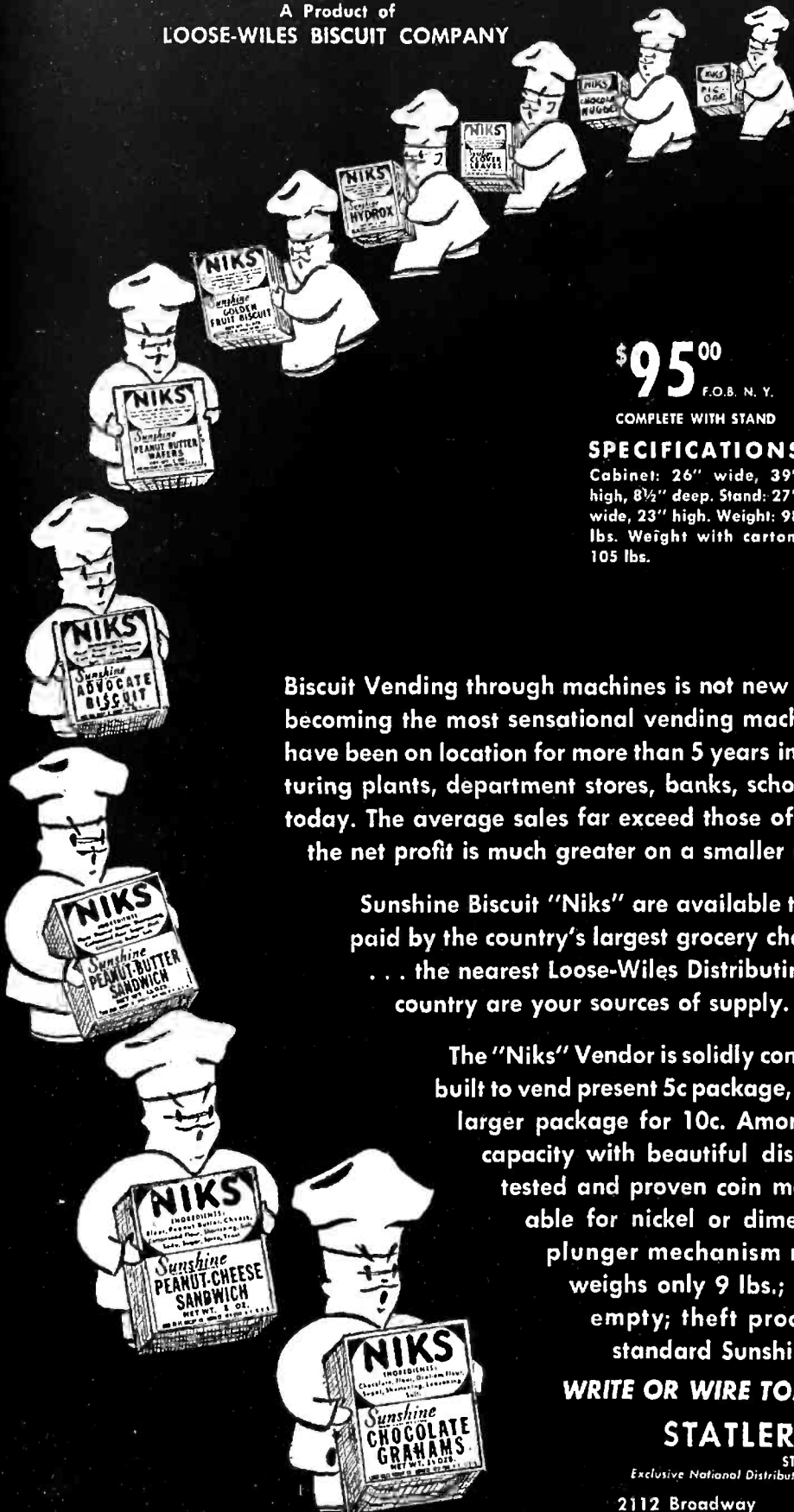
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Biscuit Vending through machines is not new . . . the war merely interrupted its becoming the most sensational vending machine producer in history. Machines have been on location for more than 5 years in New York's leading manufacturing plants, department stores, banks, schools, etc., and are as good as new today. The average sales far exceed those of cigarette or candy machines and the net profit is much greater on a smaller investment.

Sunshine Biscuit "Niks" are available to the operator at the lowest prices paid by the country's largest grocery chain. You don't have to carry stock . . . the nearest Loose-Wiles Distributing Centers located throughout the country are your sources of supply.

The "Niks" Vendor is solidly constructed for indefinite long use... built to vend present 5c package, a smaller package if necessary, or larger package for 10c. Among its other features are 135 pack capacity with beautiful display variety for increased sales; tested and proven coin mechanism and slug ejector adjustable for nickel or dime; simple servicing . . . 9 column plunger mechanism removable without a screw and weighs only 9 lbs.; columns automatically lock when empty; theft proof; finished in baked enamel in standard Sunshine Biscuit Red and Blue.

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STATLER DISTRIBUTORS, INC.

STATLER MANUFACTURERS CORP.

Exclusive National Distributors of Loose-Wiles Biscuits ("Niks") to the Coin Machine Trade.

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New York 23, N. Y.

Push-Button Case for Frosted Food Announced by Penn Firm

GLENSHAW, Pa., Jan. 13.—Frosted Food-O-Mint Company here has developed a new type of self-service cabinet for automatically delivering one to 20 kinds of frozen foods by the push of a button.

Company says that the machine is "so unique and revolutionary that nothing even remotely approaching its many features have been manufactured before."

Coin machine men viewed the machine as one more step toward eventual sale of frozen foods thru coin-operated equipment. From the manufacturer's description of the Food-O-Mint, it could be easily adapted to coin operation, since the selective push-button control and automatic ejector is already incorporated in cabinet's present features.

Eases Shopping

Main reason for developing the unit, according to the manufacturer, is to satisfy small store owners' demand for a cabinet which "would make shopping for

frozen foods as easy as selecting packaged goods from retail shelves."

New machine, firm claims, "makes it unnecessary for customers to search and grope for their favorite fruit or vegetable in the cold lower regions of a storage compartment."

New unit, say its makers, also provides a display section where the would-be customer can see the actual goods he wants to buy. Firm points out that this acts as a sales stimulus.

Precaution against defrosting of the cabinet's walls has been taken by a patented air-conditioning principle, says Food-O-Mint.

Machine itself is a compact, streamlined unit, with a row of 20 selector buttons, each labeled with a particular brand and kind of frozen foods. Delivery channel is a wide ledge, just below the selector buttons on the face of the machine.

Latest research indicates that the old type of "reach-in" self-service cabinet (See Push-Button Case on page 88)

Canadian Op Has Supply Problem, Too

Candy, Gum Short

ST. JOHN, N. B., Jan. 12.—Manufacturers and bottlers of carbonated beverages had a difficult time coming thru the holiday season, since they are still severely handicapped by a lack of sugar. Operators and distributors estimated that sales volume was at least 10 per cent under what it normally would have been if soft drinks had been available.

Quantity of candy was likewise 10 to 15 per cent below demand, and disorders arose over sales of candy in some places as customers attempted to get their share of what little candy was available.

Representatives of sugar producers have complained that the Canadian sugar ration is no longer necessary as there are now immense stocks of sugar which constitute a glut on the market because of the government's sugar selling restrictions.

Quotas Continue

Manufacturers of soft drinks and candy are both continuing to distribute their products on a strict quota basis, and this includes those distributors who supply products for coin-operated vending machines. All operators and distributors are affected by the shortages.

Nuts have become slightly more plentiful, but the increase is only a minor one (See Canadian Ops on page 88)

Factory Output Takes Upswing

CHICAGO, Jan. 12.—U. S. industrial production index climbed six points in the week ended January 6 to 152.9 per cent of the 1935-'39 average. Standard & Poor's Corporation, business reporting service, announced.

This compared with 146.5 for the preceding week and 215.1 per cent for the same week of last year.

At the same time, the iron and steel industry reported that it had increased its pay rolls \$1,500,000 in November, adding 10,300 workers to its labor force. This brought the industry's total pay roll to \$32,600 workers, compared with \$21,700 in October and \$64,200 in November of 1944.

In the week ended January 8, the index of wholesale food prices declined slightly, according to Dun & Bradstreet, Inc., dropping the cost of 31 items to \$4.14, compared with \$4.15 the previous week, and \$4.09 a year ago.

The Census Bureau reported that U. S. unemployment had reached 2,020,000 workers in the week ended December 8. This was an increase of 310,000 over the last week of November, and it left the total U. S. working force at 51,810,000 persons.

Meanwhile, Walgreen Company, drug store chain, reported that its total sales

rose 14.3 per cent in December over the same month of 1944, but its sales for the year were \$122,129,803, up only 1.5 per cent from 1944. Most stores specializing in small items, however, showed increases matching or exceeding the 5.1 per cent reported by J. J. Newberry Company. Mercantile Stores, Inc., reported a jump of 26.1 per cent for the first 11 months of 1945.

HERE'S THE WAY TO BIG CASH PROFITS



ALL ELECTRIC — COMPLETELY AUTOMATIC. Specify 5c or 10c COIN OPERATION. ELMINATE THE ATTENDANT. BEAUTIFUL DESIGN: Designed to harmonize with the finest of fixtures. Brilliantly illuminated. Passably and customers stop, unharmed and BUY.

AUTOMATIC OPERATION: Fully automatic, it feeds the coin, pops it, seasons it and delivers it to your customer hot and fresh. Continuous operation for 10-hour period costs less than 10¢ for power.

STURDY CONSTRUCTION: Sturdy construction of the best material available, the Popmatic is built to endure and to give many years of trouble-free dependable service.

DIMENSIONS: 60" Height, 15" Width, 15" Depth. Shipping Weight, 150 lbs. CAPACITY: Size of Bag of Popcorn varied can vary from 6 to 12 oz. size.

\$149.50

F. O. B. Cambridge, O. Full Remittance With Order

SUPPLIES FOR POPMATIC
EXTRA HEATING ELEMENTS. Ea... \$ 5.00
POPCORN. Per lb..... 14½¢
GLASSINE BAGS. Per 1,000..... 2.50
POPPING OIL (Packed 6 Gal. Per Case). Per Gal..... 2.50

THE P. K. SALES CO.

6th AND HYATT AVE., CAMBRIDGE, OHIO

VENDS THEM ALL

CANDY · GUM · CIGARETTES
PACKAGED PEANUTS · COUGH DROPS
5c · 10c · 15c · 20c · 5c · 10c · 15c · 20c
CIGARETTES · PACKAGED PEANUTS
5c · 10c · 15c · 20c · 5c · 10c · 15c · 20c
GUM · CIGARETTES · MINTS · CANDY
PACKAGED PEANUTS · COUGH DROPS

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ATTENTION CANDY MACHINE OPERATORS

IMMEDIATE DELIVERY
5c BAGS
SALTED PEANUTS

These delicious blanched salted peanuts are in great demand, yet we can fill all orders immediately. Glassine, heat-sealed bags contain 1¼ oz. Packed 30 5c Bags to Display Box. 21 Boxes to Shipping Carton. Price 85c Per Box.

Packed 100 5c Bags to Box. 6 Boxes to Shipping Carton. Price \$2.85 Per Box.

Terms: 1% 10 Days to Rated Accounts. If Not Rated—Cash With Order. Minimum Shipment, 2 Cases—Weight 100 lbs.

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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.

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We will carry a complete stock of U-Need-a-Pak parts at all times—as well as Keys, Locks and Mirrors.

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ALL MAKES & MODELS OF CIGARETTE & CANDY VENDING MACHINES

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NOW AVAILABLE GET STARTED
Be independent. Steady income. Write for prices. Liberal allowance for old machines
"Advanced with Advance."
THOMAS NOVELTY CO.
1572 Jefferson Paducah, Ky.

Hope for Easing of Sugar Shortage April Revived

WASHINGTON, Jan. 12.—New hope for an easing of the still critical sugar shortage appeared as government officials announced that talks with the Cuban sugar commission will start soon here.

Trade optimism, however, was quite restrained, with most forecasters seeing no improvement before March 1 and only a gradual easing after that.

Forecasts were based on estimates that United States imports of sugar in 1946 would reach 6,000,000 tons compared with last year's total imports of 4,850,000 tons. Added to a domestic crop of beet and cane sugar forecast at 2,400,000 tons, the imports would bring total sugar available in the country to more than 8,000,000 tons before foreign relief shipments under United Nations agreements are taken out.

Under 1941

Estimators figure that even after these relief shipments, something like 6,000,000 tons should be left for United States domestic consumption. That would be about equal to consumption in 1944, but still well below the 8,000,000 tons United States sugar users got in 1941. Consumption last year amounted to only 5,400,000 tons.

Cuba, of course, will be the major source of American sugar this year as it was in 1945 when imports from the island to this country totaled 3,127,000 tons. Of the remainder, 903,000 tons came from Puerto Rico and 729,000 from Hawaii. Philippines are not expected to get into production before harvesting of the 1948 crop.

This year sugar importers expect to get 4,100,000 tons of the Cuban crop, now estimated at 4,700,000 tons, and 1,000,000 tons from Puerto Rico and 800,000 from Hawaii.

Outlook for domestic production also has brightened. Louisiana and Florida cane fields are expected to produce 550,000 tons, and the beet fields of California, Utah, Michigan, Colorado, Wyoming and Nebraska may yield as much

as 1,900,000 tons. But the beets are not yet even in the ground. This year's beet crop, now going thru the refineries, is estimated at 1,200,000 tons.

Small Increase

These figures add up to the hope that American sugar users—both housewives and such industrial users as bottlers, candy makers, gum makers and other confectioners—may get a small increase in their rations. Some observers think that this might amount to 20 per cent for the commercial users.

This same observer predicted that by the last quarter of 1946 the ration for commercial establishments might be up to 100 per cent of 1941 usage instead of the present 50 per cent.

Reports from Russia are that the 1945 sugar beet harvest is lagging 12 per cent behind the government's schedule, but acreage planted was up to 2,000,000 acres. Planting compared with 2,000,000 in 1944 and 2,900,000 in the last pre-war year, 1938.

W.L.Kruppenbacher To Head Mars Candy

CHICAGO, Jan. 12.—W. L. Kruppenbacher was elected president and chairman of the board of directors of Mars, Inc., to succeed the late Mrs. Ethel V. Mars. H. H. Hoben was named executive vice-president to succeed Kruppenbacher. Hoben will continue in his present capacity as general manager and secretary.

Elected directors to fill the vacancies left by the death of Mrs. Mars and retirement of C. R. Brandon were R. E. Kilbourne, and H. F. Zoelck, who also was appointed comptroller. V. H. Gies was named director of sales and advertising; J. B. Beck, credit manager; L. R. De Tosia, Western sales manager, and B. A. Bouchard, Eastern sales manager.

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.

OPERATORS!
Send for **LOW PRICES**
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Also Get Full Information About Vending **SALTED CALIFORNIA ALMONDS**
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VICTOR'S MODEL "V"
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.
\$10.50 EACH

CHARMS
Fine asst. selection.
\$4.00 per thousand.
1c and 5c Combination Coin Counters—\$1.25.

STAMP FOLDERS
For Shipman, Schormack, Victory, New York.
10M — \$4.85.
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STAMP MACHINES
New 1946 Duplex 4c & 3c Models.
\$30.00 complete.
20% Disc. in Lots of 10.
Shipman Stamp Machines, \$24.50 Each.
We buy Postage Stamp Machines.
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CIGARETTE—PEANUT—CANDY—DRINK
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We deal in all types and makes of Vending Machines, such as Rowe, National, Unsedapak, DuGrenier, Stonor, Northwestern, Flugelink, etc. If we don't have it we can get it for you. If you want to get rid of surplus equipment we can help you. Send list, stating model and condition. No deal too small. No deal too large.

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Glancing Backward . . . WHILE MOVING FORWARD
DUGRENIER DEVELOPED THE NEW



Challenger

Behind DuGrenier merchandising equipment are bright ripples of achievement reaching back many years. However, past performance is but a guide to the future . . . a pattern for still better accomplishment for the operator.

In designing the CHALLENGER we were glancing backward while "MOVING FORWARD" and combined all the fine features of past models with newer, war-born innovations to form the soundest, hand-somest and most complete cigarette merchandising machine we've ever built.

YOU MUST FIRST SEE THE DUGRENIER CHALLENGER—A COMPLETELY NEW MACHINE!

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OFFERS: SPECIALS

Pages Races, Brown Cabinet, A-1 Mechanically \$125.00
 Jockey Club 200.00

MUSIC

Rock-Ola Imperial 20-Record \$225.00
 Wurlitzer 412 Mechanism Complete with Motor 29.50
 Wurlitzer 618 Cabinet, Like New 35.00
 Gables 24-Record Mechanism with Tone Arm 35.00

CONSOLES

5¢ Super Bells, Comb. F.P., C.P. \$240.00
 5¢ High Hands, Comb. F.P., C.P. 175.00
 5¢ Bob Tall, Free Play 95.00

SLOTS

10¢ Mills Bonus \$225.00
 5¢ Mills Red Front 125.00
 5¢ Mills Q.T. 75.00
 5¢ Mills Vost Pocket, Green 42.50
 5¢ Mills Wolf Heads 34.50
 5¢ Poco Gemet, F.V. 49.50
 Millink Double Safe Cabinet 55.00
 Mills Metal Safe Stand 12.50
 Mills Metal Stands 4.50
 Mills Q.T. Metal Stands 4.50

PIN GAMES

Rally Beauty \$29.50 | Score-a-Line \$44.50
 Hit the Jap. 42.50 | Striped Ball . 32.50
 Metro 49.50 | Paradise ... 49.50

COUNTER MACHINES

Penny Claretto \$ 5.00
 1/3 Deposit with All Orders, Balance C.O.D.

JAY MUSIC CO.
 41 So. Main Street Haverhill, Mass.

Plastics on Scarce List

Steel, lumber, glass also reported hampering output of amusement machines

CHICAGO, Jan. 12.—Despite the continued delay of the allied industries in getting essential materials such as glass, steel, lumber and plastics to coin machine manufacturers, new machines are being readied for assembly and shipment to distributors in nearly every plant.

Manufacturers here have advanced production as far as possible without the parts which are made from the materials now being held up by shortages of manpower and squabbles between labor and management. A survey of pin game manufacturers and makers of other amusement machines has revealed that in many cases if it were not for the delay in production of plastics, steel and small motors there would now be a greater quantity of new coin machines flowing to distributors and operators.

In Chicago alone, pin game manufacturers who use many plastic parts are being forced to hold up shipment of games until these essential parts are delivered. In other plants a shortage of small motors is holding full production schedules down until a more plentiful supply appears. Glass and lumber are not as plentiful as promised for this period.

Lack Skilled Men

Trade authorities pointed out that these material shortages which are harassing the industry manufacturers can be laid to the shortage of manpower generally, as well as the demand and scarcity of skilled labor in the steel and plastic industries particularly. It was also mentioned that trade strikes in the steel, lumber and tool and die fields were contributing considerably to the lack of required parts and materials.

These same authorities brought to notice the fact that expanded demand by automobile, radio and electrical appliance manufacturers in addition to innumerable manufacturers of other products using materials essential to the manufacture of coin machines, causes a wider spread of the supply on hand. Thus, what expectations coin machine manufacturers might have had for materials are defeated thru this additional demand. It is the opinion of some trade authorities that the government to some extent is favoring the allocation of short materials to manufacturers producing essential household items and products other than those of an amusement nature such as coin machines.

Promise for an easing up of the lumber situation is not so sure at this time, according to a recent report of the Civilian Production Administration.

Lumber Scarcity

Their report revealed that "the root of the trouble contributing to the decline of lumber production since September lies in the wage and price problems which prevail in several of the major producing regions."

It was also stated that the production of 2,200,000,000 board feet in September was 22 per cent below the 3,000,000,000 a month for 1941. In August the drop in lumber production was 18 per cent below the September output, the most severe decline between successive months since the war began.

"This poor showing," according to the CPA report, "has been attributed to a drainage of labor away from the lumber industry to harvesting activities and to an increasing number of mill shut downs reportedly due to wage and price problems. Strikes on the West Coast did not affect September production greatly, since it started only in the last part of the month."

October production, normally the second highest month of the year, was even worse, the report added.

Optimism for the lumber situation was the keynote in the summer of 1946 when

the military forces alone canceled more than 1,000,000,000 feet of orders calling for fourth-quarter delivery with probably an equal amount to be removed from advance order files by their contractors. The breathing spell needed, according to the government, to begin the rebuilding of stocks has not materialized and the CPA has recommended simultaneous individual actions by all government agencies concerned.

Plastics Problem

The plastic problem now confronting the coin machine manufacturers, altho slowing complete assembly of machines, is not as acute as the lumber situation. Plastic companies lay the blame for shortages to the tool and die trade which has been on strike for the past two weeks. With these skilled workers on strike the production of plastic molds has stopped, and coin machine manufacturers are forced to delay assembly and final shipment of machines.

Executives of leading plastic raw material companies state that by June or July their production of plastic powder will be sufficient to supply almost any customer. One firm predicted that by July many of the plastic companies now building larger plants will be ready for full-scale production, and the expected settlement of strike situations by then will enable them to swing into many backlogged orders.

Coin machine firms have been using sheet plastic, and several of the music manufacturers have been buying indirectly from plastic manufacturers. But presently most of the plastic bottlenecks have been in lenite, which is used for pin table bumpers. Plastic company executives and amusement games manufacturers hasten to report that there has not been a complete stoppage—only a slowing down of deliveries. This slowing-down of plastic material is not able to keep up with assembly line production and thus the firms feeling this shortage are holding many of their machines on the side for completion until the plastic bumpers arrive from the molding firms.

Little Color Choice

Another large producer of raw plastic powder reports that at present, due to labor shortages in their field and strikes of skilled workers, they are only getting about 25 per cent of the normal supply of materials they can use. This firm also reported a shortage of equipment both in the raw material plastic plants and molding firms.

Another phase of the plastic situation which concerns the coin machine trade considerably is the practice of some raw material plastic firms limiting their powder production to only the most desired colors. Thus, coin machine manufacturers who design vari-colored bumpers and sheet sections for machines are having longer delays in deliveries if their orders do not fall in the "most desired" categories.

Just prior to the war many of the leading coin machine manufacturers used plastics in the production of amusement games and jukes, and a recent survey reveals that many of the leading engineers in the trade plan on extending this usage.

In the main, plastics in coin machines are being used for ornamentation and light effects. Widest use of plastics has been in jukes, where even speakers have been made of the substance.

W. S. Landes, president of the Plastic Materials Manufacturers' Association recently reported that the U. S. output of plastics has been more than trebled since 1939. He also added that an additional growth of 20 to 25 per cent is expected for the next few years. In 1944 manufacturers produced \$332,000,000 worth of raw materials compared with \$78,000,000 in 1939.

Should the strike situation clear up within the next month in the lumber and plastic industries, assurances that coin machine manufacturers can swing into full production hinge on the production of equipment and availability of manpower to move essential materials to manufacturing plants. Despite these uncertainties, without exception, coin machine manufacturers and distributors are highly optimistic for the near future and hold high promises that the flow of new machines will be unstoppable by the fall of the year.

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Gold Star \$ 39.50
 Joep, Rev. 119.50
 Marvel Base-ball 115.00
 Eagle Squadron 125.00
 Gottlieb 3 Score \$ 35.00
 Paratrooper 105.00
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 Bombardier, Rev. 115.00

SLOT MACHINES & CONSOLES

5¢ Cherry Bell, Original Cabinet, Refined \$175.00
 5¢ Blue Front, Original 150.00
 Junbo Parade, C.P.O. 135.00
 Junbo Parade, F.P. 98.00
 Big Game, F.P. 85.00
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A. M. I. Hi-Boy, 40 Selection ... \$395.00
 Rock-Ola Bar Boxes, 4 1520, 5¢-10¢-25¢ 42.50
 Seeburg Wallmatic, W577 Wireless 7.50
 All Machines Carry Market Guarantee.
 Want to buy Phonographs all makes and models. Send us your list.

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FOR SALE FIVE BALLS

- 1 Band Wagon.....\$ 20.00
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GUNS

3 Shoot the Japs. Each.....\$ 60.00

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1 Mills Throne.....\$235.00
 1 Four Gun ABT Rifle Range with Four Brand New Guns..... 750.00

1/2 certified deposit with order

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CHROME COLUMBIA BELL
 Convertible to Penny, Nickel, Dime and Quarter Play in Five Minutes.
 Parts Included.
 Price \$169.50

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\$650.00 takes the entire lot as listed above.
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UNDERSEA RAIDER . . . HOLLYWOOD
NEW PACKARD WALL BOXES.

Air Raider	\$140.00
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Eureka One Ball, F.P.	79.50
Shoot the Jan	114.50
Shoot the Officers	99.50
Jolly	39.50
Eureka, One	56.00
Ball, F.P.	\$59.50
ABO Bowler	64.50
Wildfire	56.00
Lead-Off	49.50
Power House	49.50
Marvel Baseball	89.50

For Complete List of Five Ball, Free Play Games—Write.

Want All Types Phonographs. Give Serial and Make.

Terms: 1/2 Dep. With All Orders, Bal. C.O.D.

International Coin Machine Distributors
2115 Prospect Ave. CLEVELAND 16, O.
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Small Business Capital, Credit Chances Surveyed In Commerce Dept. Study

Tells Best Sources To Meet Investment Needs

WASHINGTON, Jan. 12.—Of interest to the coin machine trade is an explanation of how small businesses may obtain credit and capital for sound business ventures. Information is contained in a bulletin on "Credit Sources for Small Business," issued this week by the Department of Commerce.

Private commercial banks are still the main source of business credit, the bulletin says, and small businesses have even more reason to turn to their banker for credit help than have large companies which have increasingly relied on internal financing and on the issuing of securities to meet their capital and credit needs.

Bulletin discusses in detail the types of credit extended by many diverse institutions such as banks, industrial banking companies, small loan companies, sales finance companies, miscellaneous finance companies, insurance companies, equipment manufacturers, wholesalers, individual investors, investment bankers and the various government agencies.

Banks Top Source

Many banks are now setting up special small business departments, according to the bulletin which states that in the choice of a bank the small business man should "choose a banker who possesses character and leadership, one who is willing to assume a risk providing there is a reasonable chance of repayment; a progressive banker, one who is alert to current industrial trends, willing to make loans for new products and more efficient processes."

The bulletin goes on to say that "Such a banker knows that in a world of rapid change, risk is a matter of careful analysis, not merely of traditional soundness."

Community bankers, who more often than not are small business men themselves may be more receptive to the needs of the small business man than the larger city banker, the bulletin says. Sometimes, however, the larger banks quote more favorable rates, and the best procedure is to compare.

Urges Frankness

Once the small business man has chosen a banker, he should consult him frequently, visiting him at his office and inviting him to return the visit, according to the bulletin's advance.

The bulletin adds, "Show him around. Invite him to look over your books. Freely explain your plans to him, especially if they involve expenditures out of

the ordinary. Do not try to conceal difficulties from him. It is part of the banker's code not to betray confidences. Mutual frankness is the first basis of good banking relations."

Business men who can qualify should be able to turn to their bank for one of the following types of loans, according to the bulletin: characters loans, term loans, installment loans, loans on accounts receivable, loans secured by warehouse and field warehouse stocks and equipment loans.

Discussing the difficulty which small businesses often encounter when trying to secure adequate credit is also discussed, and the bulletin points out that "small concerns have often had to resort to the unsound practice of using renewable short-term commercial loans for working capital, for long-term reasonable capital or even to take the place of fixed long-term capital."

Bulletin's advice is that a business man is justified in seeking a loan when he can use it to cut costs or otherwise increase efficiency by more than the cost of obtaining the additional funds, but he should not forget that "other things being equal the company that gets the credit it needs at the least expense wins."

Copies of the booklet may be obtained from the Superintendent of Documents, Washington 25, D. C. or from Department of Commerce field officials at 15 cents per copy.

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All above Machines have Knee Action, Club Handles and Drill Proof.

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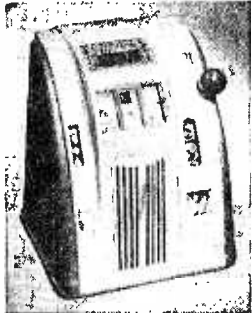
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1000	25c J.P. Charley	Avg. \$52.04	\$1.15
1000	5c J.P. Charley	Avg. 52.04	1.22
1000	25c J.P. Charley, Th. Seal	52.04	1.38
1000	10c J.P. Ready Money, Seal	50.70	1.79
1000	10c J.P. Ready Money, Jumbo	50.70	1.98
1000	25c J.P. Texas Charley	102.28	2.29
1000	5c J.P. Bin Forty, Jumbo	\$24.25	\$1.88
1184	5c J.P. Bling, Jumbo	27.79	2.39
1000	5c J.P. Beat This Card, X.T.	33.00	2.59
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1280	5c J.P. Girilo, X Thick	35.10	2.98
1900	5c J.P. Lulu, X Thick	31.75	2.80
2170	5c Tab. Rd. Wh. Bl. Tickets	\$38.00	\$1.19
2170	5c Banded R.W.B. Tickets	38.00	1.69
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2 5c Mills Brown Front, C.H., S.J.	125.00
3 10c Mills Blue Fronts, C.H., S.J.	145.00
1 25c Silver Chrome, Rob. MA, 2-5 PO	180.00
2 5c Jennings Chiefs	90.00
3 5c Jennings Silver Chiefs	125.00
4 5c Jennings 4-Star Chief	100.00
3 10c Jennings 1 Star Chief	110.00
1 10c Jennings Silver Chief	135.00
1 25c Jennings Silver Moon Slot, 2-5 PO	195.00
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2 10c Pace All Star Blue Fronts	79.50
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4 Columbia Slots, Convertible 5c-10c-25c	59.50
1 1c Pace Slot	39.50
1 1c Mills Wolf Head	29.50
2 5c Mills Wolf Head	49.50
1 10c Mills Wolf Head	49.50
3 Mills & Betts 4-5c. Orig. Ser. 2500	375.00
40 Mills & Chicago Metal Safe Lead Stands	9.00
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Bally Royal Draw 105.00	Keeney Super Bell, 5c. 310.00	Paces Races (Brown) 175.00
Quillo Roulette, 25c. 275.00	Super Bell, 25c. 395.00	Paces Tw. Reels, 5 & 10 325.00
Ev. '40 Pacer 285.00	4 Way Super, 3/5 & 25 650.00	Paces Twin Reels, 5 & 25 395.00
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R. E. Nagler Named Frozen Food Expert

CHICAGO, Jan. 12.—R. E. Nagler, formerly vice-president of Freezer Foods, Inc., has joined the Bob White organization, of Chicago, as a specialist in retail frozen food distribution, it was announced.

Before coming to Freezer Foods, Nagler was assistant to Maurice Karker, chairman of the War Department Price Adjustment Boards in Washington. Prior to that, he was an executive with Jewel Tea Company until 1943.

U. S. CIGS DROP

(Continued from page 82)

very little. Price range on the Mexican cigarettes run from 5 centavos (1 cent) to 60 centavos (12 cents) per pack.

Meantime, the Mexican government has released official figures on the 1944 tobacco crop which was valued at \$91,000,000. The 1940 tobacco crop, according to government spokesmen, was valued at only \$69,000,000. Capital value of the Mexican tobacco industry is estimated at \$116,000,000, and the industry employs some 4,500 people in the production of crops.

Government officials revealed that 5 per cent of the total Mexican tobacco crop was used in the production of cigars, while the rest went into cigarettes. Government also announced that the cigarette output has now reached the saturation point and that no new cigarette factories may be built without special permission.

In addition to the large home crop of tobacco, Mexican dealers imported 33,000 pounds of tobacco from outside sources. Mexican tobacco exports to other countries was listed at 4,000 pounds.

CANADIAN OPS

(Continued from page 84)

and demand continues to exceed supply. Operators report that the quality of many products available for use in vending machines during the years just past was below par. This included candy, soft drinks, nuts, popcorn, gum and potato chips.

The operators are now hopeful that the quality, as well as the quantity, of these vending products will be raised. They are reported particularly concerned about the quality of popcorn.

Potato Chips Sell

Indications are that potato chips will get more attention than ever before because of the loss of the wartime British market for dried potatoes. Contracts which the British Government had entered into for potato processing in the provinces have been curtailed or canceled, and the outlook indicates that no additional contracts will be made for this product.

Potato chips are likely to come in as leading selling items thru coin machines until such a time as standard brand candy returns in quantity. Now that the labor shortage is ended, only problem still facing candy makers and soft-drink bottlers is the lack of sugar.

PUSH-BUTTON CASE

(Continued from page 84)

is not too practical for frozen food. Opening and closing of the lid or the door of such a unit leaves in too much warm air which causes the temperature in the cabinet to vary.

Convenience, of course, points to the use of the vending machine as a sales device for frozen foods. Vender, with multiple push-button selectivity, eliminates the necessity of searching thru a number of cartons of frozen foods to find the type of merchandise in which the customer is interested.

The vendors would likewise save the store owner's time, since he would only have to place the item in a package. This slight inconvenience, too, might be overcome simply by placing a stack of paper bags at convenient spots where the customers can place their merchandise for carrying home.

FINEST BUYS THIS SIDE OF COIN ROW!

PHONOGRAPHS

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Wurlitzer 24 289.50	Wurlitzer 800 489.50
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Wurlitzer 600R, Leather Rebuilt 439.50	Seeburg Plaza, Cellar Job, Remoto 310.00
Wurlitzer 600R 399.50	Seeburg Vogue 399.50
Wurlitzer 600R, Acme Rebuilt 439.50	Rock-Ola DeLuxe 379.50
Wurlitzer 800K 489.50	Mills Throne 289.50
Wurlitzer 42/24 Victory 459.50	Mills Empress 335.00

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Wurlitzer 818 Lite-Up 175.00	Rock-Ola Standard 285.00	Rock-Ola Master 325.00	
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44 inches high, all welded steel construction. Easy to grip handle, easy to maneuver with one hand. Four cross sections for extra weight. 5-inch solid rubber cushion tread wheels. Sage green finish. 19 lbs. weight convenient to take long along in the car.

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Galloping Dominos, Brown Cabinet ... 99.00
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DATED FEB. 23, 1946

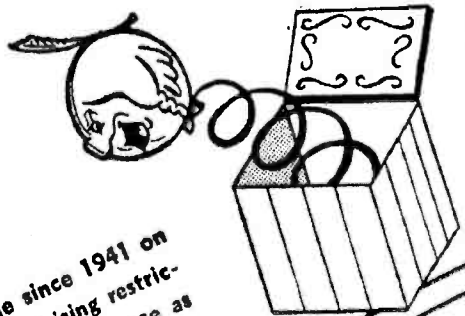
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Coin Trade Ready as Peak Peacetime Year Predicted By U. S. Economists in 1946

Business Plans Spending \$12,000,000,000 to June 30

CHICAGO, Jan. 12.—Coin machine industry, like all other commercial enterprises, will face many difficulties this year, but the trade expects to share fully in a business upsurge which economists predict will make 1946 "one of the best peacetime years in history."

Leading off the forecasts was Harvard University's noted and usually cautious professor of economics, Sumner H. Slichter. He forecast recently that "the year 1946 will give the people of the United States the highest standard of living that they have ever enjoyed."

Optimism has the backing of big cash business. From manufacturing firms came reports of plans to spend a total of \$4,500,000,000 on plants and equipment in the current fiscal year, ending June 30. Department of Commerce reported that these firms will spend an equal sum in the same period for goods and services, including \$2,800,000,000 for inventories. These totals are roughly three times the 1937-'40 average and a half more than was spent on these items in 1929.

Railroads and public utilities such as gas and electric companies are planning similar outlays which are expected to total \$1,500,000,000 for the current fiscal year.

Consumer Demand

Behind all this activity lies a tremendous pent-up consumer demand for all types of products from peanuts to automobiles, including millions of dollars worth of the items and services that coinmen have to sell. And Americans today have the cash to satisfy their wants.

U. S. savings in the form of bank deposits, government bonds and cash were reported at year's end to total more than \$100,000,000,000. And their debts, in the form of consumer credit, was down to \$6,000,000,000, compared to \$10,000,000,000 at the outbreak of war.

In Chicago, for instance, savings deposits alone of 38 national banks rose to \$844,882,000 as of December 31, 1945. This was an increase of over 12 per cent in the six months since June 30, 1945, when savings in the same banks amounted to \$750,438,000. Twenty-one Milwaukee banks reported a similar increase with savings accounts totaling \$231,036,000 year's end.

Savings in the Chicago bank amounted to more than 10 per cent of total deposits and were equal to three-fourths of total loans and discounts outstanding. Milwaukee savings equal more than

20 per cent of total deposits and were nearly double outstanding bank loans. Figures indicate plainly that both business firms and the ordinary citizens are so well-heeled that they are finding comparatively little need for resort to bank credit.

Borrowing Rise

But Winthrop W. Aldrich, chairman of the Chase National Bank in New York, said that his bank has had a big increase in borrowings by business firms since start of reconversion. National City Bank of New York reported a similar upturn in business loans. It also reported that its special department for loans to veterans has made 2,500 advances to former servicemen for personal and business use.

Westerners were equally optimistic. A. P. Giannini, founder of the Bank of America National Trust and Savings Association—Chase National's rival for world's biggest bank title—declared flatly, "the West hasn't started yet."

R. G. Follis, president of Standard Oil Company of California, said, "We're optimistic because the slump we thought might come doesn't seem to be developing."

The Follis observation was by A. F. Hinrichs, acting commissioner of labor statistics, who reported "we no longer need to fear for 1946 a slowing up in rate at which income is spent or invested." He said unemployment is far less serious than was expected before V-J Day, but production in many lines is picking up only slowly. He blamed the slowness in business pickup on the caution of business men who are in the "process of feeling out the economic situation."

Appliance Outlook


R. C. Cosgrove, president of the Radio Manufacturers' Association, forecast the "busiest year in history" for the radio and electrical appliance industry. Whipple Jacobs, president of the Balden Manufacturing Company, predicted that 1946 production might surpass the record of 1941, when 66,000,000 units of electrical appliances were produced.

The national income, which zoomed to \$157,000,000,000 in 1945, is expected to shrink some, but economists predict that in 1946 it will still be well above such peak pre-war years as 1927 and 1929.

These factors all point to one of the most prosperous years in history for the coin machine industry in all its branches. As factories and service establishments hum to war-pent needs, vendors, amusement games and juke boxes are bound to tinkle with the drop of coins.

Born in the depression and nurtured in the uncertainty of the war years, the industry has proven its alertness and ability to meet new conditions, and like the 5-and-10-cent store it has but little to fear even from recession.

SAM STERN SAYS . . .



Evans New "TEN STRIKE"

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"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. 26¢ 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. 18 lbs. Send \$10.00 deposit, balance C. O. D., F. O. B. Chicago. Immediate delivery. Each \$49.50.

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BRAND NEW 1946 MILLS VEST POCKET BELLS



\$74.50

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for Road Arcade. Capable up and down and turning full charge. Good proposition to right party. Write

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Keeney Bar Claims, will pay \$2.00 each. Western Lite Jumbo Baseball, will pay top price for ones in like new mechanical condition. Jennings Chrome Slots, 1 cherry pay (no slug proofs), 5¢, 10¢, 25¢ and 50¢ play.

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BOX 934 PORTSMOUTH, OHIO

SALESBOARDS—All Orders Shipped Same Day Received

Holes	Play	Description	Average Profit	Net Price
420	5¢	LUCKY BUCKS, DEFINITE PROFIT	\$ 7.00	\$ 8.25
420	5¢	EASY ACES, DEF. PROFIT, SLOT SYMBOLS	13.00	1.25
520	25¢	EASY FINS, DEF. PROFIT, SLOT SYMBOLS	55.00	1.25
720	5¢	BABY BELL, SLOT SYMBOLS	17.37	1.75
1000	25¢	ALL OUT CHARLEY, DEFINITE PROFIT	60.00	3.25
1000	\$1.00	JACK POT CHARLEY, THICK & PROTECTED	185.30	2.50
1000	5¢	OUT DOOR SPORTS, THICK, JUMBO HOLES	28.40	3.25
1000	5¢	SPOT OF GOLD, THICK, JUMBO HOLES	28.14	3.25
1000	10¢	BIG DIME DOUGH, THICK, JUMBO HOLES	42.75	3.25
1200	5¢	TEN BIG FINS, THIN, JUMBO HOLES	35.20	2.50
1200	5¢	VICTORY BELL, THICK, JUMBO HOLES	38.57	3.60
1200	50¢	TEXAS CHARLEY, THICK & PROTECTED	152.75	8.00

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Large Stock Plain, Tip, Definite, Jackpot, Boards and all kinds of Cigarette Boards, 1¢, 2¢ or 5¢ stating your requirements. 25% deposit with all orders—balance C. O. D.

MICHIGAN CITY NOVELTY CO. BOX 66, MICHIGAN CITY, INDIANA

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New low price on Eastman Direct Positive Paper—1 1/2", \$4.75; 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 sleeves, finger tips, General Electric photo floods. Everything for the Direct Positive Operator.

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WE TAKE THE GAMBLE WHEN YOU BUY FROM US!

Any machine we sell is guaranteed to satisfy or the shipment can be returned prepaid within ten days after delivery for full cash refund or purchase price.

GET OUR NEW PRICES

MILLS GOLD CHROME BELLS
MILLS SILVER CHROME BELLS
MILLS BROWN FRONT BELLS
MILLS BLUE FRONT BELLS
MILLS CHERRY BELLS
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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FOR SALE

Guaranteed Reconditioned Five Ball F. P.'s, Consoles, Slots, One Ball. Plus All the New and Latest Revamped Five Balls, One Ball 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.

NOTE

We do NOT Buy or Sell JUNK

PALISADE SPECIALTIES CO.

498 Anderson Ave., Cliffside Park, N. J.
Phone: Cliffside 6-2892

ALL A-1 RECONDITIONED

Mills Jumbo, P.O. CONSOLES \$125.50
Hi-Hand, Camb. 160.00

COUNTER GAMES

Mills Vest Pocket, Chrome \$ 59.50

ONE BALLS \$ 42.50

Mills 1-2-3, F.P., '39

One-Third Deposit, Balance C. O. D.

WE BUY, SELL AND EXCHANGE.

3147 Locust St. Phone: Jefferson 1644
St. Louis 3, Mo. **CALL NOVELTY CO.**

PIN TABLES

BIG TOP (New Revamp) \$199.50
Flat Top \$205.00 Four Aces \$105.00
Liberty 155.00 Keep 'Em
5-10-20 100.00 Flying 125.00

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.

1/8 Dep., Bal. C. O. D., F. O. B. Phila.

LEON TAKSEN COMPANY

2035 Germantown Ave., Phila. 22, Pa.
Phone: Poplar 3638

FOR SALE

Seeburg Hideaway, rebuilt like new, \$325; A.M.I. Hideaway with 1 Bar Box, 2 Wall Boxes, 1 Speaker and Cable, \$275; A.M.I. Singing Towers, clean, \$325; A.M.I. Streamliner, 5-10-20, \$275. All A.M.I.'s have crystal picture and into style equipment on them. Rock-Ola Wall and Bar Boxes, 5¢, nt \$17.00; Slipman 2 Column 5¢ Hershey Vender, \$19.50; Bennett Needles, \$20 per hundred; Warner 850's, like new, \$795. Want Seeburg 9800 and 3800 or Envoy E.C.E.s, will trade. Also have Baldi Undersea Italdier in stock at \$830.50. 1/8 deposit.

G. N. Vending Company

683 W. Broad Street COLUMBUS 8, OHIO

Machine Exports Rise as Distributions Clear Showrooms

CHICAGO, Jan. 12.—Rush of distributors throughout the country to make room for new equipment when it begins to flow from manufacturers' assembly and production lines has caused considerable increase in the exportation of used equipment to South America, South Africa, Mexico and the Hawaiian Islands.

One well-known distributor interviewed here relates that he has been exporting used coin machine equipment of every type through the war, and as yet he has not let up on export business.

Representatives of operating firms in foreign countries according to this distributor are making regular inquiries as to available equipment and are especially interested in obtaining all the music equipment that can be shipped them. It was the opinion of the firm head that export demand will not lessen for several years and will serve as a natural outlet for machines as new equipment hits the domestic market.

reports still selling a good quantity of used equipment and taking orders for new machines being handled for domestic use.

Arcade equipment, especially, according to most distributors, is moving slowest. This condition is explained by that fact that many arcade locations which operated near army camps and naval installations are going out of business or have closed already. Machines formerly or still in these locations are idle and distributors are not buying until the arcade business is hyped again. Thus the demand is low for the present.

Distributors have still another reason for clearing used equipment as fast as they can other than for the natural reason that it means steady sales. This other reason is to make room for showings of new equipment samples. Manufacturers are fast completing their new distributor appointments and operators inquiring about this new equipment are getting anxious to see it.

No Let Down

Without exception distributors in Chicago with extensive export business reported no letdown in the flow of used equipment to foreign buyers. Many operators here in the States are reported to have slowed their purchase of equipment based on their expectations of new merchandise, and the seasonal slow-up of business in locations throughout the country. It was predicted by one leading distributor here that operators might resume their look-see into used machines if the manufacturers delay delivery of quantity production of new machines before the end of the year.

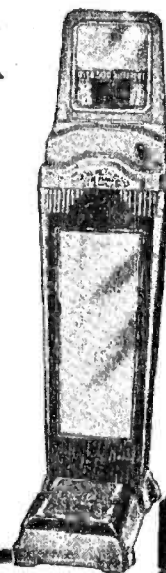
Distributors and operators recognize the difficulties now being experienced by manufacturers and also are cognizant of the stoppages in allied industries essential to the coin machine industry production. Thus, the export market has been a pleasant bit to distributors fortunate to have such customers to take them over the lean periods. The situation is not true throughout the industry, according to another distributor, as he

Distributor Problems

Thus, distributors have several problems to answer and still keep the operators at home satisfied and the foreign market supplied at the same time. The problems, according to another well-known distributor here, will only be solved if the manufacturers' production stoppages are eased.

This particular distributor said: "We have for some time been getting quantity orders from several export customers who want all the machines we can give them as fast as we can ship them out. On the other hand, we have to think of our regular customers here at home who will still be in the market for used equipment despite what new equipment they buy."

"We're waiting for new equipment, too, so we can gauge our sales and still keep all customers happy. If we sell all our used equipment on hand to foreign buyers, and manufacturers can't produce enough new machines for domestic trade, we'll be in the middle then. So what to do, is our major problem now."



NEW SCALES SOON

WE CAN REBUILD YOUR OLD SCALES AND MAKE THEM LOOK LIKE NEW

Get your Scales rebuilt now and have them ready for your big season.

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Est. 1889—Tel.: COLUMBUS 2770. Cable Address "WATLINGITE," Chicago.

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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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217 W. Main St., Ottawa, Ill. Tel. 1312

SPECIAL!!

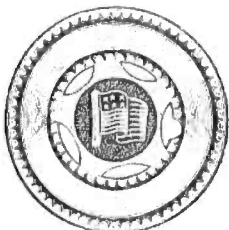
25 5c Blue & Gold Vest Pocket Slots—\$43.75 Ea. Ready to operate.

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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 1000 IMMEDIATE DELIVERY

Rebuilt PANORAMS

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1/3 DEPOSIT WITH ORDER.

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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

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"America's Pin Game Conversion Headquarters"

WANTED ARCADE EQUIPMENT

Also Long Range Lead Gallery. ERWIN BALDRIDGE Box 111, Redford P. O., Detroit, Mich.

FOR SALE

Established Penny Scale Route over 400 Machines in San Francisco Bay Area returning \$8,000.00 per year after location commissions paid. Sale price Twenty-Five Thousand Dollars (\$25,000.00). Terms if necessary: BOX D-101, care The Billboard, Cincinnati 1, O.

WANTED

PHONOGRAPHS 12 Record Hook-Dia 412 Wurliizer P-12 Wurliizer Model 24 Wurliizer PIN TABLES Exhibit Big Parade Exhibit Sky Bioros Grotto Lidoo-Gard Kenney Velvet

KRAMER COIN MACHINE CO. 238 Dryades Street NEW ORLEANS, LA.

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3 WHEEL TYPE COMFORTABLE. SPRING SEAT. 8" STEEL WHEEL. RUBBER TIRES. A Treat for the Kiddies \$5.95 K. D. O.P.A. APPROVED 1/3 Deposit, Balance C. O. D.



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8" Steel Wheels, Rubber Tires, Rust-Proof. Heavy Steel Undercarriage. Water-Proof Ply Wood. Box Floor. Beautiful Red Finish. Size 15x28. \$7.95 K.D. O.P.A. APPROVED 1/3 Deposit, Balance C. O. D. Get Your Sample Now — Write for Quantity Discount.



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PIN GAME JOBBERS FOR NEW ENGLAND

Factory Sales Agent for outstanding line of Pin Games wants live-wire comen 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.

COIN COUNTING MACHINES

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Your Broken and Worn Coin Counters Repaired by Experts. Write for List of Coin Counters Now on Hand.

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Thoroughly Reconditioned—Ready To Go

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Metal Typer Shoot Your Way to Tokyo
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Hollywood—Latest Revamp Idaho
 Grand Canyon Shangri-La

SLOTS

Completely Rebuilt Gorgeous
 MILLS BLUE FRONTS GOLD CHROMES
 5c-10c-25c 5c-10c-25c

CONSOLES

4-Way Super, 3/5-1/25.....\$595.00 10c Mills Club Console.....\$250.00
 Jumbo Parade, P. O., Late Head. 124.50 Grotchen Columbia, Conv., 5c,
 10c, 25c (Fact. Reb.)..... 107.50
 5c Mills Club Console..... 225.00 Twin Super Bell, 5 & 25c..... 450.00

PAYTABLES

Sport King, P. O..\$250.00 | Turf King, P. O..\$325.00 | Jockey Club, P. O..\$350.00



2200 N. WESTERN AVE. PHONE ARmitage 5005 - CHICAGO 47
 Assoc. (ATLAS AUTOMATIC MUSIC CO., 4704 CASS AVE., DETROIT 1
 Offices (ATLAS NOVELTY CO., 2219 FIFTH AVE., PITTSBURG 19

NEW MACHINES NOW BEING DELIVERED!

LAURA	\$249.50	HOLLYWOOD	\$249.50
ARIZONA	249.50	UNDERSEA RAIDER	399.50
STAGE DOOR CANTEEN	249.50	EV. TEN STRIKE, with FP	359.50

SLOTS

Mills Blue Frl., 5c, CH, SJ	\$125.00
Mills Blue Frl., 10c, CH, SJ	150.00
Mills Blue Frl., 25c, CH, SJ	175.00
Jenn. Dixie Ref., 5c	115.00
Jenn. Chief, 10c, HI	125.00
Jenn. Sky Chief, 5c	130.00
Jenn. 4-Star, 25c	145.00
Mills V.P., Bl. & Gold	49.50
5c Q.T.'s, Oris, Blue, Made Gilt, Gold	89.50
Mills Reb. Gold Chromes, 3/5 Pay, CH, DP, SJ, 5c	195.00
Mills Reb. Gold Chromes, 3/5 Pay, CH, DP, SJ, 10c	225.00
Mills Reb. Gold Chromes, 3/5 Pay, CH, DP, SJ, 25c	250.00
Mills Black, Handload, 5c	185.00

1-BALLS—CONSOLES

Turf King, P.O.	\$325.00
Bally Club Bells, Comb., Late	230.00
Jockey Club, P.O.	325.00
5c Super Bell, Comb. F.P. & P.O.	290.00
Jumbo Parade, P.O.	115.00
Pimlico, F.P.	350.00
'41 Derby, F.P.	325.00
Cigarolla, Lat., Exo. Cond.	85.00
Sport Special, F.P.	155.00
Record Time, F.P.	155.00
Club Trophy, F.P.	275.00

ATTENTION—EXPORT TRADE: Good Service Again Available for our Old and New Customers with lifting of export restrictions and new equipment available. Write for full information regarding Automatic Phonographs and coin operated machines of all kinds.

WANTED 25 ROCK-OLA 1939 COUNTER MODELS

WANTED AT ONCE—FOLLOWING 5-BALL FREE PLAY MACHINES
 Sport Parade, Argentine, South Paw, Capt. Kidd, Gun Club, Spot Pool, Attention, Victory, Hi Dive, West Wind, Loader, Zombio, Do-Re-Mi, Sun Beam, Duplex, Stars, Sky Blazer, Double Play, 5-10-20, Air Circus, Big Parade, Knockout, Golt. Shanri-La, Golt. Keep 'Em Flying, Golt. Liberty. Specify quantity you have on hand and best cash price in first letter. Machines must be in working condition.

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The New 1946 TRADE ELECTROID MARK

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ELECTROID MFG. CORP.

1331 FIRST AVENUE NEW YORK 21, N. Y.

Venders on English R. R.'s; Buffet Cars Newest Wrinkle

(Continued from page 82)

"automat cars" were amusement games and coin phonographs.

Selection of machines covers a large segment of the entire vending and service machine industry, and it is surprising how closely it dovetails with the wants and needs of the average traveler, particularly in the coaches. Sandwiches and soft drinks are constantly in demand not only as a food but as diversion while traveling. Ice cream also supplies a pleasant variety as well as a nourishing food, and cigarettes, to the traveling smoker, are a necessity.

Stamps, of course, are another frequent need in travel, and one that seldom is met on American railroads unless the traveler has forethought enough to bring his own—even the railroads often furnish stationery.

Medical supplies, fortunately, are less frequently needed, but in travel, especially over long distances such as train trips in the U. S. usually involve, passengers often pick up aches, cuts and other minor discomforts that would make aspirin an antiseptic boon. Not mentioned are candy and the other great traveler's want—magazines and newspapers, both sold in the U. S. by venter.

What Type Vender?

Curiously here was greatest as to the type of sandwich vender the English railway is planning, especially since the announcement of an electronic hot dog, hamburger and toasted cheese vender recently in the U. S. Electronics technicians were quick to point out that the British were first to develop such electronic devices as radar in spite of the fact that the basic idea was of American origin. It was not until late in the war that American technicians caught up and surpassed them.

Returning G.I.'s also have reported that the English are beginning to make more extensive use of coin devices than ever before. One soldier just back from Britain told *The Billboard* that, in the London subway, he had encountered a coin-operated ticket machine which returned a ticket and correct change upon insertion of a shilling piece. Even more recently, a proposal to establish coin-operated all-night eating places was one plank of the platform set forth by a candidate for a seat in Parliament.

American railroads, confronted by stiff competition for the traveler's dollar from the airlines and busses, also are keeping their engineers busy with new ideas.

Rails Well Heeled

Finishing up one of the lushest revenue periods in their history, the roads ended 1945 with their debts at the lowest point in decades and their pocketbooks bulging with more than \$3,000,000,000 in cash and easily cashed securities. From this kitty, they are expected to spend nearly \$1,000,000,000 for immediate improvements in plant and rolling stock. Improvements planned include heavier rails, better roadbed, terminals and communications devices as well as new cars.

During the war, every usable passenger coach was put into service and very few improvements were made. Only one meriting mention is the Vista-Dome observation coaches put into use by the Burlington, and they were rebuilt from older cars.

Recent exhibition of "things to come" in railway cars at Chicago revealed that American railroads are ready to spend their war savings for some great innovations aimed at more comfort and pleasure for rail travelers. Mockups exhibited there of cars already designed included so-called "smorgasbord" or self-service buffet cars, observation-parlor cars and night-club cars. Both of the latter included space for dancing, which suggested naturally installation of coin phonographs. The mockups on display, however, did not have any source of music.

Movies and Dancing

Equipment purchases will include complete new passenger trains, mostly trim streamliners that are expected to be in operation by late spring or early summer.

Year-end announcements of the railroads mentioned more spacious parlor and lounge cars which may have facilities for both movies and dancing as well as "junior club cars" with complete play equipment for children. Whether any

of this equipment would be coin-operated, of course, remains merely a subject of speculation, but rumors continue to crop out of Midwestern railway car-building plants.

Lending these rumors support are the results of a survey taken among railway passengers last spring. The poll, taken by the railroads themselves, showed travelers asking for soft drinks, candy and other refreshments handy especially in the coaches. This would suggest immediately the installation of vending machines in the most convenient means of having these items always available to coach travelers.

Want Train Music

On present trains, it usually is necessary to go back thru the train to the buffet car or diner even to buy a package of cigarettes or a sandwich. A multiple 10-column vender, handling candy and cigarettes, and compact beverage vending unit would solve both of these problems without seriously encroaching on passenger seating space.

Other passengers interviewed expressed a desire for music as they traveled. Some specifically urged installation of juke boxes. Jukes aboard trains, as well as railroading vendors, undoubtedly would have to be built into cars, but both should go a long way toward spreading the coin-chute vending idea to the many areas of selling where it could be used to advantage.

REGAL KING OF THEM ALL



OUR BULK
MERCHANDISER
WILL MAKE
YOU MONEY
DAY AND NIGHT,
SUNDAYS AND
HOLIDAYS.

SEE YOUR
DISTRIBUTOR
OR
WRITE DIRECT.

REGAL PRODUCTS CO.
GAYS MILLS, WISCONSIN

ARCADES

AMUSEMENT CENTERS, SPORTLANDS, ETC.
AT LAST! NEW MACHINES!
 Bally, Chicago Coin, Exhibit, Gottlieb Super Skeerolls are here
 Also Penny Weighing Scales

ORIGINAL 1489 GUN LAMPS
60c EACH.

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THE BIGGEST ASSORTMENT IN THE U. S. OF FACTORY-REBUILT, BEAUTIFULLY REPAIRED 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!

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610-614 W. 34th St.
N. Y. 1, N. Y. (Bryant 9-6677)

Reconditioned—Specials

15 5c Sanitary Napkin (Roll), Ea. \$10.00
 100 3-Col. Snack Nut Venders, 14 Ea. 15.00
 25 Snack Stands, \$2.50; Pipe Stands 2.50
 100 Penny-Nickel Nut Vendors, 5 Lb. 5.50
 15 PEO 1c Counter Games 7.50

Wanted: 5c Nut-Candy Machines, Phonos
 Cameo Vending, 432 W. 42d, New York 18



PEACHES from GEORGIA

"GUARANTEED EQUIPMENT"

If any machine is unsatisfactory notify us within 48 hours after receipt of machine and full refund will be given. No argument whatsoever.

MISCELLANEOUS MACHINES

4 Seeburg 8800's. Ea. \$625.00	Brown Cabinet Doml. nos. J.P., Late Style Mechanism \$145.00
1 Seeburg 8800, R.C. 885.00	Hi Hand, Comb. 185.00
1 Seeburg Commander 495.00	2 Super Track Times. Ea. 225.00
1 Rock-Ola Premier. 550.00	2 Super Bells, Double 25¢ P.O. Ea. 545.00
3 Sky Fighters. Ea. 225.00	Seeburg Shoot the Chute 85.00
Supreme Play Ball 150.00	Seeburg P.O. Ea. 125.00
Brand New 1941 J.P. Dominos 450.00	2 Koeney Past Time, 9 Coln P.O. Ea. 75.00
3 Waiting Gussier Seals. Ea. \$115.00	Jennings Fast Time, F.P. 60.00
Kirk Night Bomber 225.00	Jennings Silver Moon, F.P. 125.00
New Super Skeerell 350.00	Evans Pacers, Latest Model, Like New 325.00
Buckley Colors, Late Style 65.00	

PIN BALLS

Cleanest F.P. Pin Balls in the U. S. A. Every one thoroughly reconditioned, rails scraped and guaranteed ready for location.

Fifth Inning \$ 35.00	American Beauty \$115.00	Yank \$ 89.50
Three Score 35.00	Eagle Squadron 99.00	Flat Top 210.00
Sky Rider 145.00	Toplo 110.00	Marvel Base Ball 125.00
Gun Club 75.00	Keep 'Em Flying 145.00	Big Parade 125.00
Invasion 115.00	Bara Busy 45.00	Big Chief 39.50
Argentine 79.50	Seven Up 59.50	Hi Hat 80.00
Smack the Jap 60.00	1-2-3's, Late F.P. 55.00	Torpedo Patrol 115.00
Marines at Play 115.00	Spot Pool 70.00	B-10-20 129.50
Doughboy 35.00	Slugger 79.50	Bally Beauty 55.00
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Hold Over 49.50	Victory 84.50	Monloker 89.50
Venus 89.50	Grand Canyon 210.00	Zig Zag 69.50

NEW REVAMPS

Laura \$240.50	Hollywood \$249.50	New Westerkhaus Foreign Colors \$ 80.00
Santa Fe 249.50	Pioneer Big Top 225.00	Casablanca 225.00
Yankee Doodle 225.00	Idaho 249.50	

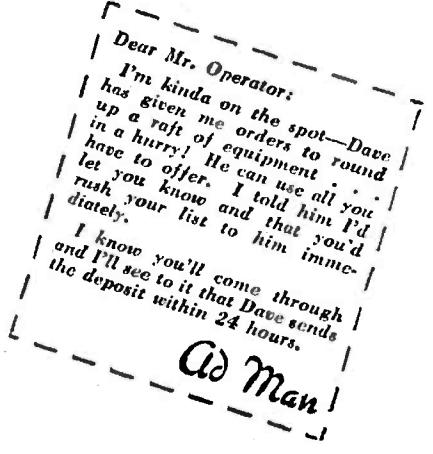
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David Rosen

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We're thinking of adopting a motto reading something like "Coast Along With East Coast," because we want you to have the smoothest service possible. And by coasting along with East Coast you'll be receiving very satisfactory service from our two offices in New York and New Jersey. Ready to bring you safely over any rough spots or difficulties are our Bob Slifer, Harry Pearl, Dave Stern, Tom Burke and Everett Masterson. Yes, Mr. Operator, things just can't help going smoothly when you coast along with East Coast.

The PHONOGRAPH OF TOMORROW

DAVE STERN HARRY PEARL TOM BURKE EVERETT MASTERSON

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627-629 10th Avenue New York 18, N. Y.
LONGOCCO 3-0740

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MILLS VEST POCKET BELLS
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We Have Plastics for Any Machine

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Wurlitzer 850	Packard Boxes, Like New
Wurlitzer G16, Comp. Lits-Up	Seeburg Wireless Bar-o-Matics
Wurlitzer 600K	Wurlitzer #125, Guaranteed
Wurlitzer 600R, Perfect, Like New	Seeburg Wireless, 20 Sel.
Seeburg Royal Wireless, Callar Job	Seeburg Wireless, 24 Sel.
Rock-Ola Commando with Remote	Seeburg 3-Wire, 20 Sel.
	Seeburg 5-10-25¢, Wireless
	Seeburg 5-10-25¢, 3-Wire
	Buckley Chrome, 24 Sel.
	Buckley Chrome, 32 Sel.
	Rock-Ola Wall Boxes, Dial, 5¢

ACCESSORIES	
Wurlitzer 750 Amplifier	Rock-Ola Heat Motors
G&R1 Selection Receivers	D.C. Converters
Wurlitzer 300 Adapter	Lino Cord, Per Ft.
Wurlitzer #130 Adapter	Wurlitzer #145 Stepper
Complete Wireless Set-Up for Wurlitzer	12" P.M. Speakers, New
Original Tone Arm Screws for Wurl. Doz.	Zip Cord, Per Foot
Seeburg Wireless Adapters for Wurlitzer	New Utah 8" P.M. Speakers
Motor for Wurlitzer Counter Model	Bakelite Crystal Pick-Ups
5-10-25¢ Slug Proof Coin Mechanism	Main Gears
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Rock-Ola Motors, Any type	Rubber Casters for Rock-Ola, Per Set
Wurlitzer Trays, New	Bleibold Wire, Per Ft.
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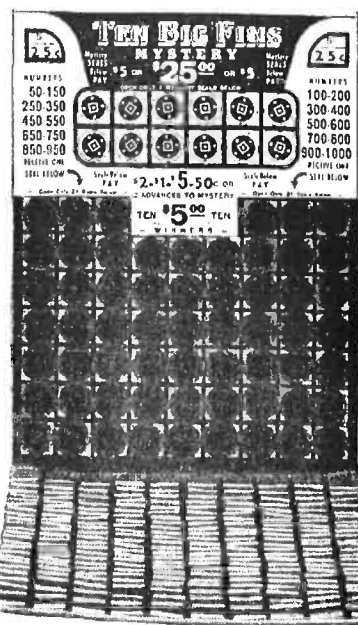
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We have parts for Wurlitzer Skee Balls and National Skee Rolls. Revolving Arms, Quadrant Gears, Rocker Arms, Marble Balls, Connection Cables, Clamps, Springs, Gear Units, Coils, Motors, Nets, Wurlitzer Drop Coin Chutes and High Score Glass, Coin Machines and Nets for large 36 ft. Skee Ball. Write for illustrated price list. If your alloys need overhauling or remodeling write to

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Original HAND PAINTED gun conversions that CAN BE WASHED. Beautiful off painted woodland scenes in 4 places—front glass, background and 2 sides. Also animal—either BEAR or OWL. Easy to install.

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3 Geoloes (Slightly Used), Ea.	\$500.00	3 Seeburg Ray Guns with above con-	
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THREE BELLS
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ONE BALLS, F. P.

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PIMLICO
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RED-WHITE & BLUE		5 Pay-Out Labels

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SKEE BARREL ROLL**

The only Skee Alley Game that offers real skilled competition because player can increase his score by rolling ball into the revolving barrel instead of just playing the field. Location tests prove the appeal of this well constructed and beautifully designed legal game.

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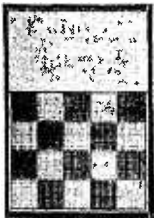
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ALL EQUIPMENT THOROUGHLY RECONDITIONED AND READY FOR LOCATION!

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| 2 Wurlitzer 24 Amc. Romod. | 349.50 | New Wurlitzer Trays | .80 |
| 1 Wurlitzer 500K | 488.50 | 2 Wurlitzer Original Lite-Up Speakers | 30.00 |
| 1 Seeburg 8800, RC, New Grillo Cloth. | 675.00 | 3 Wurlitzer #300 Adapter | 32.95 |
| 1 Rock-Ola Standard | 389.50 | 4 Wurlitzer #130 Adapter | 37.95 |
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- | | | | |
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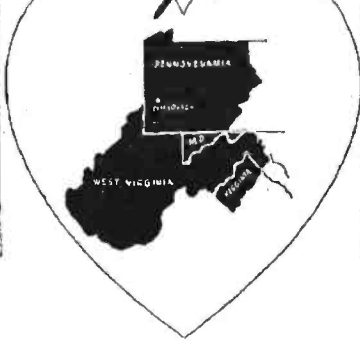
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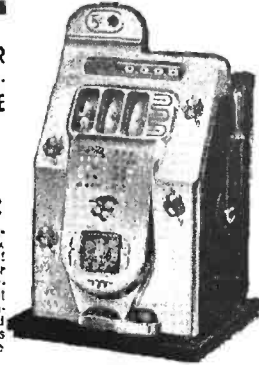
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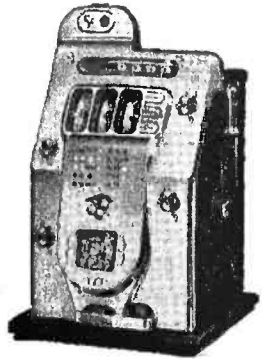
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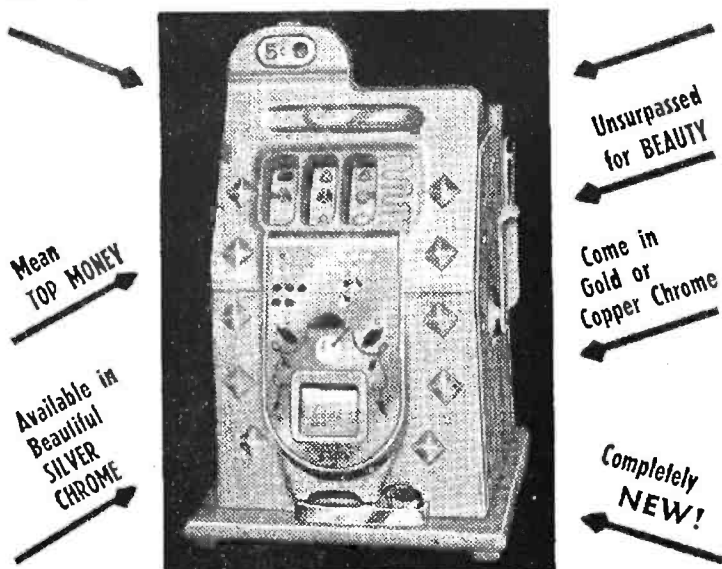
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—9 ft. long, 26" wide—simple
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\$349.50

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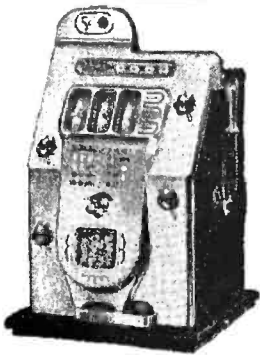
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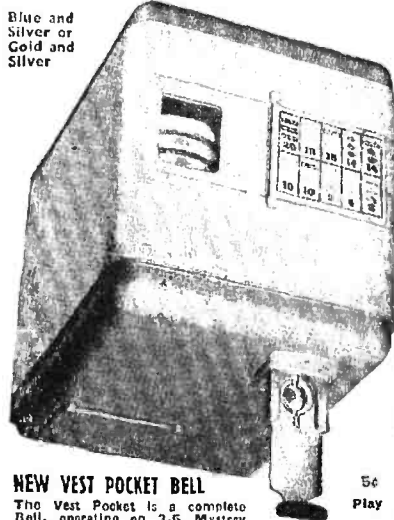
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Blue and Silver or Gold and Silver



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.

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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.

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NEW JENNINGS SLOTS, ALL MODELS

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UNDERSEA RAIDER, GUN	399.50	STAGE DOOR CANTEN	249.50
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CONSOLES—ONE BALLS—ARCADE EQUIPMENT—SLOTS

CONSOLES	ARCADE EQUIPMENT		
PAGE 5¢ & 10¢ TWIN CONSOLE	\$319.50	RAPID FIRE, A-1	\$165.00
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BOWLOW	STAR ATTRACTION	69.50	NEW CHAMPS	69.50
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1800 R. M. Holes 5¢ Play
Takes In. \$90.00
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PROFIT \$42.94

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Newest

"IN THE DARK"

960 G. L. Holes 10¢ Play
Takes In. \$96.00
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TOPS!

THEY'RE
TWO SWEET
NUMBERS
FOR
PROFIT
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ACTION
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DOLLAR PLANT!

Immediate Delivery!
PACES RACES

Rebuilt with genuine pre-war parts. Cabinets new or like new. Trim and cabinet hardware refinished like new. 5¢ and 25¢ play.

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TEN STRIKES
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When We Tested HOLLYWOOD—

Two months before we announced HOLLYWOOD we selected successful Operators to test this game on location. Total receipts at the end of the test period showed an increase in TOP locations and greater player activity in Average locations!



Packed with
Exciting—Lively—Appealing
Features

A GREAT
Money-Maker by
ACTUAL Test!

IMMEDIATE
DELIVERY
ORDER TODAY!

HOLLYWOOD

- ✓ Hollywood brings MORE Players
- ✓ More Plays bring MORE Dollars
- ✓ More Dollars bring MORE HOLLYWOODS
- ✓ MORE HOLLYWOODS—MORE PROFITS!

Marvel Manufacturing Co.

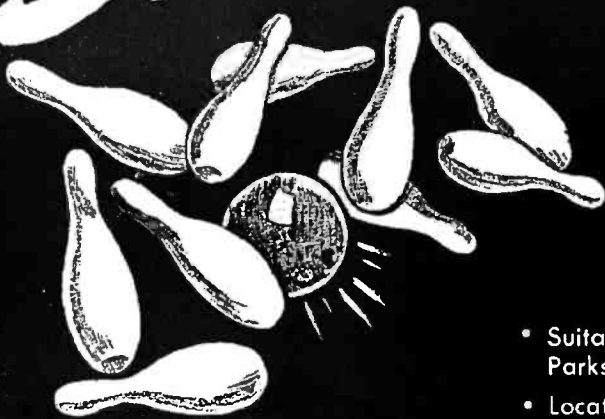
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CHICAGO 47, ILLINOIS

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Bank Ball

Strikes a new high in profits!



- Suitable for Battery Operation in Parks and Arcades.
- Location Tested.
- Mechanically Perfect.
- Ruggedly constructed of NEW materials throughout.

- New Type Ball Mechanism guarantees delivery of only 9 balls at all times regardless of any extra balls that may be in the machine.
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9 Ft. Size, **\$375.00** F.O.B. N. Y.
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See and hear the new Seeburg Music Systems . . . the best that over forty years of engineering skill can produce . . . and find out exactly what Seeburg Scientific Sound Distribution means.



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SEEBURG "146" is exactly what the name implies—The No. 1 Phonograph of 1946.



"146"

The Time: Week of January 21st
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Never before has the ticket industry produced anything to compare with this—and "Jar-O'-Do" takes pride in being the originator of this colossal, entirely different ideal! Our "4-Up" stand is beautifully made, constructed to withstand a lifetime of use! Simply buy once, then order refills! ENABLES YOU TO DISPLAY MORE DEALS IN LESS SPACE—AND BRINGS MORE PROFIT AT A FASTER RATE!!



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Takes in 4 Sets of 1000's @ 5c . . . \$200.00
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NEW MACHINES—NOW SHIPPING



MILLS' BLACK CHERRY BELLS

5c—10c—25c Play

VEST POCKET BELLS

5c Play

BALLY'S VICTORY DERBY

One Ball Multiple

UNDERSEA RAIDER

Photo Electric Target Game

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SHIPPING JAN. 25 IN VOLUME
BALLY'S SURF QUEEN (5 Ball Free Play)
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Exclusive Bally DISTRIBUTOR
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Orders filled in rotation. Get yours in today.

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The Above Available in Solid Red, Yellow, Green.	
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COMPLETELY REBUILT AND REFINISHED LIKE NEW

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Keeney 4-Way, 5¢-5¢-5¢-5¢, P.O.	475.00	Keeney Twin, 25¢-25¢, F.P., P.O.	625.00
Keeney 4-Way, 5¢-5¢-5¢-25¢, P.O.	575.00	Keeney Twin, 5¢-5¢, P.O.	395.00
Keeney 4-Way, 5¢-5¢-25¢-25¢, P.O.	595.00	Keeney Twin, 5¢-25¢, P.O.	450.00
Keeney 4-Way, 25¢-25¢-25¢-25¢, P.O.	600.00	Keeney Twin, 25¢-25¢, P.O.	495.00

RECONDITIONED CONSOLES

Mills Late Head 4 Bells, 5¢-5¢-5¢-25¢	\$605.00	Mills Three Bells, 5¢-10¢-25¢	\$750.00
Evans Bang Tails, Late D.D., J.J.	295.00	Pace Reels Twin, 5¢ & 25¢, P.O.	395.00
Evans Dominos, Late D.D., J.P.	295.00	Bally Hi Hands, F.P., P.O.	189.50
Evans Lucky Lucre, 3-5¢, 2-25¢	205.00	Mills Late Head 4 Bell, 5¢-5¢-5¢-5¢	595.00
Evans Lucky Lucre, 5-5¢	185.00	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 Factors, Daily Double, 5¢	239.50
Pace Saratoga, Late P.O., 25¢	189.50	Pace Saratogas, Late, P.O., 10¢	195.50
Jennings Fastimo, 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
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Mills Blue Front, 25¢	195.00	Jennings Chiefs, 25¢	175.00
Mills Original Head Four Bells, Genuine		Mills Jumbo Parades, Combination Free Play, Payout, Refinished and Rebuilt Like New	213.75
Factory Rebuilds, All Late Serials...	325.00		

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Bally Trophy	225.00
Bally Sport Special	139.50
Bally Theobrod	\$374.50
Bally Longacre	374.50
Bally '41 Derby	225.00
Bally Jockey Club	295.00

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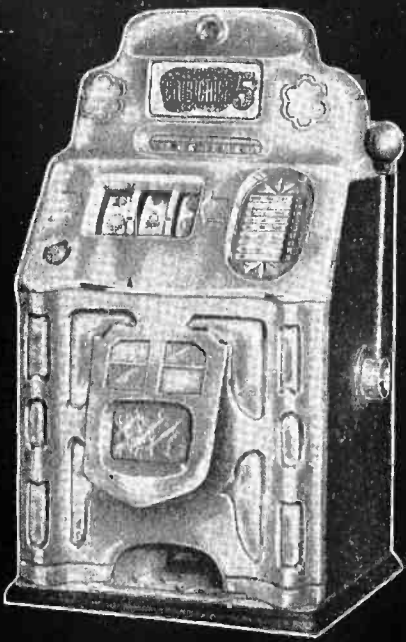
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