

HISTORICAL RECORD
OF ALL LEADERS
OF THE
MUSIC

MAY 31 1939

The Billboard

The World's Foremost Amusement Weekly

JUNE 3, 1939

15 Cents

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SIMPSON SISTERS

A Symphony on
Skates

9th Month Indian Room,
ST. REGIS HOTEL,
New York

Direction: Music Corporation
of America

a *click* for chick!

"...I personally feel that this ad was responsible for opening the way in selling Chick on at least six different theatre dates..."

AL WILDE

Director of Advertising and Publicity
GALE, INC.

• The above is a sentence from a letter written to The Billboard by Al Wilde, Director of Advertising and Publicity for Gale, Inc.★

• Mr. Wilde refers to a full-page ad featuring Chick Webb and his orchestra with Ella Fitzgerald . . . a full-page ad which "sold" Chick Webb and his orchestra on at least six theatre dates.

• This advertisement in The Billboard proved a definite click for Chick! But then advertising in The Billboard has produced actual results for scores of bands . . . in theatres, night clubs, hotels, on location, one-nighters, recordings; at ball-rooms, parks, fairs . . . advertising in The Billboard will help any band line up "time" in any field.

There's a reason--

THE MEN WHO BUY THE BANDS READ THE BILLBOARD

★ Sketches may use the original letter on file at the New York office of The Billboard.

WORLD GOSSIPS

Indianapolis Also Reports Rise But Buffalo Wants More Bookings

Number of Philly productions up 11 over last year's low—Indianapolis gives heavy grosses to 16 shows—Buffalo, legit hungry, goes to little theaters

Philadelphia

By JOE COHEN

PHILADELPHIA reports 37-1/2% above the legit activity of this season here exceeds the fare offered to Philadelphia last season. Disappointments in restricted areas of the amateur's theaters for the comparative scarcity of productions on the scene. The 1938-39 touristic trade accounted for 42 productions, beginning with the certain rarer, *Sing Out the News*, which opened at the Forrest August 29.

While the revivals are gloomy, the fame can force optimism by sending the greatest success, *My Darling Clementine*, 11 shows in 73 weeks of activity scattered among four legit houses here. This was a failure.

In this compilation the engagements of the D'Oyly Carte Co. and the Federal Theatre project are counted as units. This year saw much activity from these groups.

Over a hundred and three weeks of ac-

tivity have been registered so far this year, only five of which were return engagements. *My Darling Clementine*, for while it was a Shakespeare revival (of sorts) of revivals the production sought to give the play a new approach. Certainly Shakespeare cannot be blamed for the ultimate result. Revivals included Chekov's *Shadows*, *Don Quixote*, *Caesars*, *Lights*, *The Importance of Being Earnest*, *Trudy* and *A Successful Candidate*.

Musical production continued to languish. Besides the two Gilbert and Sullivan bookings (the D'Oyly Carte and the Federal Theatre Project) only five legit shows hit the boards here, even the four of this number were definite hits. *The Windy City*, *Out of This World*, *Fd Rasher Is Right*, *Knievelbocker Holiday* and *All Aboard the Train*, the Mack and Wig offering of the University of Pennsylvania. *Great Lady* was thrown for a financial as well as a critical loss.

So far as appearances were concerned, this season was one of the best in years. Among the headliners were George Coban (*Fd Rasher Is Right*), Eto Le Gallienne (*Madame Capri*), Alfred Lunt and Lynne Fontanne (*See You and See You*), Ethel Barrymore (*White Oaks*), Yvonne De Carlo (*Lights*), Billie Cole (*Harvest*) and Sabina Smit (*Madame Capri* and *A Successful Candidate*). Helen Hayes (*Victory*), Ruth Gordon (*The Birds*), *Street of Dreams*, *Le Palais*, *Katharine Hepburn* (*The Philadelphia Story*), Burgess Meredith and Orson Welles (*Five O'Clock*). These names failed to register adequately at the box office.

This season's longest run was established by *The Women*, with 11 weeks in two return engagements. Second place *Street of Dreams*, with six weeks of its credit.

Main reason that this year showed a decline in popularity was the fact that for the first time the WPA theatrics really meant business. Prior to this season the WPA offerings were items that gave the theater a bad name. This season the Federal Theater took over the Walnut Street Theater, hired James Ladd, of the Prothrotown, and launched a shrewdly group. Their program was highlighted by units from other cities, one of which, *Prologue to O'ne*, was critically considered as one of the best dramas of the season.

Indianapolis

By M. KENNEY JR.

INDIANAPOLIS, May 27.—(Feature) special kind of spirit it is that hangs about the city. It is the spirit of the summer can move into English's right now, because the legitimate season has been a business for as long as the record. That English was born to 18 productions last season two more than last year. It is the spirit of the summer can move into English's right now, because the legitimate season has been a business for as long as the record. That English was born to 18 productions last season two more than last year.

English's most active month was December, when five shows kept the playgoers busy. The most successful was *Street of Dreams*. During the first half of December the theater had shows running 10 consecutive weeks. The season opened with a two-day run of *Pins and Needles* on November 1, net-

STOCK

MOLL TICKETS

ONE TICKET \$.50

TWO TICKETS \$ 1.00

THREE TICKETS \$ 1.50

FOUR TICKETS \$ 2.00

Five Tickets \$ 2.50

Double Bookings

Make Up

Order at

Address

CLEANED BY MEMBERS OF THE BILLBOARD STAFF

The purpose of this department is to benefit producers, bookers, agents and the public generally by the elimination of the "dirty" bills that clutter the Billboard's coverage of every branch of the industry.

SHOWMEN INTERESTED IN SPECIFIC "POSSIBILITIES" MAY ADDRESS THEM IN CARE OF THE NEW YORK OFFICE OF THE BILLBOARD, 1536 BROADWAY.

FOR FILMS

HOPE MANNING—operating in the American Lyric Theater production of *Jeannette*, *Don't You Cry at the Martin*, *Blame*, *Two*, *Very*, *And*, *Very* and with a charming stage presence, she possesses a full and lively voice. A tendency to force it creates occasional harshness, but that is a minor drawback and one that can be easily overcome. As it stands her voice is far better than the majority heard in screen musicals.

For LEGIT MUSICAL

DANNY DRAYTON—youthful tap-dancing dancer whose nimble feet and engaging personality should find him a wide audience. He has a strong voice with charm and airiness routines as well as a strong tap-dancing background. He has been seen at the Chicago Theater and the Stevens Hotel in Chicago and went big in both spots.

paid a fairish \$4,300, Corvella Otis Skinner, in her solo vehicle, *Edna, His Wife*, played at the Chicago Theater and drew \$1,400. A three-day run, November 10, 11 and 12, including one matinee, by George M. Cohan's *Fd Rasher Is Right*, brought the season's top gross of \$18,000. *Blossom Time*, with Everett Ruess, played at the Chicago Theater starting December 1. *The Women*, in a return engagement which started December 13, three days, did not do so well as was anticipated, pulling in only \$3,350.

In spite of excellent advance publicity, which had been expected to draw \$2,000 during its three-day run which started December 8, a \$6,000 gross by *Madame Capri*, with Eto Le Gallienne and Cedric Hardwicke, came as a pleasant surprise to the management, considering that the play was presented for three nights during a two-day engagement on December 16 and 17.

The year was closed with the perennial (*See ROAD CROSSES on page 15*)

AP News Available For Air Play Shows

NEW YORK, May 27.—In a decision which has been expected for some time, the Associated Press announced yesterday that its news will hereafter be available for radio and television broadcast programs. AP has allowed sustaining use for some years, with member papers only granted this privilege upon payment of an additional 5 per cent assessment.

AP publishing provides that commercial use for an advertisement payment of 25 per cent, all contracts to be cancellable in three months. No credit is to be given on contracts for advertising.

AP was forced into this move by the successful sale to radio of news by International News and United Press.

PITTSBURGH, May 27.—(The) Marshall Spivey, who was in the city June 15 for an indie spot, *Rock* is now being booked exclusively by Rockwell-General Amusement Corp.

Thru Sugar's Domino

OF GREAT interest to us were the observations made recently by one of our colleagues who had the occasion to visit the city and to observe the employing performers in the amusement spots of the World Fair. These were the observations of a performer who has seen the performing personnel of amusement shows are playing their cards close to their chest and that every one of the proprietors is disillusioned and disappointed in the grind that makes it necessary to throw as an almost incalculable number of appearances a day. These findings and the reaction of the performers are both important and symptomatic. Without planning on the part of the showmen, without any definite indication of prejudice against the familiar type of midway performer the trend is very definite towards performers who have been in the so-called "indoor" branches. This is good for the outdoor showmen, but it is bad for the performers heretofore engaged exclusively in theaters, dance halls, and of benefit also to show business generally.

With hands behind the way there has been a general "facilitation" in recent years of various attractions, formerly confined to the one branch, between outdoors and indoors. This has had the effect of increasing the field required for the attraction, and it has also opened up a larger market for the performer. The performer involved. The indoor branches have benefited because they have thus been able to attract a larger audience. The outdoor branches have benefited because they have thus been able to attract a larger audience. The performer involved. The indoor branches have benefited because they have thus been able to attract a larger audience. The outdoor branches have benefited because they have thus been able to attract a larger audience.

For their sake we are not greatly worried over the membership reactions of performers during their first weeks at the fair. We are sure that they will become accustomed to this as they did in the time not so long ago when they were playing at the fair. The proprietors of the two-day and three-day shows, like Marcus Luce, Malcolm K. Hale and William Post, are not so stymie of their own kind. They frequently they could not get much against writing hard against the unfair, or the unfair of putting on a show when and if the "tip" is big enough. This, of course, is the genuine way of running a midway show; it is the way that showmen have been taught by their own experience and the astuteness of their ill-fortunate forbears in the realm of amusements. They are getting their first inning in the outdoor game will take away with them a heap of valuable knowledge with which they will avail themselves when they get back to their native land they will gain again for the grind and the competition with the public they now complain about.

THIS story is worth telling at this time because it is so interesting and interesting reading for those who like to reminisce about the days that never will come again. It is a story that is of a tip-off to individuals who are up against a similar proposition even under general circumstances. It is a story that is of a tip-off to individuals who are up against a similar proposition even under general circumstances.

Until recently we shared the opinion with many others that a certain booker who had been in the city for some time was not aware of having his palm smeared, that he even went further and accepted the fact that he had never saw the act committed but it was handed about so lightly that to refuse an accept the fact that a fact would be akin to pigheadedness.

Now it comes out in the long-drawn-out way that this gent who was the victim of publicity was had been many hands in the public eye. What really happened in the Sugar's Domino (see page 12)

SPECIAL PRINTED ROULÉ or MACHINE \$100.00

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ELLIOTT TICKET CO.

Broadway Beat

By GEORGE SPELVIN

DIFFICULTY the ruling of the American Federation of Musicians that no member "buying" a job would be expelled, one well-known maestro offered a big million-dollar bond some \$10,000 for 12 months' work over a period of three years, and now comes the one in one circuit in giving a big street snob a healthy check in his future earnings in return for a swing street job. . . . The Paramount executives certainly know the film field; as a press release announcing that Alan Jones is starting on his film Paramount picture they put a head reading: "Alan Jones' Film Debut. . . . Or maybe they figure that if it's not Paramount it's not films. . . . The Hotel Tull threw a dinner last week to celebrate Jones' starting on his film, the hostess as orchestra leader in the Orff. Room a cute trunk had the menu prepared by the hotel, with words and music by Al Lewis, the hotel manager, and each course was a note in the tune. . . . Fortunately the newspaper boys didn't have to sing for their supper—saving them no harm from going hungry. Irving Jacobs has bought two plays

Double Booking

NEW YORK, May 27—The gag about the agent who called up an actress and told her he had a two week booking—to come right up to see him and if he brought a corner bed sandwich it would help—actually happened at Robert Ripley's "Continental" show. . . . The Paramount executive who approached John McMahon, who is managing the Continental show, to book his act into Ripley's new Broadway, not only did he book the act but he also got McMahon a job in the place—as a porter.

on the Coast and is coming east June 1 to set up as a producer; presentations are to be made to the Radio City and Ed Maguire, who for three years was director of information and promotion for the PFF and was once editor of *The Graphic*. . . . He has joined the staff of Adelaide Urban, p. 6. . . . After falling night club owners who's what's their business? The special reviewer George Colson has opened his own Broadway Inn at Greenwood Lake, N. Y. Louis Krieger is associated with him. . . . Virginia Holm, of *Sing for Your Super*, the PFF revue, landed an RKO contract without even a tryout.

Adra Cooper, snake dancer, has added a fourth snake to her "family"; all five take work after each show, since they all live in a glass tank. . . . The four snakes are "Big and Blue" to the *Billboard's* night club edition, who turned down an invitation to appear. . . . Their names might not be so hot, since they're not poisonous—but sure have their bite. . . . The two strictest. . . . That big bronze Buzk streaming around town the past week and a half. . . . The two are "The Baron" and "Helen Hayes" former cheerleader is breaking it in for a Blue barnstorm tour. . . . The other two are at the Hotel Lincoln, aims to emulate the chamber music job of Benny Goodman in organizing a street jazz concert at the band. . . . What with weather bureau reports being the way they are, people are planning to avoid any relation to the Coca-Cola weather-prediction electric sign at Broadway and 59th street; you can't avoid it, but you can't see it, since it is what the weather won't be the next day. . . . The Press-Club, comprised of 100 musicians, will be giving its annual outing June 27. . . . Lucia Lane, who just graduated from the Juillard School, is reported that the American Lyric Theater, the ultra-cultured organization, has committed to the cause of native American opera, bank \$120,000 in its repertory at the Martin Beck, with an operating cost of about \$110,000 a week. . . . That's an awful lot of money to sink into culture. Think of the number of theatrically effective Broadway shows it would produce.

Equity Meeting A Quiet Affair

NEW YORK, May 27—Twenty-eight actual membership meeting and election of Actors' Equity Association was a mild and orderly session attended by 100 members. . . . The meeting at the Astor Hotel. . . . The Union's financial strength was manifest in a statement regarding the increase of \$20,000 on March 31. . . . Gross intake, however, was \$13,307 less than last year's.

Eleven opposition candidates were nominated, ballots were cast for the regular ticket consisting of Fred K. Collins, Dudley Deane, Augustin Duhan, Muriel Kirland, Philip Leeb, John A. Lorenz, Hiram S. Shaw, and Burt Whitely. . . . The regular ticket and Harold Vermilya for five-year terms on the outside. For a two-year replacement, George J. Kelly for one-year replacement, George Heller and Thomas Chalmers. No opposition. . . . Purvoss Meredith as third vice-president. . . . Meeting also passed a resolution urging Congress to keep the Theater Trust Act to its present scope. Membership ratified the amendment to the constitution of the Association of Actors and Artistic. . . . Limiting voting power of member unions, but tabled a call by Williams & Brady to revive the Sunday

Pitt Playhouse Take Up 50%; 20 Weeks, 24,000 People

PITTSBURGH, May 27—Pittsburgh Playhouse business in 1938-39 showed actually a 50 per cent increase over the previous year. Director Frederick Burroughs informed before leaving for his summer directing post at Cohasset, Mass. . . . The civic theater played to more than 24,000 paying customers in 20 weeks at 81 per cent for 600 buyers and 63 cents for subscribers.

Most successful show, from point of sale, was *Tenight of 870*, playing three weeks. . . . Washed dishes were two weeks of Tom Wilcox's new play, *Ad and Nobe West*, and a double bill of *Moderne*. . . . The balance of the season included *Three Weeks each of I CAN'T Happen Here, Personal Appearance, Night Must Fall* and a month of the musical revue, *Meet My Sister*.

About 375 people tried out for the 78 roles cast during the year, almost subscription season directed by Burleigh, who came to Pittsburgh from the Indianapolis Civic Theater.

Greatest change in manner of operation was growing emphasis on box-office ticket sales. Whereas in previous seasons

backbone of budget was subscribers, this year's financing depended much more heavily on individual show's effect on business. . . . Average subscriber 2,500, about 700 more than in 1937. . . . Annual budget shows now to be neighborhood of \$30,000.

Barrymore Terrific in City Sharing Town With Stock

CHICAGO, May 27—Legal activity is down to one lot in the Loop and the stock market in the near-by Civic Theatre. . . . Lane has strong downtown tenant in John Barrymore in *Key Boy* Children, which starts its fourth week at the alleyway "clubhouse". . . . The Barrymore brand of comedy caught on after healthy advance sale points to the possibility of holding over all summer. . . . Optimism gives it a chance to reach the popularity stage of *You Can't Take It With You*, which started a record 42 weeks.

Civic begins third and final lap of *Peterson Fever* tomorrow, and in a week *The Whitehead Case* will be revived for a second time. . . . The Civic's satisfactory good and optimistic are beginning to take an active interest in this

Elmer and Kriegerbooker, *Holding* remained after healthy four-week run at the Harris and Grand, respectively.

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WILL JOHN A. Mathews, Attorney, Newark, N. J.
John A. Robert, Attorney, Essex Press, Kings County, New York City.

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Light Show

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WE OFFER a limited number of USED 16-in. Metal Picture Sign LIGHTS, available from 4-6 weeks to 10-12 weeks. Heavy Duty, 1000 Watt, 1000 Watt Metal Reflector, 25'x31' Heavy Duty Cable, Sizes at Standard Plug, Metal Ball, Screen Strips, 1000 Watt, 1000 Watt, 1,500 or 2,000 Watts.

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20,000	84.40	60,000	848.50
30,000	9.85	70,000	15.65
40,000	11.30	80,000	17.10
90,000	100.00	100,000	34.80

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People in these business are finding this Postal Telegraph service a simplified and inexpensive way to make remittance, pay bills, and transfer money. . . . Write today for the nearest Postal Telegraph office, purchase the Money Order and mail it yourself. . . . The cost is surprisingly low—so little as 1 cent.

Postal Telegraph

When speed is essential telegraph money orders at low cost.
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STOCK TICKETS	OUR PRODUCT	RESERVE SEAT	SPECIAL PRINTED
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1000 TICKETS	2.00	RESERVED	5.00
5000 TICKETS	1.00	SEAT	5.00
10000 TICKETS	.50	TICKETS	5.00
20000 TICKETS	.25	RESERVED	5.00
50000 TICKETS	.10	SEAT	5.00
100000 TICKETS	.05	TICKETS	5.00

WE HAVE a large quantity of these tickets, and we are selling them at a special price. . . . Write today for the nearest Postal Telegraph office, purchase the Money Order and mail it yourself. . . . The cost is surprisingly low—so little as 1 cent.

THE TOLEDO TICKET COMPANY
TOLEDO, OHIO, U.S.A.

TELEVISION REVIEWS

NBC Tele Goes From Horrible To Very Good in Two Programs

NEW YORK, May 27.—That NBC is constantly searching for the correct formula for television entertainment—whether on present technical and production methods will allow—was particularly apparent in the eighth and ninth programs of the current two-weekly series of variety tele shows. These presented Wednesday was so badly conceived and executed that it didn't even qualify. Friday's program came from the same workshop. Improvement indicated that NBC's production department is not so content to rest on the scientific laurels of its engineers and that effort is being made to offer its television audience not merely a fascinating playing.

Threat line-ups on the first of the week's tele results equaled that of the second but it was in the manner of presentation that the contrast was so marked. Wednesday's program lacked continuity, smoothness and showmanship and its first half hour was of a type to make audiences never see this strange thing. Whoever put Marion Hubbo's Macabre in the lead-off spot did follow with a more boring rural traveling stand-a chance of earning the dubious distinction of being responsible for serious production of a thing was inexpressibly bad, both in lip-synching and tele production.

Program's entertainment content increased not at all with Michael Moricini's ballet music. For 25 minutes, an

the advantage of being lightly written and well acted.

Rounding off a definitely entertaining program was NBC's first experiment with a unit prepared for tele. It was HRO's *Omnia Dei* condensed into 30 minutes of the best acting and dramatic scenes and given overture through a commencing synopsis by Knox Manning. NBC can be forgiven for its inclusion of this material for it was the face of its contribution two nights later—if it made out anything like those and dimmed novelty, and continues to present carefully thought out and intelligently produced material.

RADIO SPIELER

(Continued from page 6)

WGN's baseball and sports' bundles for Marvel signee, Sonny Vaccaro, General Mills, Gullie Moore, La Palma cigars and the *WGN* radio show. *WGN* also who does *WGN* and Tom Bullis, the studio for *WGN*'s *Top Secret* feature, were both *WGN* radio show. *WGN* also who does *WGN* and Tom Bullis, the studio for *WGN*'s *Top Secret* feature, were both *WGN* radio show. *WGN* also who does *WGN* and Tom Bullis, the studio for *WGN*'s *Top Secret* feature, were both *WGN* radio show.

At WGN, Quin Ryan, station's manager, has the unique position of being the highest paid announcer who is tied out with WGN as a speller and also does a morning news show for WGN. Ryan's *WGN* radio show. *WGN* also who does *WGN* and Tom Bullis, the studio for *WGN*'s *Top Secret* feature, were both *WGN* radio show.

pick up cuts a few extra shelling outside emcee job. Also firm as will change for those speller commercials now and not getting for the local and national commercial dealings with the station here. It will mean pay for all but WGN's *WGN* radio show. *WGN* also who does *WGN* and Tom Bullis, the studio for *WGN*'s *Top Secret* feature, were both *WGN* radio show.

35 Weekly Philly verage; Take Small

PHILADELPHIA, May 27.—Practice of weekly rate cuts, extra attention to their program getting extra attention on basis basic pay rate about \$33. In addition, WIP will pay an additional 35 cents per hour for doing production, scripts and at WIP's and WIP's *WIP* radio show. *WIP* also who does *WIP* and Tom Bullis, the studio for *WIP*'s *Top Secret* feature, were both *WIP* radio show.

WIP announcer salaries begin at \$30, the minimum prescribed by the American Federation of Broadcasters, which the station has an agreement. Through the town the average for an announcer for a six-day week is \$35.00 per run between 815 to 825. High spots of a quarter and half hours usually get \$45 and \$10.

WIP talkers' base pay is \$30 each contract, bringing 110 to \$30 each contract. WIP's *WIP* radio show. *WIP* also who does *WIP* and Tom Bullis, the studio for *WIP*'s *Top Secret* feature, were both *WIP* radio show.

One of the hardest-working crews in the city is WIP's *WIP* radio show. *WIP* also who does *WIP* and Tom Bullis, the studio for *WIP*'s *Top Secret* feature, were both *WIP* radio show.

Advertisers and Agencies

NEW YORK: MARKET RESEARCH CORP. for the past few weeks has been quizzing agencies, advertising clients and copywriters as most popular and why. Some of the replies are worthy, others require a "twist" as to why they are of the leading reps. Some agencies refused to talk. . . . All Pearce, for Grape Music, is being considered July 2nd—but what happens after that is indefinite. . . . Andrews Sisters have been renewed by Radio Pictures. Wayne Randall, NBC press exec, on a vacation.

Entire *Time* Crosby Show may come out the letter part of June to do a broadcast from the World's Fair. It being considered July 2nd—but what happens after that is indefinite. . . . Lawrence Tibbett and Marion Anderson, fly to Washington, June 2 to sing for the King and Queen. . . . *McFar* Albright, Philadelphia ad agency, three in line for cast of "Your Family and Mine" at the Waldorf-Astoria Theatre (11). . . . *McFar* Albright and Albright interest for the studio. . . . Tom Wright, of Young & Rubicam, CBS "Rayburn" marque. Joe Motion played host to 100 women at Bolton's Ladies' Luncheon Meeting at Barney McDevitt, press agent for Artie Shaw on the Coast. . . . Dick O'Connell, Decca ad executive, placed in Princeton over the week-end and his home with eight new contracts for transcription services. . . . *McFar* Albright and Albright interest for the studio. . . . *McFar* Albright and Albright interest for the studio.

Hollywood and Los Angeles

NEW written in Kansas broadcast in the studio. CBS "Rayburn" marque. Joe Motion played host to 100 women at Bolton's Ladies' Luncheon Meeting at Barney McDevitt, press agent for Artie Shaw on the Coast. . . . Dick O'Connell, Decca ad executive, placed in Princeton over the week-end and his home with eight new contracts for transcription services. . . . *McFar* Albright and Albright interest for the studio. . . . *McFar* Albright and Albright interest for the studio.

From the Round

JOHNNIE OLSEN's settings in the title of a syndicated column being written by Olsen, ex-wife of Tom Toback's *Rayburn*, reveals to WFL, Milwaukee. It's promotion staff at tobacco syndicate. . . . Katherine Christensen, director of the *Little Men and Women* show.

N.O.'s Eye-Drop Pay As Gabbers Say Ouch

NEW ORLEANS, May 27.—Salaries paid regular staff announcers of the big three local stations are materially higher than a year to 18 months ago while two independent smaller stations are reported to have had a 10 per cent increase. The Standard-Labor staff with a minimum of 25 cents an hour plus increased earnings if announcer is not getting for solicitation of commercials. One of the smaller stations has the announcers who are being considered July 2nd—but what happens after that is indefinite. . . . *McFar* Albright and Albright interest for the studio.

KEHE, KFI, Drop Bands

LOS ANGELES, May 27.—Staff bands of KEHE and KFI have been dropped for a three-month period. . . . *McFar* Albright and Albright interest for the studio.

in October, when two of his daughters will receive parts from the stock.

THREE WHITERS are taking over Olivet College, Michigan, on June 15. John L. Ashby, is graduating. A. L. Ashby, an alumnus, will give the commencement address and John Henry Ashby, brother son of A. L., will walk off with an honorary degree. . . . J. Vance Baker, formerly NBC, is now publicity director of the United Trevere Industrial Foundation. . . . Al and Leta Fisher, station's first regular on *Beulaher* Show, cutting their into October. . . . *McFar* Albright and Albright interest for the studio.

From the Round

Roswell Rogers, writer for "Tessie Theater," breaking ground for his in a new play, "The Story of a Boy in Fernando Valley. . . . Lucile Conner and Howard Green take over "Beauty and the Beast" at the Radio City. . . . W. B. Lewis, CBS vice-president in charge of production, is being considered July 2nd—but what happens after that is indefinite. . . . *McFar* Albright and Albright interest for the studio.

From the Round

Mrs. LLOYD E. YODER, wife of the NBC manager in San Francisco, is recovering from an operation. . . . Carl Reed, show manager of WOOD, Milwaukee, is recovering from an operation at the hospital. . . . *McFar* Albright and Albright interest for the studio.

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THE BILLBOARD

Hot Weather Cruises Increase Number of Sea-Going Coolers

Scale for ship musicians to be raised September 1—possible further increase next year—Al Donahue still leads field of boat contractors

NEW YORK, May 27.—With the advent of summer and the subsequent increase in vacation cruises from here to points as far north as St. John, Newfoundland, and as far south as Buenos Aires, it's practically open season for musicians who care for the rather intricate arrangements of the business, for that matter, is an all-year proposition, and although not spotlighted as much as location and one-night job, it gives plenty of musicians a live income and a pleasurable type of job. Ship musicians who work steadily throughout the year for the steamship lines are due for an increase in pay starting September 1, the result of a recent agreement between American Federation of Musicians and the boat companies.

Wage Scale. Present scale for a 30-day job is \$30 with the newly agreed upon provision bringing it to \$100. There is a chance that, as of September 1, 1939, the scale may go an additional \$10 a month higher, but that will depend upon negotiations between the AFM and the Steamship Lines which will be held no later than May 1, 1940. If at that time the issue fails to reach a recent agreement, the second upping it will become AFM law.

Rated scale applies only to jobs of a month or longer. Cruise rates are affected are \$78 a man for seven days (for boat) and \$28.70 for 14 days. Extra days are paid for at \$10. Leaders receive 27 1/2 percent over. Hours of playing are limited to 2 1/2 hours a day for not more than three consecutive. Overtime pays 75 cents an hour. Musicians are not required to play off-shore engagements while in port, and to make sure that the crew members run men pocket a week's pay the only four days actual work. Room and board are included. Leaders and principals are standard second class, with all privileges of regular passengers in that class.

No Transfer. Shipboard musicianship picture has changed in the past few years. Previously steamship lines went in for hiring local talent with the idea of making a souvenier of foreign ports and a good souvenir. There were some union men playing the boats, but the percentage was small. Now, however, unions are made up of regular musicians, all AFM. Mariner connections touches large a lot of them from applying for ship jobs, but it is a hard sell from New York that puts it in local 802 jurisdiction negotiating holding a New York card as well as all AFM. Unions are eligible regardless of local affiliation. No transfers are needed, and no traveling or hotel rates are exacted for this type of work.

Another change to take place in recent years has brought ship musicians under contract to work on a regular basis for them to sign ship's articles the same as any other member of the crew and to be paid on a regular basis. This is a new thing. American boats require physical examinations, photos, birth certificate, blood test and even fingerprinting, and, as part of the crew, musicians take part in fire drills and have designated posts. Cruise line rates of increase from the AFM standpoint, its members are negotiating a 10 percent increase. The AFM representative and the letter are responsible for payment of any compensation or insurance claims assessed upon the employ-

Honest Ray

DUBUQUE, Ia., May 27.—If Ray Algren's brand of swing is on a par with the real thing, it is time for them to have a band well worth hearing. Maestro has a four-piece personnel consisting of a saxophone, piano, drums and one of the top of this city over a period of a couple of months. The Monday night orchestra is a fine example of a student of school and ballroom standard. Ray did "Do it to 'em" but will be doing "Do it to 'em" and "Do it to 'em" for spring "Dishing".

Summa Cum Laude

NEW YORK, May 27.—In case any traveling band playing a date at Williams College, Williamstown, Mass., should get a request from a member of the faculty to sit in on a jam session, the answer is "Yes" only from a professor who was jamming on the clarinet at Harvard before he got into an expedition at Williams. Roy Lawson, Harvard '30, in his blog for the class Decennial (just published) writes that he led the "Harvardians" while studying for his Ph.D. Now that he is an assistant prof. of English at Williams, he states that "in spite of my supposed academic dignity, I still play enough clarinet to take part in an occasional jam session with the Williams Purple Knights."

Kayser Joins FBMC For One-Night Deal

CHICAGO, May 27.—Joe Kayser, who recently severed his connection here with Beckwith General Amusement Corporation, the newly opened City office of Kayser's experience at a one-nighter department of FBMC out of this office, Kayser's experience at a one-nighter booked started back in 1922 when he took his own band on some of the first touring dates ever played in the Midwest.

Fields Draws 1,100 At Bay Beach Preen

GREEN BAY, Wis., May 27.—Gala opening of Bay Beach Park last Sunday attracted some 8,000 persons despite the rain. The 1939 Steamers Club played for afternoon dancing, while Sheep Fields was on tap for the evening, with some 1,100. The band played from 9:30 to 11:30 p.m. and 75 cents thereafter.

Ballroom was being enlarged to accommodate a band and band shell. New lighting effects and fixtures also installed. Regularly under direction of Bob (Dooney) and Waverly Beach ballrooms. Other bands booked for the spot include Bobbie Orlogs, Ray Alcorn and Dick Jurina.

Stuff Smith Gets Hotel Edison Call

NEW YORK, May 27.—Marta Kramer again exercises a woman's prerogative in Chicago by making a telephone call to North Trio for the summer months at the Green Room of Hotel Edison because the smiling, smiling, smiling, smiling. A wage scale, she decided on the unusual by bringing in a seal band.

Stuff Smith, who has been appointed with the Green Room, has a seal band devoted entirely to swingin'ness. Entrance of Stuff will give Broadway by the United States 15,000 rock and roll. A wage scale, she decided on the unusual by bringing in a seal band. Entrance of Stuff will give Broadway by the United States 15,000 rock and roll. A wage scale, she decided on the unusual by bringing in a seal band.

Henderson's \$135 on Poor Race Promotion

BUFFALO, May 27.—Percy Henderson, played a new dance ball Saturday at the Buffalo Ballroom, didn't prove to be as successful as was anticipated. Percy Henderson (Toby) Smith, who had just got out of the flop of Larry Clinton here two weeks ago, obviously pulled down the house after a brief Henderson in this colored dance hall, thus eliminating the large crowd of youngsters that might have been proved good customers for a hot night of swing.

Some mistakes were his complete lack of advertising, which proved fatal on this occasion. Dance drew only 100 persons, one-third of the large hall, advertised sale club at 50 cents, but purchased by about 80 dollars, an advance of 50 cents. Henderson's band brought tickets at the door for 80 cents, a net of \$200. Gross receipts, \$134.80. Henderson got half of the necessary expense on the date. Smith had to enter about \$250 on the red side of his pocket. Henderson's band was a good market for names on one-nighters, providing they are properly managed and exploited.

Eastwood Gardens Line-Up

DETROIT, May 27.—Eastwood Gardens announced a line-up for the week. Joe Sanders on the band stand. Name bands and opening dates booked by Harry Hines, including: The Bluebirds, June 2; The Bluebirds, June 3; The Bluebirds, June 4; The Bluebirds, June 5; Benny Goodman, June 7; Artie Shaw, June 14; Jan Carter, July 21; Harry Hines, June 21; The Bluebirds, June 24; Eddy Duchin, August 11; Kay Kyser or Horace Hight, August 18; Larry Hines, August 25, and Gene Krupa, September 2.

\$627, n Profit, With Jones

WILLIAMSVILLE, N. Y., May 27.—Latham Jones, making his first appearance in the town, was booked for Thursday, accounted for a profitable take of \$627. Not an exceptional take, but a good one to leave Owner-Manager Harry Altman a satisfactory profit of \$377. With ducks in advance and at the door, \$627. Jones drew 1,310 dances. It was the first band paid promotion of the season, and McEwen being the house music maker here.

Arter 3C Swell for Samon

ELMTON, Md., May 27.—Al Arter, coming in from Ohio, gave a swell at Ballroom. It was the best of the new season, last Saturday. At 40 cents a copy, \$627.60. Band is harmonizing thru Michigan and returns to its native territory next month.

Also, in accordance with maritime law, captain of a ship has the power to fire a musician (or a member of the crew) with the boiler having no refund from either the line or the agent who got him the job. In such case he is paid only for the time he has worked.

Good Musicianship Needed

In addition to all the other unusual aspects of steamship work, musicians have to accept digital music arrangements as well as rigid moral and character qualifications. From the inside angle, a sideman leader has to be able to play swing, sweet, tangos, rumba, waltz and, just as important, concert suite, march and, during cruise, no more dance, and the boys have to be well up on their classical fiddling or blowing. Another important point is the unit's ability to play a show, with several good evening dances, as well as the women's fund show or regularly scheduled entertainment—calling for at least 100 songs. A band leader averages from 3 to 12 men, with the accent on reeds and strings rather than brass. Doubting on brass and fiddle is practically a must, reeds being out as far as the classics and semi-classic are concerned. A sideman plays an instrument, mere stick-waving being de trop. The character angle is an important one, too. A sideman must have a reliability for ship work. Whereas a toiler can knock off for the night on a location job and do whatever he likes at home, there is no getting off the premises in mid-cruise, making it compulsory for a musician to behave himself, no matter whether on the stand or not. Getting a head of all-round musical ability and good character is the most difficult job.

(See MUSIC ON opposite page)

Petrillo Catches Up With the Low-Scale, Under-Scale Spots As 'O.K.' and 'G's Get the O.C.

CHICAGO, May 27.—Outing dancers to the C.D. sector have been getting the once over by mauler chief James C. Petrillo, with the result that one band was had a \$1,000 fine levied (for which he now has a receipt) and two other spots have been booked into the A class.

They Hill, who closed few weeks back at the Midway Hill ballroom, has been booked to play the Grand Fine. It was alleged that Hill was "kicking the clean habit from his J. J. W. Petrillo's OK is current at the former and Carlo Molina is cooling at the other. Queried about the matter, Petrillo stated that, inasmuch as these spots were booking class A material, there was no reason why they shouldn't pay it in the same way of \$600. Also Petrillo failed to mention it, it is thought, but that another reason for the action might

be that it serves as sort of a notice on these practice rooms to adhere a little more closely to the rules. Union has already called the entire George Hamilton OK to its office on "instructions" on their date at the Del Shore society club, which opened Tuesday (25).

At the same time Petrillo has not been overlooking the situation in town. Several of the smaller B and C classes have recently been upping their band books. The one number 8173 was booked into the B class, and the one number 8174 was booked into the C class. Example was in the case of the Rose Bowl C class up to a month ago when Hill Hutton took up her band then at \$1750 per week, with a W.O.N. wire which was outside the spot. Hill Hutton took up her band now, Solly Wagner's OK has returned, but at \$1500 a week.

Some of the spots (three small-venue night spots) feel the boiler case should conform to the size of the spot, but Petrillo's philosophy on the problem is evidently much the same as that of a doctor—"if you have it, you pay, and if you haven't, you don't."

Music in the Air

By DANIEL RICHMAN

Tearsaden Time

YEARS of experience with one of the greatest of musical showmen, Paul Whiteman, are apparently standing ACE in good stead. The showman, who has been known as "The King of the Air" for his own band, has recently been making dance remote performances that would be a credit to any of the best masters. Instead of sticking to a straight, routine succession of pop tunes the public is getting a new kind of theater. Whiteman conscientiously brings out the best feature of his own work and of his band, making the music itself the main attraction. He is clearly on the minds of listeners with a well-thought-out program that shows the best of his own band.

Only two contemporary pops on the show caught up in the way of a lineup that was a swing and blues expert's paradise. Don't 'Worry 'Bout Me and Glad Will Tell were the interlopers, and they were quickly ousted by the remaining standards and swing classics. Whiteman and Herdard (with Charlie Spivak's trumpet) featured the best of the band, the only other familiar faces; for the rest it was Billie Holiday's *When a Woman Loves a Man*, Ella Fitzgerald's *How to Succeed in Love and Business*, and a pair of typical Tearsaden numbers, *My Blue Heaven* and *My Blue Heaven*. The band and vocalists were in the best of form, but that's only quibbling with a remote that had more than plenty to offer for either listener or performer.

On the Sentimental Side

CLINKING pretty much to the sugary rhythms and ballads were the 20 minutes of ABE LYMAN (*Early Nite*, *Country Club*, *Newport*, *NY*, *WEAF*). Out of 10 tunes he played only seven romantic ballads, and one of the remaining three was *My Blue Heaven*. Lyman's *My Blue Heaven* was the only one that was really a hit. The rest were sweet and light, practically some out of the speaker. The dose was a little too much for the ears of the program's competent handling of the songs, the selection was basically in one groove and the rest had never been heard of as a result.

Such routine programming can only be expected to attract a limited audience since the majority of late listeners now are not only swing-conscious but have a taste for the new. The program is a ship from all types of entertainers. An unimpaired broadcast from a name band is a good thing, but it is not the kind of thing that dialers who feel that they are entitled to something better and that the band leader appreciates their care whether he pleases them or not when he dishes out a lot of drive.

Lesser Lights

LOU FIDLER (Colony Club, Chicago, and the Crystal Ballroom) has been playing *My Green Castle*, Pittsburgh, WCCC) off from the same album, also an arrangement of the same tune, as a defense. Neither manro has a lifetime reputation to live up to—his reputation is that of a listener who is a great deal more tolerant—and the limitations of their songs give them the same kind of advantage. Fidler's is a cut-and-dried formula. At that, Fidler made several attempts to draw up his reputation with a new song, one of which as a novelty titled *Remember Me*, a large called *The Call of the Moon*. That the disk wasn't up to the demands made upon it is understandable. Fidler didn't detract from the assembly attempt to do them. What was gratifying was that he didn't detract from the same way if Fidler could hear how popular the music was. Fidler's work that ended every number in exactly the same way as the music was. Fidler who does not doubt got the idea in a hurry.

The Burton records "Harred" Neil Buckley, ex-vocalist with Don Beyer, who took over this local band, also has been known as a "C" on the radio. He is now in addition to working every second song, and has had a number of records. He is now known that it was out of a program of 15 ditties is carrying things a little too far. He is now in addition to working really fine to hold a radio audience's attention thru a parade of mostly run-of-the-mill tunes and Burton's crew has a song way to go.

Reviewing the Records

Frankie Carle

(Reviewed at Green Gables, Md., Md., Omas.)

AFTER playing piano and knocking around the mandolin for a talent for four years, Carle has culled a level 10-man combo into himself. Based on built-around the mandolin, strictly individual and melodic style of piano. Set-up includes four horns, a double bass, and a drum set. Carle's vocal has the same feeling for more, and with each tune he has a vocal three-minute. Aggression is young and clean cut. He is a singer of the strictly individual rhythm, band style in the pop tunes with a generous sprinkling of Carle's own tunes, and prominently the maestro's *Swanee Serenade*. C-6.

July Conrad

(Reviewed at Max-Mor Ballroom, Kansas City, Mo.)

FOR five years localite squawked at having a dance band at the Post-Tower Theater. And now that Conrad has built a band, he is being tagged as a vaude band. Mixer of fact, band was not essentially a pop act. And now Conrad aims at luring old crowd with his own mix. However, his music is not so good. The band's repertoire, since his manager has committed him to tour the variety houses with the band. As a dance band Conrad stacks up with others of territorial strength in these parts. He is not so good as the sort of pop as dissonant demand. Use the word trumpet trio, single trombone, and a double bass and a piano. Conrad leads and plays the piano. Band matches a Lewis on doubling arrangements worked out for 37 different instruments. Being across are arranged by Ruella Claxton, local Negro pianist for Marian Leonard's org. Virginia Barrie (Mrs. O'Connell) on vocal effect for the ballads. L-6.

Lang Thompson

(Reviewed at Tarracha Casino, Lincoln, Neb.)

FOUR years ago Lang Thompson, fresh pepped onto the scene of Lincoln, Nebraska, with his sweet music and still sticks by it. It's a three fiddle, three horn, three bass, and a piano. Thompson still sticks to it that the violin is heard. Individual performances, besides Thompson, who handles basses and baritone vocals, are Chuck Eaton, tenor; Pete Pender, fiddling, oboe; and Helen Davis (Hircow), the solo female, for voice. All departments shape up satisfactorily. D-6.

Dave Huggins

(Reviewed at Crystal Ballroom, Berkeley, Calif., Hotel, Astbury Park, N. J.)

HE has been regular for the past three years, serving an front and on sax he has been a regular for the past three years. Huggins is a good band leader and a good band leader of the show. Band product is good, canevable music. Huggins is a good trumpeter and three rhythm, with Billie Friedman putting down his bass fiddle to augment the sax section on the entry. Soloist Chet Arthur is an able sax manipulator and, besides of his ride ability. Huggins builds the swing tunes around Billie's solo. Friedman and trumpeter Harry Nelson handle the vocals. A-6.

Joe Rines

(Reviewed at St. Regis Hotel Roof, New York)

BACK after a two-week summer, Rines dishes out a brand of music that fills the bill for the society crowd, but that is regarded as the demands of the alleged smart set that he kills any chance he might have of appealing to the masses. He is now located at Park Avenue address but who expects a changeability and listenability. C-6.

trumpet switching to fiddle for the band's own sake. The library falls to all appearances into just two categories—waltzes and Cole Porter standards. The band's repertoire is and an apparent cover on *Blues* part to fulfill the screwy demands of the downtown spots. Rines has repeated three times in two acts. Porter's *Anything Goes* has come to be a two-act show. Rines has a good number of people in the room who would enjoy listening and dancing if given the chance. C-6.

Being in out of the question in a spot like this, it is still so reason for the extreme listlessness of the Rines crew. The Lohar and Strauss things are a good deal better. Rines is to conceal such comical (inherent rhythmic spirit) but the few pop and swing tunes are good. Rines' attitude and life and hit into them would certainly not hurt the band's standing with the city and audience would mainly those who look to the cork and not in a mirror for the incentive to get out on a dance floor. R-6.

Austin Wylie

(Reviewed at Cavalary Ballroom, Buffalo)

LONG have been Cleveland's solo. Wylie has been playing pretty parties in the territory and meeting with success in delivering a smooth, conventional, crowd-pleasing, and consistently crowded dance floor was a tribute to the band's good work. Band does not hit in for tricks or novelty but let go on the hotchis opuses. The band's repertoire is not so good as so widely varied that monotony never sets in. Drive at all times the impression of a well-organized band with all the bandmen in perfect accord. Wylie, more mature in appearance than most of the territory, has a dignified and showmanly manner of conducting. Doesn't play any *Blues*. Out of 10 tunes he played only three or four rhythm. Miss Brent is pleasant enough for the song singing. A hard-acting and a good deal of a singer, practically every ditty. Larry Koch, piano, and Mylene, trombone, make the arrangements and keep on the safe side by sticking to the conventional, approved style of dancing music through. B-6.

MUSIC ON

(Continued from opposite page)

Both agents and lines like the men to stay for long periods—whether the run the club or being in the territory. The longest regularly scheduled jaunts—and congratulates themselves when they get hold of a man who not only fills the bill but care to stay out by his first voyage. Three good examples of appointment are Harry Nyberg, leader on the Queen of Bermuda since 1932; Al Caston, front man on the Monarchs; and Ken on the Duke. This year, and Henry Malloy, 3, B. S. Bester's musical head man since 1929. First two are in the territory, and Malloy is a shuttling back and forth between here and Boston. D-6.

Selections

In general, the men are not hired for boats for the reason that it is not so impossible to find an already set-up band. The men are hired on the basis of music demanded. Agents audition individuals and if satisfactory place them on a boat. If not, they are hired as an extra man, or else build a band out of the necessary number of suitable individuals. The men are hired on the basis of requirements made of applicants in possession of a white suit and a tuxedo, any of which must be furnished by the man. Outstanding in the field of contracting for boats are the following: Harry Nyberg, Rainbow Woom maestro does the hiring for the Furness-Bermuda Line. Paul Hirsch, who has been with the Republic Line and the American Republic Line by July 1 Donahue will have men on approximately 30 ships, the list of which is handled by a single office. Other leading agents are Charles E. Davis, who has been with the Duke and employing music thru his office; Ed Donovan, agent for the Grace Line, and Harry Donahue, who has been supplied along the lines for the past few years. C-6.

Off the Records

M. Miller

AFTER too many limp and languid sides, Glenn Miller adds a new thrill to the waned windings with a Hi-Buster heating the ever-growing list of records. The playing of these jazzy ears and there can't help but be a designing wear of enthusiasm among the ever-growing list of records. Their playing of the Bill Flanagan arrangement is altogether delicious and the swing addicts will love and like, coming with *It's Not What a Fellow Makes it One of the Greatest Moments of the Day*.

Wally Mambo's back on *Bluesing* with a low-together baritone, that should add to a fair number of the attention from those who like their rhythm ragged. With Wally blowing the bugle and adding his happy pipes, the Duke and Buster Bailey carry *Over the Ocean* and *Over the Ocean* to a new level. The mood is happy for the piaster-party. *Over a Real Rumba* Pops.

Tommy Dorsey cuts thru with a dandy for Victor, his subtle swing going a long way toward satisfying the fans with an exotic loose picture of *My Blue Heaven* and the blues ballad, *Why Bury Me Again* (*Just a Blue*) both from Charlie Davis' new *Blue* records on page 77.

James Clevé Ritz Flinn

Ritz: 8:00 on Return Trip

REDEPORT, Conn., May 27—Harry James. He has second appearance at Ritz Ballroom this evening playing here last Friday, did much better on his initial trip. Drew an estimated crowd of 1,800 dancers for a sale of almost \$800. Admission prices were on a greatly reduced scale, due to the fact that he is 40 cents a copy, while the fair one only had to play down 40 cents. This will be the last Sunday attraction for the season, but spot will be open week days with a band stand until latter part of June.

Crawford and Gill Purses

\$400 Per at Summit Beach

AKRON, O., May 27—Jack Crawford playing a new season's high dose. Bargain nights at Summit Beach, Akron, Ohio, at Summit Beach Ballroom when 1,800 paid 25 cents a copy for a \$400. Crawford's new program for justice dancing. Emerson O'By, a district fair, drew 1,000 to 40 cents per lot Saturday, giving the fair an equal \$400. Crawford's business and refreshment stand takes this season's fair has topped the same month a year ago. F-6.

AL DONAHUE plays Manhattan Beach, New York, July 1 week. Afternoon only, date not interfering with his regular Rainbow Room engagement.

A Tip to SMART AGENTS and BOOKERS

Get hot leads for band and act engagements from the list of outstanding fairs and parties in your territory. The Billboard has the list of each month.

Read the Yair and other Outdoor Department. The Billboard has the list of each month. The Billboard has the list of each month.

AMPLIFIED DISK BIZ

Bands on Tour Advance Dates

Frank Trombair Hotel New Yorker, New York, May 29, June 8, 13, 19.
 Sam Hestman 10, Ho Casino, Brooklyn, June 10.
 Howard Baim, Roseland Park, Canandaigua, N. Y., June 7-8.
 Harboe Calloway, Suburban Park, Lincoln, N. Y., June 8; Canadawaga Park, Richfield Springs, N. Y., June 8; Palorama Ballroom, Schenectady, N. Y., June 8; race dance, Rochester, N. Y., June 8; Army, Malone, N. Y., June 9; Bortz's Glen Park, Elmira, N. Y., June 10; Recreation Park, Fulton, N. Y., June 11; University of Rochester (R. Y.), June 12; Roseland Park, Canandaigua, N. Y., June 12; Lakewood Ballroom, Burnsville, Pa., June 17; Glen Park, Williamsville, N. Y., June 22; Canina, Lewiston, N. Y., June 23; Sharon Springs (R. Y.) High School, June 27; race dance, Buffalo, July 9; race dance, Schenectady, N. Y., July 10; race dance in Virginia and North Carolina, July 13-20.
 John Philip Sousa III, Manhattan Beach, N. Y., June 2-4.
 Freddie Fisher, Central Club Superior, Wis., June 3; Oxford Ballroom, Arnold Park, Ind., June 24.
 Ramona Dentary C. C., White Plains, N. Y., June 3; Pleasure Beach, Bridgewater, Conn., June 4; Fernbrook Park, Dallas, June 6; Grand 97, Pavilion, Johnson City, Pa., June 9.
 Lee Warren, Recreation Park, Fulton, N. Y., June 9.
 Emerson Hill, Crystal Park, Vermilion, O., June 4; Sugar Rock Pavilion, Franklin, N. Y., June 4.
 Barney Rapp, Good Hope Memorial, Franklin, Ky., June 6.
 The Blue Belles, Crystalline Ballroom, Detroit, June 7-10.
 Tommy Blanton, Rock's Glen Park, Detroit, June 7-10.
 Huddy Bundy, Madras's Woodland, Whiting, Ind., June 8, 10, 11, 13, 17, 18.
 Phil Dopyera, The Theater, Kansas City, Mo., June 9 week.
 Gene Brodman, Richfield Springs, N. Y., June 9; Recreation Park, Fulton, N. Y., June 11; University of Rochester (R. Y.), June 12.

A Plug Nickel?

NEW YORK, May 27.—Mickey Goldson, of Exclusive Music, dropped into the Telephone Building at the world's fair to make a phone call. All the booths were occupied, so Bill Tims, Mickey took a chance on the booths awaiting the peddlers to make a free call to any place in the country. His nickel won, but instead of a call to a distant city, he was called to New York. He was told to call the nickel call was to Van Alexander at Roseland Ballroom.

Ray Hastings, University of Rochester (N. Y.), June 12.
 Peter Herold, University of Rochester (N. Y.), June 12, 17.
 Carl (Seacon) Moore, Jayland Park, Lexington, Ky., June 13; Marston (Ind.) Hotel, June 27.
 Red Nichols, Lown's State Theater, New York, June 13-16 week; Philadelphia, C. C. Philadelphia, June 26.
 Bob Coon, University Theater, Kansas City, Mo., June 16 week.
 Russ Morgan, Gregory Meyer's Convention, Kalamazoo, Mich., June 21.
 Junior Maguire, Canadawaga Park, Canadawaga, N. Y., June 24; Palorama Ballroom, Schenectady, N. Y., June 25; Roseland Park, Canandaigua, N. Y., June 26; July 1.
 Harry Harris, Watston (N. Y.) High School, June 28; Clifton (N. Y.) High School, June 29.

Busee's Ex. Promised a Stand at Chi Chez Paree

CHICAGO, May 27.—Henry Busee's former Chicago local band, which was dropped after Busee reorganized to New York, incorporated here, with Bob Baker as manager. Mike Prince, of the Chi's Party, promised the boys a date after the current engagement of Winchell Lopez, scheduled to run six weeks. The band under Busee played the Chi's for a long period. It recently closed a three-month with Dan Apollo and will file a month of engagements before returning to the Loop.

Philly Local Asks Federation To Manufacture Own Platters

Move proposed to control distribution and production rights—hits at inroads of nickelodeons—license for use of platters—will be a convention issue

PHILADELPHIA, May 27.—American Federation of Musicians may go into the recording business, according to Rex Biscard, secretary of Philadelphia Local 77, who will present a resolution at the June convention in Kansas City, Mo., asking the Federation to manufacture platters in order to control the reproduction rights. Musicians action is made necessary by the terrific inroads made by nickel-in-the-slot phonographs upon the income of musicians. Many spots which formerly employed live talent have now replaced acts with the machine. A wide selection of styles offered in the phonograph is being preferred to the same style that is displayed by a band. Recently, he said, many dance halls have dropped up which use nothing but platters to supply shrines. Low cost of these spots enables them to get the jitterbug trade by scaled admissions not possible for profitable operations by the legitimate dance promoters. Biscard will ask the AFM to found its own recording service and is soliciting the support of locals all over the country for his measure.

Under the present set-up no action can be taken to curb the influx of spots which use recordings. Negotiations cannot be entered into with the disk outfit, since they cannot forbid the sale of platters to automatic phonos and radio stations. Such action would come after the establishment of a secondary boycott, which can be prosecuted under the Sherman Anti-Trust Law, which forbids restraint and control of trade, and triple damages can be awarded in the event of an adverse verdict.

Biscard contends that the entrance of the Federation into the disk field is the only feasible method of curbing the spread of bottled music. Manufacturing their own recordings, they can legitimately assign reproduction rights and control the sale for home use only and license

music for automatic phonos in spots where the machine does not replace an act. Biscard was vague as to the actual work that would eventually go into effect. He will ask that a committee be formed to work out the details and that the necessary funds to start the enterprise be contributed by the treasury. He is certain that the initial cost outlay, once the project starts rolling will be soon returned to the AFM. Profits will be used for expansion as well as contributions to the national exchequer.

Biscard indicated that if an effective licensing system can be worked out, legal agreements worked out with the recording outfits, it is possible that his project may be postponed if not abandoned entirely.

Rice on 802 Exec Board

NEW YORK, May 27.—Aldo Rice, orchestra leader, joins the executive board of Local 802, American Federation of Musicians, as of June 1. Rice succeeds Sam Tabak, recently resigned. Board members are selected by the combined membership of the local's trial and executive boards.

Songs With Most Radio Plays "Lady's in Love" Takes Lead Over "Angie Sing"

Songs listed are those receiving 30 or more network plays (WJZ, WFAP, WFAP, WABC) between 8 p.m.-1 a.m. week days, and 15 or more on Saturdays. For the week ending Friday, May 26. Independent plays are those recorded on WNY, WNY, WJZ, WJZ and WIN. Film titles are designated as "F." musical program numbers as "M." Based on data supplied by Accurate Reporting Service.

Previous	Title	Artist	Weeks
1	Lady's in Love With You (F.)	Parson Kent	10
2	And the Angels Sing	Brigham, V. & G.	10
3	Don't Worry Myself	Chappell	10
4	Wishing (F)	Mills	10
5	A New Moon and an Old Serenade	Bertie	10
6	Three Little Fishies	Chappell	10
7	Oh Love	Harme	10
8	Strange Enchantment (F)	Parsons	10
9	East Side of Heaven (F)	Sanity, J. & B.	10
10	I Never Knew Heaven Could Speak (F)	Robbins	10
11	There Forever My Beloved	Chappell	10
12	Begin the Beguine	Harme	10
13	On Building a Palace of Dreams	Shapiro-Bernstein	10
14	Three Little Fishies	Chappell	10
15	Heaven Can Wait	Remick	10
16	High, High, High	Remick	10
17	And a Little Hot	Shapiro	10
18	Little Skipper	Beier	10
19	I'm Glad My Heart	Remick	10
20	I'm Happy About the Whole Thing (F)	Remick	10
21	You Grow Sweeter as the Years Go By	Wilkart	10
22	Things of Sublimina (F)	Sanity, J. & B.	10
23	Little Sir Echo	Neguman, V. & C.	10
24	Beer Barrel Polka	Shapiro-Bernstein	10
25	Doon	Shapiro-Bernstein	10
26	My Last Good-Bye	Bertie	10
27	How Strange (F)	Remick	10
28	I Had My Way	Remick-Pioneer	10
29	Doon	Davis	10



FRANKIE MASERS AND HIS ORCHESTRA

Featuring MARIAN FRANCES and THE MASTERS VOICES

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Vaudeville Notes

DAVE APOLLON has returned to New York, demanding his new unit which would include himself. He is awaiting the arrival of the first addition to the family. . . . MAX WYNN AND ELLA DANCERS are leaving for Europe late in the summer to tour with their Anglo-American Folies. Will take in France, Italy, Germany, Holland, Belgium, Hawaiian Folies picked up two weeks in the Midwest, going into the States, Chicago, Cleveland, with the Riverside, Milwaukee, following.

ELEANOR POWELL goes into the Queen Mary, San Francisco, next week followed by a. s. by Kay Kyser Band, Artie Shaw Band, Burns and Allen and Billy Band. According to George Hole, manager of the theater. . . . BRUCE CABOT's p. a. date in the East have been canceled because of illness in shooting his new film, *Nazky the Kid* (Napoleon). . . . CLIFF NAZARIO, comedian, has left Hollywood for a date at the New York Paramount June 10 week. . . . JACKIE COOPER and his boys' band will go to New York by Paramount to make a p. a. at the opening of Cooper's latest film, *What a Life!* Film will probably be released in the Queen Mary.

THREE STOOBIE sat on the Queen Mary this week for London. Set for two weeks in London, then to New York, Pittsburgh and Dublin. . . . POLLY FERKIN and her Pops and Frank Rialty's Riders are back at fairgrounds at Yonkersburg, Pa. May 28 and 30, and go to the Rath fairgrounds July 4-5. Polly returns to the Village Bar, New York, May 31.

RUTH (DAB) WALKER'S *Over the Hills and Far Away* is at the Woodch Theater, Kew-Forest, Spring, Mo. . . . CARL HAY, comedian, is at the District, Buddy O'Day, Mabel Blakely, Three Hum Elgers, the Carters and Frank Rialty's Riders are back at fairgrounds at Yonkersburg, Pa. May 28 and 30, and go to the Rath fairgrounds July 4-5.

While are manager and agent, respectively. . . . BANN PORTLAND, formerly *Topper's* papers act and now making good as musical arranger and composer in the 30th Century-Pop Studio, New York, where he will appear a four-week business and pleasure stay.

VIC SPOONER has a Chicago south beach. Islanders unit routed thru the North and Midwest until August 1, mostly on cruise boats. . . . *Over the Hills and Far Away* is at the Woodch Theater, Kew-Forest, Spring, Mo. . . . CARL HAY, comedian, is at the District, Buddy O'Day, Mabel Blakely, Three Hum Elgers, the Carters and Frank Rialty's Riders are back at fairgrounds at Yonkersburg, Pa. May 28 and 30, and go to the Rath fairgrounds July 4-5.

Troupers' Club Elects

NEW YORK, May 27.—Troupers' Club, located at 877 West 124th street, N. Y. C., had its third Monday elected the following officers: Al Strachan, president; Rex Owen, vice-president; Louis J. Thomas and Charles C. Nickle, financial secretary; Thomas A. Hunt and Edward Hartman, publicity secretary; and Ray Barnett, recording secretary, and Robert Dool, sergeant at arms. On the board of directors are: Al Strachan, president; Louis J. Thomas, vice-president; Charles C. Nickle, financial secretary; Thomas A. Hunt and Edward Hartman, publicity secretary; and Ray Barnett, recording secretary, and Robert Dool, sergeant at arms. On the board of directors are: Al Strachan, president; Louis J. Thomas, vice-president; Charles C. Nickle, financial secretary; Thomas A. Hunt and Edward Hartman, publicity secretary; and Ray Barnett, recording secretary, and Robert Dool, sergeant at arms.

Jewish Theatrical Guild's

New Quarters Includes Chapel
NEW YORK, May 27.—Jewish Theatrical Guild is moving from the Broad Street into 115 West 115th street, New York, Monday, where its new quarters will include a beautiful chapel for memorial services.

The Guild plans to have a housewarming soon, with President Elsie Cantor as host.

Vaude for Portland, Ore.

PORTLAND, Ore., May 27.—Pix Theatre, located at 877 West 124th street, N. Y. C., had its third Monday elected the following officers: Al Strachan, president; Rex Owen, vice-president; Louis J. Thomas and Charles C. Nickle, financial secretary; Thomas A. Hunt and Edward Hartman, publicity secretary; and Ray Barnett, recording secretary, and Robert Dool, sergeant at arms. On the board of directors are: Al Strachan, president; Louis J. Thomas, vice-president; Charles C. Nickle, financial secretary; Thomas A. Hunt and Edward Hartman, publicity secretary; and Ray Barnett, recording secretary, and Robert Dool, sergeant at arms.

France Issued 4,960 Permits

LONDON, May 27.—Check-up by Variety Artists' Federation recently showed that France in 1938 issued 4,960 permits to foreign artists. It is reported that approximately 400 were British. In 1937 France issued 6,236, also in 1936 2,833 in 1935 and 2,877 in 1934.

VAF approached all governments for the signature of any France replied.

Chicago Amateur Nights Attracting Professional Acts

CHICAGO, May 27.—Amateur nights in neighborhood theaters are fast turning to professional talent channels, but as yet neither have not sufficiently increased to make it an attractive date for standard acts. Unemployed and little-known acts have been accepting bookings for a long time in Chicago, but are not getting any. Amateur talent bookers have missed their supply wells dry and are turning to the professional fields to fill their demands. Acts which want to break in new material and has been unable to make it in the amateur field are being employed on "discovery nights."

American Federation of Actors here isn't worried about the situation, remarking that standard performers will not want to risk their reputation by playing amateur. AFA members who do accept such bookings to keep the wolf from the door, however, are ordered not to work over 100 per cent minimum.

Neighborhood running such shows include the Avenue, Plaza, Logan, Century, Oak, Madison, and the Grand. They and other above-named theaters, such as former Grand, are being run by the Western Vaudeville Circuit.

Pomona's "Harleניות"

JERSEY CITY, N. J., May 27.—Leo Pomona's latest unit, *Harleניות* of 1939, is touring the East Coast. The unit is a cast including Mae Murray, the Blue Jacket, Betty and Jimmy, Cora La Heide and the Harleניות. Norman Astor led it.

Unit booked by Abram J. Greenberg and A. Spome, with Jack Feltman, operating indie Jersey theaters. Other dates set are Bayonne, June 3, and Bridge, June 10.

Show has a Boy Scout tie-up, proceeds of the Cameo date to be used for building the new scout camp.

SALT Now Split Week

SALT LAKE CITY, May 27.—Managers Andy Poff and Cleveland Allen of the Rocky Theater have again been experimenting. Previously they ran vaude four days a week, but now are opening a night. They are able to secure attractions for the first half as well. Major Poff's unit performed for the last few weeks at *Leslie Field* as an ice-acting act. This unit, work *Cheer*, bubble and tap dance, booked to record a hit. It has been found that strip lease, not too vulgar, will always do best business here.

Big N. Y. Clubs Doing Better; Int'l Casino Has Big Opening

NEW YORK, May 27.—With conditions still very quiet, small night club owners are still waiting for their business to begin, but the target spots, many of which opened new shows last week, played to a packed house opening night.
Opened at the International Casino Thursday night, which marked the reopening of the club after a long absence. Dismissed, played to a jammed house of about 1,500 people at \$7.50 per head.
The club is expected to play to a terrific audience opening night, the gross for the opening was estimated at between \$7,000 and \$10,000.
Opening at the Hotel Pennsylvania, New York, on Monday, May 29, and the Book House, with Sammy Kaye, and

Blames Foreign Acts for Loss of Jobs; Seeks Quota System

LONDON, May 27.—Another move to limit the export of foreign acts, mostly Americans, playing the British theaters, hotels, night clubs and circuses has come up before the Variety Artists' Federation at the instance of performers, agents and artists representatives who have complained to the VAF and the government that the influx of foreign talent has caused unemployment among British performers.

Met result of a special three-hour meeting held May 15 in air this problem was the passage of a resolution proposed by Fred Russell, retired English headliner and past Federation official, that a delegation of VAF officials and London artists meet with managements of local theaters in an effort to get them to agree to set quota of foreign acts of their bills.

This move is an outgrowth of action taken by the VAF last December to reduce proportionately the number of foreign artists who were playing in British territories. The agreement in effect set the local standard acts were pushed aside in favor of foreign performers. The arguments, however, did not hold water with Parliament Under-Secretary Lennox Boyd, who reported at that time that the VAF had not made the rules more restrictive than they are at present without detriment to the industry, the variety entertainment industry.

Boyd reported that he was unable to accept the arguments for further restrictions, against those in force at present, would provide a solution of the unemployment situation among the artists and "in this connection, it has been necessary to give due weight to statements made by the VAF and by the agents (of theaters) asserting their readiness to engage British variety artists."

Unit Producing Is Almost Dead in Chi

CHICAGO, May 27.—Road unit activity is almost at a standstill, with the summer fall in full swing. The several producers who put make-up and more solid affairs in shape for the few available weeks' work to be active before fall.

Only looking for a Leap area. Earl Taylor's unit, which has been set for being organized week of June 30. B. B. is putting the market average units, getting them together last week for the Chicago show. The occasional Max Romeo show is used, but Leon Miller, producer, is retained on the staff for production of the show.
Nick Bolla, Sam Roberts, Antonio Belina, Harry Rogers and Count Gerald Viti have been booked for the unit. The unit is in past season. Rogers closed his *Mikado* in Spring in Philadelphia this week and is reported to have dropped a pretty penny. The Club is still out with his *Verities* of 1939.

acts who are available and whose equivalent value in the standard requires.

Federation had asked the labor department to report a quota system. Talent in a program to be limited to 50 per cent, spread over a period of three, as an 18-month period. When the quota was set turned down, they further asked that only 30 per cent of each program's salary budget should be available in foreign acts, which was also turned down as impracticable.

Restrictions now consist of a ruling that foreign talent would not be admitted into the country unless an act received a salary of 25 pounds (\$125 in American money) or more for one to two people, with a minimum of five pounds for each additional performer. Foreign artists are also restricted to 25 weeks in England and are only permitted to play two nights in any one week.

Through the writing it was assumed that the VAF was not opposed to foreign acts as such, but objected to their employment in large numbers while British performers laid off.

In reference to booking of American acts, there were some critics and accusations of graft. One speaker said if graft did exist, it was not peculiar to foreign performers. The other speaker advised that the meeting had no members, agents and managers of the 708 theaters and that they would not pay attention to large salaries if they could get the equivalent talent for the same money.

VAF Urges BBC To Reduce Ratio of U. S. Acts on Tele

LONDON, May 27.—On Wednesday Billy (Popper) Oswald and Blampden's *Bluebird* were featured in special BBC *Derry Day* broadcast.

As part of attempt to get wide material, the British Broadcasting Corporation Variety Artists' Federation has asked BBC to employ British artists in ratio of one to two in the *Derry Day* broadcast. BBC replied with statement that television employs four British to every one foreign performer. Of 554 artists television from April 13 to May 13 only 94 were foreign, those including 39 non-British. In television from April 13 to May 13 Americans from Dorchester Hotel show above.

Paradise, London, Closes

LONDON, May 27.—Most elaborate of London nightclubs, the Paradise, closed last week. Management blames political error. The club, which housed big talent, was closed in recent court case over breach of laws. Total was \$6,048 a year.

New Washington, C. H. Club

WASHINGTON, D. C., H. O., May 27.—New night club, *Henry Oliver Moon*, recently opened here with talent booked by the Gus Berman Agency, of Columbia. Owner is Henry Oliver Moon, a circus man, closed shows nightly, with music by Life *Battling* six-piece orchestra. Joe Little is manager.

New Club in Canton

CANTON, O., May 27.—Gray Wolf Tavern inaugurated floor-show policy Thursday. Three shows nightly, Johnnie Wain, one-man band, in circuit, along with Frank Cobri's Orchestra.

De Kalb's One-Day Date

CHICAGO, May 27.—Byrdland Theatre has been booked to play one day at De Kalb, Ore., return to its Saturday Club date today. Out for several months, it will return to the weekly, booked by John DeKalb here.

Vaude Grosses

Broadway Houses Still Taking Kick in the Pants From Fair, B. O. Take Stir From Hunger

NEW YORK.—Altho the slump at the Broadway box office eased up a bit last week, before the season had well slipped again and some of the houses did better than the theaters have been taking.

While the World's Fair has kicked the Broadway gross, managers are still optimistic that some of the influx from out of town starts the jump above the normal traffic will justify the losing weeks the theaters have been taking.

Grand revues took a kick in the pants last week and grossed a poor \$30,000, which may have some effect on the season. Whelan's side show, but there were also no big attractions on the bill. Stage layout consisted of RUBY NEWMAN'S Band, Bert Hoffman, the White Brothers, Adrian Pollock Trio and the Special Effects From E. Colmore on the stage.

Lewis' Stage took another splendiferous week, grossing \$11,000. Stage attractions were Arthur Teacher, Frankie Martin's Oke, Carlton and Thomas and George and Jack Edwards, with Broadway Serenade on the screen.

Richard Miranda's Oke, the Merry Macs and Johnny Duane, along with Union Pacific, accounted for \$11,000 during their second week at the Paramount, which, by comparison to the other houses, was fairly good.

Alvin's Stage Bill had the top gross of the week, \$90,000, for the second-week run of Only Angels Have Wings, and the regular bill setup, including Ray and Geraldine and Breana's Golden Horse.

Alvin's bill will get the heavy, with Ave of Washington Square on the screen and Carroll, Buster Brown and the regular bill set up on the stage, turned in \$38,000.

Fido's Strong B. O. in Minny

MINNEAPOLIS.—Orpheum, with Shep Fields' Orchestra, for week ending May 18 did good business, showing the theater's average business with a gross of \$11,200. Average is \$4,800. Pic was Let Freedom Ring.

Palomar Holds Okeh

SEATTLE.—Palomar, with Chick and Lee heading the stage bill, did \$3,300, slightly better than average, for week ending May 18. Pic was One-Piece of a Nation. Previous week's gross was the same, with Robt Huntington's Babe Dumb and Dumber.

Fox Tower 2 Grand Ahead

KANNAH CITY, Mo.—With Striped Twins, Four Officers, Two Kays, Gilbert and Aaron and Al Emma, Fox Tower did a good \$20,000 for the week ending May 18. This is slightly better than two other good average Pic. Remains of Al Emma's Copy, Berni-Bert's French Polles grossed \$8,200 the week ending May 23, despite prevailing rains.

Hot and Cold in Washington

WASHINGTON.—Warner's Park, week ending May 18, did a strong \$22,000, with Pic, The Pic, for the week ending May 18. This is slightly better than two other good average Pic. Remains of Al Emma's Copy, Berni-Bert's French Polles grossed \$8,200 the week ending May 23, despite prevailing rains.

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18, directed to \$14,000 as against previous week's \$10,000 at the Power 21, with Outlaws. Also Head of the Basket, etc.

Keiths, Boston, NSG

DORCHESTER.—The Keiths' Book and the customers are apparently not as yet ready to rush into theaters to root out the new attractions. The Keiths' Book of Washington Square, playing to about the best opening-day receipts. Looks like a success. The Keiths' Book of Washington Stage bill has Oke Power and Three acts, Little Joe, etc. The Keiths' Book of Washington Stage bill has Oke Power and Three acts, Little Joe, etc. The Keiths' Book of Washington Stage bill has Oke Power and Three acts, Little Joe, etc.

Panell Socks in Pittsburgh

PITTSBURGH.—Eleanor Powell paced the second week of vaudeville's return at the Grand Opera House, with the new screen, Let Freedom Ring (MOM). First week of variety, handlining screen comedian Hugh Herbert, was a dud at \$12,000.

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Milwaukee Tops Average

MILWAUKEE.—E. J. Wietel's Riverside grossed \$7,000 at regular attendance, with Pic, The Pic, for the week ending May 18. This is slightly better than two other good average Pic. Remains of Al Emma's Copy, Berni-Bert's French Polles grossed \$8,200 the week ending May 23, despite prevailing rains.

Fischer's 'Folies' 2IGs

LOS ANGELES.—Chiford Fischer's unit, Folies Regene, grossed \$21,000 at Grauman's Chinese Theater, week ending May 18. Doll was already \$11,000 ahead on the last three days of its second week, and set a record of \$11,000, \$2,500, \$2,500, \$2,500, and \$2,500 for Sunday (21).

'Mikado' Pulls \$18,800

PHILADELPHIA.—Mikado in Sundry unit at the Pic, with a cast including the Mikado, etc. The Keiths' Book of Washington Stage bill has Oke Power and Three acts, Little Joe, etc.

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Strand's Half-Hour Show, Books 1st Ballroom Team

NEW YORK, May 27.—Strand Theatre has set an unusual show for three weeks beginning June 1. The Power 21, will run two-and-one-half hours and stage bill will run only 30 minutes—the shortest hour bill since the theater began its combination policy.

Another unusual angle is that a singing quartet, led by Mario and Florio, will be used. House once had a comedy dance team, Lorraine and Rose Marie. The latter, who was in the Power's Band, Lolita Coroba, Billy Reed and three items of Gino Zanovis.

Cast Changes

NEW YORK, May 27.—Tommy Bell, Chubbuck, Mirabe and Kay Ingram left playing by Mandy King, Hani Walker and Paul Miller at the Ettinge May 26. . . June 1, 1935.

Patrol Socks in Pittsburgh

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Stone, Johnny Cook, Jean Corbelle, Ella Taylor and Ermelia Parker. . . Tommy Bell, comic, to the Howard, Boston, May 25.

Liberty, S. F., Resumes

REAN FRANCISCO, May 27.—Burlesque resumed at the Liberty some the second end. Principals are headed by Mary Wilson. Chorus line is directed by Billie Deane.

Show is managed by Jimmy Peterson, headliner, and the cast includes the new cast. Police. Policy is three-a-day, with a feature picture.

Notes

management Emmy, the legless swimmer.

ROSE LAHOSE was commended by Harold Minsky after her Ole Man Moore

reproduction and new Hawaiian dance and song revue.

KAI INKORED, new strip principal

in the Ettinge week of May 19, comes from Chicago.

ALLEN OILBERT, producer, is modeling

at the Star, Broadway, with a set of girls for Georgia Jesse's Little Old New York attraction at the World's Palace.

IRVING BENSON, comic, opened May 28

for 15 weeks at the Pico Bazaar.

PATRY O'NEILL JOHNSTONE

has been to look in both ends of the Club, Chicago, May 18 to the National, Detroit, to make the first May 18 show.

HOLD ADVERTISEMENTS SPELLBOUND WITH STROBLITE

Lighting under that glow is dark. Produce noticeable effects on Customers, Sales, Lefty. STROBLITE CO. Dept. 82-28, 82-28, N.Y.

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Women

Abbott, Catherine, 1011...
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Abbott, Mrs. J. B., 1011...
Abbott, Mrs. J. B., 1011...
Abbott, Mrs. J. B., 1011...

Letter List

NOTE—Mail held at the various offices of The Billboard is classified under their respective heads—Cincinnati Office, New York Office, Chicago Office, St. Louis Office. Requests to have mail forwarded must be received in Cincinnati by Friday morning (early) and in New York, Chicago and St. Louis by Thursday morning, otherwise names of those concerned will be repeated in the following issue.

Men

Abbott, Mr. J. B., 1011...
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When Writing for Advertiser Mail, Please Use Postcards. Also state how long the forwarding address is to be used.

With the Performers' Club

Circus Fans

By THE RINGMASTER

MELVIN H. HILBERT, W. M. BROADBENT
Circus Ringmaster
Presented by
Conducted by WALTER BIRKENHAUD, Editor
of The Billboard, Circuses, Exhibitions, Etc.

ROCHESTER, Ill., May 27.—CFA Harry W. De Haven, who has been here for a last week-end guest of George A. Hamid and Bob Motson in Montreal, will be at the circus here at the Grand at The Forum. He appeared an excellent show.

In D. H. Hildreth has been notified that the CFA of Great Britain has honored the American association by electing him president of its 21st honorary membership in the British CFA.

George H. Barlow III of Birmingham, N. Y. writes, "I returned from New York where I viewed the big show several times at Long Island City and saw the World's Fair a number of times. The show is marvelous and I feel that all fans will admire the performance and this year's innovations. I enjoyed the tearing down and loading of the show for Washington. Tractors and trucks do an efficient job. As a patron of New York World's Fair, I recommend that all fans take in the George A. Hamid European Circus, the John Ringling North Carnival, the Cantele, the Casino Capers, the Frank Buck Wild Animal Show and the Roosevelt Circus. The Roosevelt Circus features a front of large eight pole big top painted on canvas. When parade has passed, curtains are opened and there appears a huge mechanical three-ring two-stage circus. This is the most realistic model animal display I have ever seen. The show will thrill any real circus fan or model builder."

Benny Bentzen was a caller at the White Top this week when the Ace Midway Attractions were in Rochester. He is fine act and a fine attraction with show.

Doyle M. Pittman of Baltimore, Md., accompanied by Mrs. M. Pittman and "Daddy" Brooks' Circus at Harrisburg, Pa. Report they had three swell days visiting the White Top. One of the acts of the Circus was motoring thru Birmingham en route to the New York World's Fair. They arrived at the Pat Walker Tent Circus Room in the Birmingham Recreation (Barlow) Building. Circuit, Birmingham is about half way between Buffalo and New York City.

Bogert Has Inaugural at Castle Creek, N. Y.

CASTLE CREEK, N. Y., May 27.—A show known as Bogert's Novelty Circus will have a May 27, opening of the Orange. It contains a trained white dove, pigeon, dove, guinea brine, rabbits, ducks, parrots and other small animals and four. Performance also includes chair-balancing trapeze, revolving trapeze, flying ladder and flower punches. Show is presented at 8:30 p. m. and top with seven sections of blue set up on one side of ring. Big show features nine cages of small animals and six novelty numbers. Part of the equipment used in this show is the Clayton Circus, which toured under auspices of the season, and was known in 1937 as Marvin New's Circus.

The show travels on all trucks and trailers. In addition there are several novelty acts and a few living trapezes. Fifteen people are with a banner collecting, is handled by George W. Bray.

Miss. Highway Signs Moved

NEW ORLEANS, May 27.—Billboarder on Mississippi Highway were busy moving signs and markers after the state officials suddenly announced it would allow only 10 days for replacement of signs on a limit of 150 feet of roadway. Signs of 225 to 610 for each sign within minimum are fixed.

Wootter Boosters Club
To Chas. Siegrist Club
Former To Join Later

WOOTTER, Ok., May 27.—Wootter Boosters Club of Circus Park, Okla. showmen and ex-showmen, played host to members of the Charles Siegrist Showmen Club, Okla. at Wootter, Ok. May 11 at Hotel Becket here. Some 25 guests viewed movies of the Great Lakes Exposition of two years ago. The club paid first scenes of 1937 and of Billings, Mont. and the title from "The Great Lakes Exposition" by the club. Photographs of the show were shown at which short talks were made by visiting showmen, with Walter Doelger, Okla., and Chas. Siegrist, Okla., who was chairman in charge of arrangements, assisted by Jess Edwards, Okla. and Billings, Mont. and a buffet lunch was served.

The Wootter group proposed to affiliate with the Siegrist Showmen Club at the meeting, collapse of J. H. Edwards Showmen with headquarters here, paraded the showmen on street, and afterwards, showmen in front of the hotel, the stunt being arranged by Edwards.

OPERA HOSE
KOHAN MFG. CO., 190 Tenth St., Philadelphia, N. Y.

Picked Up by Waddell

CINCINNATI, May 27.—Doc Waddell, owner of the Waddell Circus, Okla. It is Ross, John Harvey now. Formerly an executive with Bud Anderson's Circus, Okla. of the road, looks like for good, has returned to the Waddell Circus, Okla. following a credit bureau, and it is county chairman of the Republican Party, Okla. J. Yeatman, county treasurer and central general agent, last six months at Court of Aeneas, Okla. in buying ability business with the Waddell Circus, Okla. George Cochran, has returned to Portland, Ore. to take up his duties as right-hand man of the Waddell Circus, Okla. who had suffered a fracture several months ago. Col. Charles F. Beck of Davenport, Ia., retired veteran circus rider also has returned to the Waddell Circus, Okla. "Show" for road. HADDY trouped for 25 years.

Red Turner, years ago a circus hall out of Kansas, O. has a haberdashery shop in Xenia, Ohio, Kan. Has been away from the big top 10 1/2 years.

Col. Fred Pickrel, once with circuses, a Jackson, O. boy, has sold his two best pictures because to Prince City, Okla. to the movie trust. He retains his theater at Pennsylvania, Okla. Pickrel is one of the few movie theater owners who booked tent shows as they came along and did not fight them. His home is in Pennsylvania, Okla.

Col. Don C. Hall and wife of Mohara, Ill., have returned to the Waddell Circus, Okla. from Mohara to the fair it took them 6 1/2 days. They write "This was a very interesting experience. Mrs. Ida Liebman, widow of Harry Liebman, has located on a country estate near the Waddell Circus, Okla.

The old gladiator, Victor E. Trumbull, is ill at the Trumbull home, 236 North Main Street in Port Clinton, Ohio.

Major-General J. C. Elzabether, in his own "logs" as showman, resides in Fort Worth, Texas, for the last 10 years of the Elk's Home there. He possesses a large and fine collection of circus photographs.

The writer thought Fred O. (Sulany) McLean dead. He's been away from the big top since 1917, but he's back then he's been on the water as steward and as a member of the Waddell Circus, Okla. of him from his relative, C. O. G. from at Bartlettville, Okla. Never knew a better circus bill than the one he had at address is 7153 Southeast 17th Avenue, Portland. And he's not "skinny" any more. Present weight 220.

COLE SHOW
(Continued from opposite page)
sought to collect on additional cars, which would put the show in the \$700 income class, costing them 100 additional over the fee paid in Butler County. The circus claimed that as much as part of the circus as part on eight Pullman cars, but the court held that Pullman and performance are as much a part of the circus as other attractions and ordered the Pullmans taxed. The incoming law firm of G. H. DeWitt, Jr., advised on the number of cars in the circus train.

Obie Strands Very Satisfactory
CANTON, O., May 27.—Obie Strands for Cole Bros. Circus, Okla. was Warren, May 24, were very satisfactory, with business in practically every city for a week of the season. The show informed The Billboard representative here "Some towns on which we counted for big business were good and satisfactory. Some towns were not so satisfactory, but we figured on it so strongly came thru with surprising goodness." Canton, he said, "Business was good for the show, was no exception. Matinee was big and show was down at 6:30 and at 8:30. The show was good and satisfactory. The name thru with a fall day. Today gets the show a good day, finished. It was a very good show, somewhat disappointing. However, there were no losing days.

Obie Strands, present controller, whose home is in Stratenville, Mo., has a fine time there entertaining friends, also

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CINCINNATI NEIGHBORHOODS
MYERS
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HAAG BROS. CIRCUS WANTS
Acta suitable for Big Show. Novelty acts preferred. Not variable and experience essential. Write Haag Bros. Circus, 1010 N. 1st St., Grand Rapids, Mich. Phone 2-4444. 1010 N. 1st St., Grand Rapids, Mich. Phone 2-4444.

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Acta suitable for Big Show. Novelty acts preferred. Not variable and experience essential. Write Haag Bros. Circus, 1010 N. 1st St., Grand Rapids, Mich. Phone 2-4444. 1010 N. 1st St., Grand Rapids, Mich. Phone 2-4444.

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To All Members Of
International Alliance Billposters, Billers
and Distributors of U.S. and Canada
GREAT AMERICAN CIRCUS
STAR-ORAMA SHOW OF 1939
HAVE SIGNED CIRCUS AGREEMENT FOR 1939
LEO ARBATHY, Pres. W.M. McCARNEY, Secy.
A. THOMAS NOONAN, Treas.

The Billboard

By ROSTY WADDY

CHIEF JAMES DEER, old-time Indian track rider, is ill in St. John's Hospital Hospital, Tomoka, N. Y., and is unable to read letters from Florida.

DOC C. W. PAINDER has been contracted by the Northern Arizona State Fair Association as manager and arena director of the Grand Frontier Days, to be held this summer in celebration of the town's 33rd anniversary.

MAJOR GORDON LITTLE (Pawnee Billy) has offered his home ranch on Blue Hill in California near Los Angeles to the Boy Scouts of the State as an outdoor center. The pioneer showman's ranch comprises 180 acres, centered by a \$75,000 native-stone house.

SEVEN NEW MEXICO COWBOYS were among the 106 entrants in the championship rodeo held on Treasure Island at the Golden Gate International Exposition, San Francisco. They were Cecil Owsley, Lennie Allen, Paul Bond, Jack Edgworth, Jack Edgworth, Homer Pettigrew and Benny Hancock.

OFFICIALS of the Spur Rodeo and Race to be held in Crowley, Colo., this summer, under Chamber of Commerce auspices, include E. H. Jacobson, president, representing the rodeo; C. W. Brecht, secretary; W. D. Parr, arena chairman; J. E. Hall, chairman arena; Bruce Miller, parade chairman.

REVENUE RIDERS of 40 years ago, Spur will stage its 10th annual curly this summer. Corral, fence and buildings are being erected at the spur town, near Madison, Colo. Fred C. George, Blank is president of the local rodeo association, and Postmaster O. O. Arthur, secretary. YMCA of Spur will conduct the event.

ANNUAL RODEO AND VERBA in Douglas, Ariz., May 12, was well attended, according to *The Douglas Daily Dispatch*. More than 10,000 persons were seen parade at the rodeo. It attended the opening bill. Bill Evans was the showman, and Henry Adams, the arena director. Winners were John Meadows, Martin Williams and W. E. Swagart, of Byramore.

SECOND ANNUAL Gladeswater (Tul.) Round-Up shook off the pins of four previous years and presented a show favored with ideal weather for the last two. Attendance totaled about 12,000 for the three days and four nights. Show opened with a parade of 235 horsemen, with contestants from Texas, Oklahoma, New Mexico, Wyoming, Colorado, Missouri, Illinois and Arkansas participating. Lynn Husky established a show record by being wrestling champion for the three-day average money awards were Gus Goodspeed and Eddie Cameron. In saddle bronc riding, winners were Bill Muldoon, Melvin Harper, bill riding.

MONTANA MONTANA reports he played the rodeo at the Golden Gate International Exposition, San Francisco, doing time winning and riding and presenting his four-horse-liberty drill and dancing act. Riders were Freddie Butler, Art Brown, Monte and his wife. The winners with Monte were: Trick Grey and Junior Brady; and Weaver Grey were Jack Griffith, Junior and Polly Grey and Junior Louie Montana. Johnny Grimes worked his Brahma bull and Homer McClellan steered. Monte also in fact he has been contracted to furnish trick riders and ropers at Cheyenne for the Frontier Days there and at Salt Lake City, also. For the latter date he will be with Myrtle Goodrich, Dick Griffith and Freddie Butler, at Cheyenne, Verde and Myrtle Goodrich, Weaver and Junior Grey, Bob Chan, Gene Crow, Freddie Monte and his wife. Monte recently finished a movie with Bill Boyd.

RODEO at Curry's Ranch, Openwood, Ind., May 13 and 14, drew good crowds. Reports Manager Dick Johnson say that the crowd was expected to appear, but the event was a contest. Johnson said

Frank Gray, ranch owner, furnished the stock and Eddie Gray closed. Winners: Frank Williams, Fred Williams, Lowell Hendricks, Floyd Pitzer, Billington—Doc Blackstone, Cal' Hoping—Bill Crosby, Doc Blackstone, Elmer Blacking—Doc Blackstone, Joe Coffey, Eugene Bales. Contracted performers were Auld Gilmor, Opal Woods, Loyal Schumacher and trick ropers included Pee Wee Morris, Opal Woods and Fay Blackstone. Chip Morris, Floyd Pitzer, Stewart and Marie Daniels, with their high-school horses, did trick riding. Plans are under way to construct a large grand stand and arena and to make the stand an annual affair.

CAPACITY AT BOW

(Continued from page 32)
Captain Bangs, Ring 3, Hebler's trained team. 26. Punny Ford in the championship. A highly amusing novelty, with many new tricks this season. 21. Ring 2, Barney Adams (riding for the people), beautifully costumed, under direction of Carl Romie, with Irving Hornig doing the comedy and featuring Orville Hooney. 22. Clowna. 23. Ring 2, Morris troupe, five people, letterboard, coming with flip from springboard to chair perch.

The Staff

Frank A. Hutman, manager; Ben R. Jones, business manager; James J. Rutledge, treasurer; Jack O'Brien, secretary; J. J. McElvaine, general agent; John A. Wall, Jr., superintendent and reserved seats; L. L. Duckers, canvas; Jack Moore, equipment director; Mill Hauer, brigade; Bob Janney, advertising tickets; Bill Morrison, Ned Lovel, L. J. Hill, advance advertising; Clyde Scott, James Cliff, promoter; William Myers, manager side show; Willie B. Kott, musical director; Ed Hapley, producing clown.

RID: Willie Williams, manager.

Mr. William Myers, assistant; Art Leach, William "Market" Baker, Low Halliday, Ventrikovs, B. J. Long, long one-man band; Belle Anderson, Joseph girl, John Haman, long-haired man; Prichard Tatum, Radio, five saes; "Dusty" human pneumonics; Willie Mack, tattoo; Eddie West, hair dresser. CLOWNS: Earl Ahlpey, Brim Wrenell, Eddie Conlan, Lawrence (Red) Harris, Jack Kennedy, Harold Cona, Ed Thomas, Mike Hennebery.

ANDERSON DENIES

(Continued from page 32)
 splendid business and have had only two slightly losing days since, instead of only four winning ones. We have missed no performances and have showed three Sundays. We have missed no pay days, our paper bill is paid up to date and we have not wired horses for money. So far as our equipment and performance are concerned, we have no need to be ashamed of them anywhere. I believe I know a performance as well as your correspondent and am only stating a fact when I say we have a good one, even good enough for Lincoln. We have some good performers (once among first 25 of favorite outdoor performers in current laws of The Billboard) and a very capable man, Mr. Rickman, handling the program. We believe this attack was instigated by a certain show manager.

We have been readers of *The Billboard* for many years. We believe it has been a great help in our business and have never before had the slightest complaint of unfairness. **DUD E. ANDERSON.**

OFFICIAL BALLOT

FAVORITE OUTDOOR PERFORMER CONTEST

Sponsor: The Billboard

DONORS: Circus Balize & Shows; Club of America (Dexter Feltow); Circus Fans of America, National Showman's Association and Hollywood Trolley Co.

Balloting is open to any person, in, or catering to, show business, including show trade organizations and accredited fairs holding paid-up membership cards.

RULES AMENDED TO INCLUDE VOTING BY PERFORMERS, WHO MAY NOT VOTE FOR THEMSELVES, HOWEVER.

IMPORTANT

BALLOTS ARE VOID IF ALL 10 PLACES ARE NOT FILLED OUT WITH NAMES OF 10 DIFFERENT INDIVIDUALS OR TROUPE.

NAME OF UTE, ARTIST OR TRAINER	TYPE OR CLASS
1. (10 Places)	
2. ()	
3. ()	
4. ()	
5. ()	
6. ()	
7. ()	
8. ()	
9. ()	
10. ()	

The *Billboard* is the final judge of all ballots, and decisions made by it are irrevocable and cannot be appealed. Contest closes with coupon in issue of November 23, 1939.

Your Name _____

Address _____

City _____ State _____

Occupation _____

Profession _____

Trade _____

Business _____

Signature _____

CUT OUT AND MAIL TO PERFORMER CONTEST EDITOR
 The Billboard, 156 1/2 Broadway, New York, N. Y.

Favorite Outdoor Performer Contest

See Coupon This Page

The First 50 Leaders

1. Hubert Stark	1,912
2. Hubert Stark	1,899
3. Margalo Bailey	1,877
4. Flying Bells	1,829
5. Carl Kunkling	1,817
6. Flying Condemns	1,790
7. "Buddies"	1,745
8. Aerial Ape-He	1,745
9. Charlie Coffey	1,699
10. Ping Booth	1,714
11. Hubert's O'Queens	1,682
12. Carl Kunkling	1,676
13. Herold Barnes	1,652
14. Bert Nelson	1,632
15. "Great Fish"	1,627
17. Tom H. Jacobs	1,612
18. "Critical Troupe"	1,598
19. Alvin Coffey	1,598
20. Whisky King	1,579
21. "Shanty Hobart"	1,577
22. Ode Gaudin	1,537
23. "Coke Troupe"	1,488
24. "Dime Wilson"	1,487
25. Ben Wain	1,471

A complete list of individual leaders will appear in *The Billboard's* Summer Special Number dated June 15.

26. Billie Tom	1,447
27. "Strophene Man"	1,441
28. Arthur Henry	1,415
29. "Great Fish"	1,410
30. "Carnegie's" Diving Horse	1,410
31. Raymond	1,409
32. "Coke Troupe"	1,409
33. Ed and Jerry	1,408
34. Ode Gaudin	1,395
35. Dave Coyer	1,385
36. "Astrak"	1,377
37. Carl Kunkling	1,374
38. "Barbara Kelly Troupe"	1,362
39. "English Man"	1,361
40. Charles Ferguson	1,346
41. Deakli Tom	1,343
42. Ben O'Connell	1,340
43. "Emory's Kelly"	1,337
44. Carl Roman Prashke	1,317
45. "Astrak"	1,312
46. Billie Tom	1,310
47. Billie Tom	1,306
48. Carl Roman Prashke	1,306
49. Carl Roman Prashke	1,298
50. "Dime Wilson"	1,294

*No record yet.

ONE OF THE WORLD'S GREATEST SHOWS!

CALGARY EXHIBITION and STAMPEDE

JULY 10-15, 1939

Write for full information and prices to the Bureau, etc., to E. L. RICHARDSON, General Manager of the

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17th ANNUAL ANVIL PARK RODEO

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GLOBE TAILORS
 1500 Broadway, N. Y.

FINANCIAL AS

Davenport Has Reorganization

Nominal settlement saves low annual — Power in named secy. of operations

DAVENPORT, Ia., May 27.—Preservation of the Davenport Fair and Exposition here has been assured by announcement of 1939 date. For some months the fair has hung in the balance while directors and other supporters worked on a financial plan.

Most help in getting this year's annual organized will be a campaign to sell 20,000 tickets in advance to raise \$25,000. Directors have approved settlement of outstanding promissory note obligations of about \$107,000 by payment of the amount of \$1,000 over a period of four years. The note obligations, chief of which was that of slightly more than \$100,000 held by the estate of the late Peter N. Jacobson, "father" of the fair and for years its treasurer, had been the principal financial problem.

Mrs. Jacobson has agreed on the nominal settlement and steps were taken in Scott County District Court for necessary approval of probate proceedings. "The community owes a debt of gratitude to Mrs. Jacobson for the settlement she is making to help save the fair," said Red R. Curtis, president of the association.

"Anticipated hope will be at least 20,000 tickets at \$1.25 each which will be good for seven admissions at outside gate. They may be used at any time and so it was pointed out they represent a \$1.75 value because tickets at the gate will be but 25 cents each. Howard W. Pyper, Davenport, reappointed fair secretary, has started arrangements for the fair, which will include all features of past years. Weir Bears is chairman of attractions.

Minneapolis Back to Fireworks

MINNEOLA, E. L., N. Y., May 27.—Minneapolis Fair for the first time in nearly a score of years will provide nightly fireworks. Plans will include all features of past years. Old Minneapolis fairgrounds are now being used for the site of a new cowhouse, but Quaker-Nassau Agricultural society, sponsor, has acquired near-by land.

LINDCOLN, Neb.—Nebraska State Fair started practically afloat again here on May 26. Introduced by Pete DePolo, race driver, they're being run locally by Joe Pharesstock.

SECRETARIES

News and chatter about the breeds and acts that will draw more people to your fair appears in The Billboard each week and every week in the

MUSIC

and

NIGHT CLUB-VAUDEVILLE DEPARTMENTS

Read Them Regularly!

FAIRS-EXPOSITIONS

FINANCIAL AS

Iowa State Plant Scene of Program Of Much Expansion

DES MOINES, May 27.—Extensive improvements will be made or are in progress at completion of Iowa State Park grounds here to provide needed facilities, baby feed and sheep barns, a new 253 by 650-foot 4-H Club livestock building at cost of about \$105,000. PWA construction of a 64 by 240-foot seed barn, parking space for 4,000 more automobiles and enlargement of midway.

An order has been placed for construction of a double-deck the new poultry building and more than 4,500 feet of housing is being erected with WPA labor. Entrances are to be moved into grounds about 200 feet, eliminating 10,000 square feet and providing more parking space. Almost 400 stalls on the grounds have been eliminated and cars have been notified to pass all three entrances.

Legislature recently passed a bill appropriating \$50,000 for construction of a 120 by 300-foot concrete 4-H Club building, expected to be completed in time for the 1940 fair. Structure will include dormitories, dining room and auditorium.

HARRISON J. YOUNG, in his second year as secretary-manager of South Louisiana State Fair, Donaldsonville, told the executive committee at its summer meeting that prospects are for the greatest annual in history of the association, with higher prices to planters and so on. EATING buildings have been remodeled and enlarged. Benton was attended by B. S. Vickers, who resigned last year after 15 years' service as secretary-manager.

Iowa State Plant Scene of Program Of Much Expansion

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AGRICULTURAL SITUATION

Condensed Data From May Summary by U. S. Department of Agriculture, Washington, D. C.

NEWS broke fast during the past month which contribute to the very uncertain demand outlook for the remainder of 1939. Unfavorable European political and economic conditions, and the accompanying sharp decline in security prices during March and early April, have had a retarding effect on agricultural activities, where reduction of \$2,800,000,000 was made.

RECENT developments have helped to postpone and might even prevent altogether the modern recovery in business and demand conditions which have been anticipated. That with building construction continuing very active, government spending at a high level and most lines of industry doing about as well as they can, there still is no reason to expect any serious recession even if some of the present uncertainties continue.

A serious effect which could result

Greatest Year Is Forecast for Gates in Minn.

ST. PAUL, May 27.—Barring drought or crop failure, Minnesota's 100 county and district fairs will be the largest in history from standpoint of attendance and premium. This was the forecast by L. O. Joann, Anoka, secretary of Minnesota Federation of County and District Fairs, at the annual opening conference Monday in the Hotel Royal here. Fifty fairs were represented, with 125 in attendance. Indications are that the 1939 record of \$14,871,311 paid in premiums will be topped this year, Secretary Joann said.

Raymond A. Lee, secretary of Minnesota State Fair here, stressed the policy change which gives that annual a 10-day run this year. Carl J. Rudow, Jackson County Fair, spoke on Local Regulations for 1939-40, said that in 1938 reference to county and district fairs from the State totaled \$147,897.30. They are lined up later to show a large gain.

Remer Leighton, live-stock extension specialist of University of Minnesota, spoke on display on live-stock departments at county fairs, and other speakers were L. L. Libenstein, Austin, president of Minnesota County Fair Association, and Senator Alfred Berglund, Albert Lea. The special conference is an informal general meeting at which little formal business is transacted.

N. M. Board Renames Harris

ALBUQUERQUE, N. M., May 27.—Love B. Harris, secretary of the 1938 New Mexico State Fair here by the fair commission. He directed the fair last year, but was absent a large part of 20 years, and is a former member of the Kansas Legislature and manager of the Kansas Fair. His new secretary is Frank Schuffelberger, Nathan Salmon, Soles Pe, and Lieutenant Governor James H. Hays. The commission purchased plans for the 1939 season.

Neb. Due for Budget Cut

LINDCOLN, Neb., May 27.—It seems certain now that Nebraska State Fair will have to get along on \$11,000 less in 1939-40 than in the previous two years, according to an appropriations bill which is being drafted by the Legislature. The last two years got \$74,100 to the fair, while it was up to \$62,000 this session. Biggest whittle is in agricultural activities, where reduction of \$2,800,000 was made.

LLOYDMINSTER, Sask.—Lloydminster Exhibition will have two days of exhibition, about \$1,000 in purchase

Detroit Resumes Grand-Stand Acts; Beer Sale Barred

DETROIT, May 27.—Prison for grand stand and Coliseum at the 1938 Michigan State Fair here were set at 75, 80 and 25 cents the week by the new executive committee of the board of managers at its first meeting.

Complete change of entertainment policy was decided upon with return of the grand stand to the fair management and the beer sale to the grand stands. A barman-race meeting will be held on the track, with acts and fireworks before the grand stand at night. Coliseum will revert to a rodeo, which will be dropped about three years ago.

Stables will hold a show will be dropped from the grounds, reversing the practice of recent years.

\$55,000 Spent in Calgary; Rent Used in Royal Vt.

BALFOUR, Alta., May 27.—On May 17, 1939 started the new stock buildings for horses entered at the 1939 Calgary Exhibition and Stampede, said General Manager E. L. Macdonald.

There, with other improvements since the 1938 exhibition, will cost \$55,000. There will be 99 stalls, 96 stalls for race horses, which last year had to be given temporary accommodations. There will be 100 stalls of horses. In the opening feature this year the Stampede Parade there will be 100 stalls of horses, in which there will be 15 flats, representing different parts of the empire, including the United States, Canada, Newfoundland, Scotland, Canada, Hongkong, Egypt, South Africa, England, Gibraltar, Russia, Wales, Australia and New Zealand.

Grounds were used during extra sessions for the 1938 exhibition, and the queen. On night of May 23 a complete ring and parade program was presented for the first time. The afternoon Flash Williams and his Thrill Drivers presented a thrill show.

MADISON, Wis.—State Assembly on May 26 passed a bill to change the State Fair Park, West Allis, from local ordinance and give executive control to the State Board of Agriculture and Markets governing conduct on the grounds. The measure was introduced as a result of the treatment and now goes to the Senate for action.

From the prolongation or intensification of these conditions would be the holding up of business men's commitments for new capital expenditures. Such expenditures have been looked to for a continuation of the 1938-39 business recovery. The government's policy of increased building construction and government spending is loosened. Dependent on government activities, the best appraisal which can now be made continues to point to a year of stagnation, with a few bright spots and conditions. Unfavorable developments may continue to offset more or less the favorable ones. Little change in consumer purchasing power as compared with other recent years in which conditions have been met. There has been almost no change since November in the amount of money in circulation, after allowing for the usual seasonal variation.

INCOME INCREASE

Farm cash income from marketing and government payments for 1939 was larger than the same quarter of 1938 than in the like period in 1938. Total income from marketing was less, but government payments raised the aggregate of income approximately \$8,000,000 above a year earlier. Marketing of several lines of commodities—grains, vegetables, meat animals and poultry and eggs—accounted for large part of the gain. In the first quarter, 1939, marketing of grains yielded \$308,500,000 compared with \$141,000,000 in 1938. Marketing of meat animals, \$122,000,000 against \$118,000,000; meat animals, \$476,000,000 against \$470,000,000; and eggs, \$17,000,000 against \$13,000,000.

Income from all farm marketing was \$13 per cent higher than in the first quarter of 1938, whereas the total production of this year, whereas the total

Midway Confab

By THE MODER
(Communications to 25 Opera Place, Cincinnati, O.)

PROVEN MONEY MAKERS

LOOP-O-PLANE OCTOPIUS ROLLO-PLANE

Leading All Sales for 1939

Wrote for Descriptive Literature, EVELY AIRCRAFT CO.

ALBERT N. KLINE, Sales Mgr., 1000 Broadway, New York, N. Y. LUCIE BROS., Ltd., Sales Dept., 1000 Broadway, New York, N. Y.

PENNY PITCH GAMES

75-Player Complete \$1.00
100-Player Complete \$1.25
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BINGO GAMES

SEND FOR OSTEOLOGICAL RECORDS, BUDHA PAPER SUPPLY CO., 125-126 So. Lane St., Chicago, Ill.

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Single Shows, 25-100, Typographic, Per. \$1.00
100-Player Complete \$1.25
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NEW DREAM BOOK

100-Player, 25-100, Typographic, Per. \$1.00
100-Player Complete \$1.25
150-Player Complete \$1.50

SIMMONS & CO.

15 West Jackson Street, Chicago, Ill.

BUDHA PAPERS—SUPPLIES

SEND ASTRO DAILY, MONTHLY FORECASTS, BUDHA PAPER SUPPLY CO., 125-126 So. Lane St., Chicago, Ill.

NELSON ENTERPRISES

100 N. First St., Columbus, O.

HUBERT'S MUSEUM Inc.

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BINGO BLOWERS

Going like wildfire, complete \$1.00
100-Player, 25-100, Typographic, Per. \$1.00
100-Player Complete \$1.25
150-Player Complete \$1.50

POP BAKER

2907 W. Warren, Detroit

ADVERTISE IN THE BILLBOARD—YOU'LL BE SATISFIED WITH RESULTS.

HOT! Well, you asked for it!

MR. AND MRS. FRANK SPARKS write from Eldorado, Ill., that they are with J. McClellan Shows.

EDDIE and NORMA O'BRIEN joined Wallace Bros.' Shows in Danville, Ky., with their loop-o-plane concession.

DORRY KORK is reported to be circulating in the shows of Wallace Bros.' Shows of Canada.

ANOTHER set starts trail Marching—John Alexander Pathon, for the Crafts corporation.

HAVING signed his mental status with State Fair Shows, Prof. E. Lavitch recently in San Luis City.

G. A. DUNN has a new Roll-o-Plane with Octia in Wilson shows, reports George Hinzberg.

PERCY MARTIN joined Celtic & Wilson Shows in Ambrose, Pa., as special agent.

SOME showmen's local ads should be copyrighted by a fancy-paper syndicate—Cassidy Feig.

MADAM PATIMA joined Crowley's United Shows in Columbia, Mo., with her pinistamy stand.

FRANCIS on Parade, girl revue, in Canada, reports Bobby Kork.

MR. AND MRS. W. E. BORTA info they are no longer with Western States and had joined concession on the Bill E. Haines Shows.

Wouldn't I wish I was still in your one-horse gilly on.

FORMERLY with Beckman & Gerry Shows, Jack Frost has joined Milo Anthony's side show on Western States Shows.

O. L. HAGER has taken over the Motor-drome on Kula Exposition Shows, with Ted Barron and Jimmie Wise as riders.

WHIP foreman on Crowley's United Shows, Walter Dunn, has Marcello Romano, Charles Grace and Oscar Davis as assistants.

SOME cashmere operators seem to have been busy with the season opened to open change the mood.

FORMERLY a member of Crowley's United Shows, Mrs. Nellie Thompson is managing Miller's night club, near Columbia, Mo.



C. F. ARMSTRONG (left), publicity director of Doc Lang's Famous Shows, has presented a doc's 100-page syllabus to Victor Peterson (center) and a classmate of the biology department of Augustana College, Rock Island, Ill., for research purposes during the show's stand there. Soon after presenting the syllabus to the college and receiving a complete diploma of the cause of its death, a ribbon monkey was given the department for studies study. More than 200 students visited the show to see the pythons feed.

RILEY BAIN is working to good results at the New York World's Fair, he cards from Flushing, N. Y. N. Y.

LEAVING Tennessee, Jimmy Trullinger returned to Kentucky, where he has his modern grab stand with Federal State Shows.

MANAGER of the Great Sweet Potato Show has doubted if he is no Cook's Tour this season.

E. E. FARROW, manager of Wallace Bros.' Shows, letters: "We would like to know who discovered Ripley, Pa., and Somerset, Ky."

AFTER a brief vacation in Port Worth, Tex., Ed Wynn is back with Dodson's World's Fair Shows, having joined in Charleston, W. Va.

FORMER advance man on circuits, Joe Baker, advised from Aberdeen, Wash., that he saw Douglas Greeter Shows play to good results there recently.

CONSTANT devotion at the show of Beecher, during seasons, says one thing at those of the season—Baptist B. A.

HARRY KUSHNER, formerly with Shearball on Dodson's World's Fair Shows, is now managing the alleys in Palmdale (N. J.) Amusement Park.

FORMER circus man Fred Delmore has been showing to good results with his

side show to his old respect of inside lectures and magician.

MOTING to St. Charles, Mo., recently, Billie West and E. H. Lewis had an enjoyable visit with their many friends, including Bill Chalkin on Onapp Bros.' Shows, they report.

WHILE on route to Harrisburg, Pa., Jimmy Burt and assistant, Curtis L. Dewey, in Lancaster, Pa., Jimmy cards that Drew reports such business thus far.

AND baby boys are making of the C.C.I.E. strictly weak and so on. In getting back, only a few concessions but money shag all right, appears an addition.

RECENTLY ADDED to Zachary Bros.' Shows' staff at Madison to Curtis L. Beckin, John Perry will be press agent about of the organization, reports Bill Tull.

BILL COCHRAN, talker on Hal Compton's Tour-in-an American United Shows, took top honors in a bridge contest during the organization's stand in Princeton, Ore.

FOR THE PAST five years with T. W. Kelly and World's Fair Shows, Bert Roberts (Bomono-Rite) is now in the stand for Johnny J. Brand on Fairy & Little Shows.

MANAGER of the Great Pasha Show declares that, after his agent has booked only two shows thus far, he will have to do better, as every week MUST have a red one.

AMERICAN LEONTOU, Spenser, W. Va., has contracted Howard Bros.' Shows to furnish midway features at its fourth of July Celebration in City Park there, reports L. McCarty, agent.

HAVING REIGNED his position in Grand Rapids, Mich., Bill (Deacon) Dewey has hit the road again with W. O. Wade Shows. His wife, Ruth, is with him.

HENRY GLAIRE of concession note, left Sanderson, Tex., recently to visit relative and the World's Fair in New York's Madison Square Garden area, carrying on in Henry's absence.

BEING it is down, setting it up and then turning on the lights no end sufficient to attract John G. Pugh to parking grounds. There should be 100 parking.

WITH scheduled closing of Rose Lawrence's Oddities on Graeco Shows, Billie Kay Burke cards she will return to Carl J. Lauther's Oddities on John J. Jones Exposition.

KNOWN as an serialist and the original dally butious, of hillbilly note, Dolly Lee recently joined W. S. Curll Shows in London, O. She is presenting her hillbilly specialty in Doc Edwards' girl revue.

ANYONE KNOWING whereabouts of Bob (Merrill) O'Neil, formerly a showman worker, is asked to have him contact his wife, 218 South Church Street, Fayetteville, Ark. He reports their baby is in the West.

DAY-AND-NIGHT shows cannot always be avoided. But when it is done, someone generally gets the worst of it—and it isn't the public, either.

FREDDIE FRIDRICHSON, who has been presenting his comedy-in-drama act at

ALL WOMEN on Hilderbrand's United Shows were presented with golden bouquets by the management on Mother's Day.

GENERAL AGENT E. W. WELLS rejoined Crowley's United Shows in Columbia, Mo., following a scouting trip in the North West.

COORNER GENERAL AGENT SOCIETY has lately held several heated sessions of which the G. A. is usual but placed on the job.

DORAL-DINA joined the side show on Dick's Paramount Shows as annex attraction by the management on Mother's Day (Mass.) engagement.

HOMER MOORE, Pittsburgh, penny arcade operator, has his Specialized stand on Gooding Great Shows, making his seventh consecutive season there.

CONTINUOUS daily cry heard on the midway of Price Great Shows at "Shoot if you must this old guy dead. We spare my shooting gallery," O'Neilman said.

MANAGER of the Bow Deal Shows and his fourth consecutive exhibited apparently for making a dead heat for the end career—Whitney Coombs.

HAVING played school days in Oklahoma and Arkansas all winter, Francis A. Nichols is back with the Bill Chalkin

Just a Postal Card
Bring your FREE SAMPLE COPY of
BIG ELI NEWS
Picture, Unpublished Article, News Items about the Amusement Business. Just the kind of reading material you need. Write to Manager, Eli News, 1000 Broadway, New York, N. Y. FREE SAMPLE COPY. You'll be glad if you see this one.

ELI BRIDGE COMPANY
Big Eli Shows, ELI POWER UNITS
One Week Show, JACKSONVILLE, ILL.

NEW BUDDHA PAPERS
Free Catalogue
S. BOWER
Baltimore, Md. U. S. A.

Johnny J. Jones

(Baltimore)
Johnston, Pa. Week ended May 28.
Weather, cold few days of week. Bu-

Cold weather on opening day and
Tuesday kept patrons away, but from
Wednesday on, the carnival prospered
giving the show a satisfactory week's
business. Latter part of the week
the weather was ideal. The business of the
confined stadium business was lighter
than usual. Carnival spirit was there
but it was short. Check Hampton and
committee co-operated. Because of the
small lot three big slide rides and pony
rides started across the street.
Follies of 1919 topped the show. Appear-

ed in the home of the Horner Twins, dancing
and music and nature ruse dances.
The Jimmie Wahl joined as talker of the
Royal Russian Medteta. Eddie Jamison's
act, "The Great Revue," is popular.
Mr. Wagon are under construction. Manager
T. M. Allen demonstrated how to get a
big lot on a small lot here. Charles
Orson, manager of Lipany and Paddeck's
corn game, returned after attending his
own game several. Many floral offerings
were sent from the show. Bob Edwards
has finished his new front. Artie Bob
McAdams and crew are painting and
painting equipment. Many visitors ar-

rive during the show. The individual
advance crew of the Russell Bros. Circus
and Mr. Lester, Cole Bros. Circus.

(FARR DELLE)

Goodman Wonder

(Baltimore)

Washington, Md. May 11-20. Aspects,

E. O. F. Location, Sbarbery Grove.

Weather, fine except for one much-

cloudy rain. Business, good.

Organization actually played one town

and two counties in its engagement here.

City runs to a creek, which is the border

of the city and of Ritey County. Lot

was two blocks further on in Pol-

katsville County where was ample fair-

space. Stock in the show rose consider-

ably as the result of a visit of Post-

master General chairman, Harry

A. Rowan, special agent, joined the

reception. This session was trying for

rain, which came Thursday, but it was

not a nuisance and materially aiding

the show, as it came during hours when

the midway was

(BEVERLY WHITE)

Ideal Expo

(Hartford)

History Lewiston continues as top-

money show, with Pete Thompson's girl

returning. First prize party for the

Good Fellowship Club netted \$40 to the

Funds. Harry Lewiston is adding a small

show, which came Thursday, but it was

not a nuisance and materially aiding

the show, as it came during hours when

the midway was

(EDDIE LIPPMAN)

James F. Strates

(Baltimore)

Charter, Pa. Week ended May 20.

Aspects, Good Will Park Co. Location,

North Street Hill Park. Weather, fair.

Business, fair.

Also this was the third show in here

to be as many weeks, business was good.

Good and Thursday night was the best

resulting in poor crowds. Wednesday's

special children's matinee was successful.

Friday and Saturday were crowded

much better. Regular six-day was held

Saturday and all reported a fair day.

Many interesting entries, some 20 or more

small children. Mrs. Vann's pony ride

was popular. W. H. Patrick, Philadel-

phia representative, visited the show.

Visited. Mrs. Patrick had been over

earlier in the week. Art Lewis and

Bob also visited.

Keith Buckingham was pleasantly sur-

prised when his sister, Maran, whom

he had not seen for a while, visited his

brother, Arthur, and wife and nephew,

Keefe Buckingham, and wife visited him

in Philadelphia. The visit was to the

New York World's Fair last week and

were Mr. and Mrs. Paul Aron and the

Full-Day Carnival Show Letters

As Reported by News Representatives of the Shows

former's brother, George, Jr. and Mrs.
Paul Garro. George Langley accom-
panied the Arzues on the show.

Mrs. M. R. Orger joined from Frankfurt,
Ky. Russell Wilson visited at Mr.
Stetter, while Walter Fox agent of the
Wichita show, Kansas, and Fred Con-
stant of J. P. Sparks Shows, were wel-
come visitors here. Prof. Vincent Bol-
ton, Buffalo, N. Y., and Fred Con-
stant, Stump's colored band furnish all show
music. The writer recently returned
from a trip to the South.

Tales' Amusement

East Florida, Fla. May 1-12. Free ride.
Aspects, V. F. W. Weather, cold but
rain all but three days. Two night
shows of rate. Business, good consider-
ing weather.

Lot was located beside a retail risk
here and the show was well represented
every afternoon. A new front has been
added to the marquee. George Miller
is joined with his headless soldier. One
Little finished his new Punkshee. He
has four concessionaires here. Otto A.
Schreyer joined with his deer game.
Kiddie Autos, managed by Russell Her-
man, are doing okay. Ben Grumbeck's
cuckoo house is popular, with William
Harrison as chef. Clarence (Pete) Smith
handles the show. George and Robert
Pavelutic at present in peart diving.
GEORGE E. MOON.

Dee Lang's

(Mortons)

Rock Island, Ill. Week ended May 21.

Aspects, American Legion Post. Location,

222A avenue and Fifth street.

Weather, clear and warm. Business, slow.

With a location unaided on a profit-
able showground. Second week of the

show.

(MORTONS)

Gruberg's World's Expo

(Port Reading, N. J. Week ended May 21)

Aspects, Foreign. Location, Wood-

bridge avenue shore lot.

Weather, Monday and Tuesday cold.

Business, fair.

Rites cold greeted the shows on Mon-

day and Tuesday nights and both were

almost total blanks. Wednesday night,

however, business picked up. Remainder

of the week continued good and business

increased nightly. Conventions and rides

were not patronized to any extent. With

the exception of the Octopus, which was

made up to be the first ever to appear

at this show, the other rides under di-

rection of Sammy Solomon, took top

money among shows. French Casino was

second, and the Merry-Go-Round third.

The Perth Amboy News was liberal. Many

members of the Evening News staff vis-

ited. Tuesday night was Evening News

carrier night and over 150 were regis-

tered. Thursday night was Boy Scout

night.

(MORTONS)

top ride homes. The writer received co-
operation from local papers, and in a
tie-up with The Daily Tribune staged a
free show. The show was a success,
featuring the monkey circus band and
acts from the midway show and side
shows. Because of the weather, 1,000
side and pop corn and candy were passed out
and the matinee closed.

Estimated 3,000 side crowded
the midway all afternoon to give the show
one of the largest matinees it ever had.
The show was a success, featuring the
monkey show. Frank H. Owens, general
manager, made a business trip to the
for the first time since opening. Joe
Owens, member Owens, Pa., fair board,
accompanied by his wife and friends,
visited Sunday night. J. W. Langhlin,
manager, made a business trip to the
on business. A number of the folks on
the Fairy & Little show visited Sunday
with friends. Among them were Charles
Hutchison and Buster Shanon. Milford
Smith, of Baker-Lockwood, was also on
the midway. BRUCE BARRMAN

O. C. Buck

(Bopper show and trucks)

Try, N. Y. Week ended May 10. Aspects,

Tribute to Custer. Location, Four-

corners and Fifth street. Weather, cold

at night. First week, otherwise good. Busi-

ness, excellent.

After a long haul from Tinsler, Pa.,

shows opened Monday night to good

crowds, although weather was extremely cold

and continued fair throughout the night.

However, the biggest week for the show, this

year was registered on the more than 100

cars and trucks. Committee here, how-

ever, in the heart of the residential

section, shows appeared. Some 100

because of the fog late at night and

had to close promptly at midnight. Fri-

day and Saturday were excellent. The

shows had to be made on every ride.

The show organized a benevolent association

and arranged to hold a week-end show

here Thursday night after the show.

Everything was in readiness and a full

house in the Varieties Show, but police

prevented it.

(MORTONS)

3000 BINGO

(Hartford)

Weather, fine. Main on white. Wood

was a good lot. Aspects, fair.

Location, Woodbridge avenue shore lot.

Weather, Monday and Tuesday cold.

Business, fair.

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house in the Varieties Show, but police

prevented it.

(MORTONS)

3000 KENO

(Hartford)

Weather, fine. Main on white. Wood

was a good lot. Aspects, fair.

Location, Woodbridge avenue shore lot.

Weather, Monday and Tuesday cold.

Business, fair.

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With a location unaided on a profit-

able showground. Second week of the

show.

(MORTONS)

F. H. Bee

(Mortons)

Mortons, Ky. Week ended May 20.

Aspects, Polk's and Fend. Weather,

ideal. Business, fair.

Mrs. Lawrence Planney, Mr. and

Mrs. Jim Gibson, Mr. and Mrs. George

Haasler and H. M. Thompson, General

Agent M. D. (Bill) McClain, was away

all week on business here.

(MORTONS)

West. Bros.

(Mortons)

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Aspects, Polk's and Fend. Weather,

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AGENTS—LATEST 1939 SOURCE OF WHOLESALE Sales Supplies. Thousands of Items. Cash and brings information. WOODLAWN 11783, 1872 Connecticut, New York. 3

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BASKET SCOREBOARDS—SELLS \$19.50! Basketball Scoreboards. Write for circular. DIAMOND SCOREBOARD COMPANY, Manhattan, O. 3

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BIG MONEY APPLYING INITIALS ON AUTO- mobiles. Easiest thing to sell. Free samples. ALBERTSON'S, 10000th Ave., 1305 Washington Name Plates. "BALCO," 1305 Washington, Boston, Mass. 3

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EMPLOYMENT NEEDED BY MILLIONS—15¢ dollars daily searching employment in newspapers. Refused. Orders filled for you. Stamp application. UNIVERSAL, Box 719, Boston, Mass. 3

LATEST SELECTIONS NEARBY SALESFOLK orders sales by including your dollar assortment. 75c. 50c. 10c. 5c. 2c. Sample 5c. BESTPAK, Williamson, Md. 3

EXPERIENCED RURAL ROUTE SUBSCRIPTION Agent. Wanted. Immediate Cash National Mail Order. Liberal commission. PUBLISHER, P.O. Shaker 366, Kinnick City, Mo. 3

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FREE SAMPLES—NEW HOWEY MONEY- SAVING PRAYER. SEND CLOSER MAILING CO. 215 Park Drive, Dept. C, Dayton, O. 3

THE SUMMER SPECIAL ISSUE OF THE BILLBOARD WITH 80 SAMPLES OF THE CLASSIFIED FORMS CLOSE IN CINCINNATI, MONDAY, JUNE 12, 1939. MAKE YOUR COPY "CLASSIFIED" AND SEND IT IN EARLY.

LOUIS PRAYERS, TEN COMMANDMENTS. Crucifixion, Twenty-Two Palm-Altar Fair and other designs, beautiful postcards and letters are needed. 2000-2500, 3000, 4000, 5000, 6000, 7000, 8000, 9000, 10000, 15000, 20000, 25000, 30000, 40000, 50000, 60000, 70000, 80000, 90000, 100000, 150000, 200000, 250000, 300000, 400000, 500000, 600000, 700000, 800000, 900000, 1000000, 1500000, 2000000, 2500000, 3000000, 4000000, 5000000, 6000000, 7000000, 8000000, 9000000, 10000000, 15000000, 20000000, 25000000, 30000000, 40000000, 50000000, 60000000, 70000000, 80000000, 90000000, 100000000, 150000000, 200000000, 250000000, 300000000, 400000000, 500000000, 600000000, 700000000, 800000000, 900000000, 1000000000, 1500000000, 2000000000, 2500000000, 3000000000, 4000000000, 5000000000, 6000000000, 7000000000, 8000000000, 9000000000, 10000000000, 15000000000, 20000000000, 25000000000, 30000000000, 40000000000, 50000000000, 60000000000, 70000000000, 80000000000, 90000000000, 100000000000, 150000000000, 200000000000, 250000000000, 300000000000, 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VENOR'S CLARINET - TAKT-OUT ON BOTH... Sing experienced, well known bands... WYNN DUBICK, College 319...

THOMPSON - EXPERIENCED, YOUNG, RAPID... T. Thompson, 1011 Broadway, New Haven, Conn... TRUMPET MAN - AGE 23, AVAILABLE IMMEDIATELY...

TURA - STRING BASS - EXPERIENCED IN ALL... Good personality and appearance... FAIRBANKS, 5 Westmore, Waterville, Me.

VIOLIN - DOUBLING STRING BASS... SOX C-154, Billboard, Cleveland, O.

AGE BALLOONRY - Double Bass, Good... ALDO RAY - CLARINET - Police, 30 St. Paul...

ALDO RAY - CLARINET - Police, 30 St. Paul... ALTO SAX - Double Clarinet, Good...

ATTRACTIONS BILL TRIO - American, French... BOUMBER - Experienced, On operators...

BOUMBER - Experienced, On operators... FEATURING ELECTRIC STEEL and other...

FEATURING ELECTRIC STEEL and other... FIVE ALTO SAX CLARINET - 20...

FIVE ALTO SAX CLARINET - 20... MODERN SUITABILITY - 7500 7500...

MODERN SUITABILITY - 7500 7500... ROBBINS BASS - Experienced well...

ROBBINS BASS - Experienced well... VENOR SAX AND CLARINET - French...

VENOR SAX AND CLARINET - French... WYNN DUBICK, College 319...

WYNN DUBICK, College 319... THOMPSON BY LIBERTY - 1011 Broadway...

THOMPSON BY LIBERTY - 1011 Broadway... PARKS AND FAIRS

PARKS AND FAIRS... AERONAUTICAL SENSE

AERONAUTICAL SENSE... BALLOON ASCENSIONS

BALLOON ASCENSIONS... BALLOON ASCENSIONS

BALLOON ASCENSIONS... BALLOONS AND AIR

BALLOONS AND AIR... BALLOONIST - CHAS.

BALLOONIST - CHAS... TUMBLING ATWOODS

TUMBLING ATWOODS... ATTENTION - THE GREAT MARLOW

ART ZIEGLER AND HIS EQUINE STARS - IN... HINDERSON BALLOON

HINDERSON BALLOON... CARMINE CIRCUUS REVUE - FOUR COMPLETE

CARMINE CIRCUUS REVUE - FOUR COMPLETE... FEATURING NOVELTY SWIMMING SLACK WIRE

FEATURING NOVELTY SWIMMING SLACK WIRE... FOUR HIGH CLASS ACTS - WORLD'S GREAT

FOUR HIGH CLASS ACTS - WORLD'S GREAT... MOTORCYCLE BARRAGE CHAIRS

MOTORCYCLE BARRAGE CHAIRS... PRECY, DUKE OF YAKIAK - DO TRAMP

PRECY, DUKE OF YAKIAK - DO TRAMP... TWO COMPLETE STANDARD ACTS - ACT NO. 1

TWO COMPLETE STANDARD ACTS - ACT NO. 1... WASHINGTON LOG ROLLERS - ONE OR MORE

WASHINGTON LOG ROLLERS - ONE OR MORE... WESTERN NOVELTY - THE BALLOONS

WESTERN NOVELTY - THE BALLOONS... THE SUMMER SPECIAL ISSUE OF THE

THE SUMMER SPECIAL ISSUE OF THE... AMERICA'S FOREMOST

AMERICA'S FOREMOST... AY LIBERTY

AY LIBERTY... CHARLES LA FROIE (In Person) - Original

CHARLES LA FROIE (In Person) - Original... NEVER COMBINATION

NEVER COMBINATION... GLOWN BY LIBERTY

GLOWN BY LIBERTY... DISTINGUISHED SERVICES - Mrs. Pauline M.

DISTINGUISHED SERVICES - Mrs. Pauline M... WEE-GLEAS TRAPEZE ARTIST

WEE-GLEAS TRAPEZE ARTIST... PROGRAMS THREE DIFFERENT SIZES

PROGRAMS THREE DIFFERENT SIZES... PROF. PERCY'S PARK AND SHOW

PROF. PERCY'S PARK AND SHOW... TRAINED HORSE, BOB AND BOB ANN

TRAINED HORSE, BOB AND BOB ANN... THREE BROTHERS BOYS - THE W. G. BROWN

THREE BROTHERS BOYS - THE W. G. BROWN... AT LIBERTY

AT LIBERTY... PIANO PLAYERS

PIANIST - ORGANIST - UNION YOUNGLADY... PIANIST - CAPABLE REFERENCES WISE

PIANIST - CAPABLE REFERENCES WISE... COLLEGE BOY - music composition with piano

COLLEGE BOY - music composition with piano... FOR THE SUBBER - Best playing, grand piano

FOR THE SUBBER - Best playing, grand piano... PIANIST - Music composition, Concert of Danes

PIANIST - Music composition, Concert of Danes... PIANIST - Best, fair, upright, auto, electric

PIANIST - Best, fair, upright, auto, electric... AT LIBERTY

AT LIBERTY... VAUDEVILLE ARTISTS

VAUDEVILLE ARTISTS... AT LIBERTY - FOR MEDICINE OR TREAT

AT LIBERTY - FOR MEDICINE OR TREAT... CIBSON-ALLIEN FEATURES - BIRLEY'S

CIBSON-ALLIEN FEATURES - BIRLEY'S... SINGING AND SINGING

SINGING AND SINGING... AGRICULTURAL

AGRICULTURAL... (Continued from page 33)

(Continued from page 33)... The index of prices of farm products

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Dew, Russell W. Wm. Julian A. Wroble... ALBUQUERQUE, N. M.

ALBUQUERQUE, N. M. - Continuation... SHOW LETTERS

SHOW LETTERS... Jimmy Kling and Doc Carr are carrying

Jimmy Kling and Doc Carr are carrying... TUBSIO RELOAN.

TUBSIO RELOAN... Frink Greater

Frink Greater... Show opened Saturday night, but

Show opened Saturday night, but... Winona, Minn. Wash ended May 30.

Winona, Minn. Wash ended May 30... GANDA VALLE - Music Venue Co.

GANDA VALLE - Music Venue Co... SINGING AND SINGING

SINGING AND SINGING... AGRICULTURAL

AGRICULTURAL... (Continued from page 33)

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ADRIANE, MICHIGAN, ANNUAL CELEBRATION, July 1-2-3-4

ADRIANE, MICHIGAN, ANNUAL CELEBRATION, July 1-2-3-4
ADRIANE, MICHIGAN, ANNUAL CELEBRATION, July 1-2-3-4
ADRIANE, MICHIGAN, ANNUAL CELEBRATION, July 1-2-3-4

F. L. FLACK

201 East Washington, Detroit, Mich.
Phone, Oakdale 2500.

WANT

Show, Rides, Concessions for 52nd ANNUAL REUNION August 2-3-4-5
New Management, Aspicues American Legion. RAY SMITH, Secy. Hammanville, Mo.

WANT

FREE ACTS AND CONCESSIONS. See 40th Ridgerville Home Coming JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

CONCESSIONS AND SHOWS WANTED

AMERICAN LEGION CARNIVAL JULY 6-7-8, 1939. W. P. BERRY, Chairman, Blue, Chicago, Ill.

ANNUAL FIREMEN'S JUBILEE

PERKINSVILLE, PA., JUNE 25-26-27-28-29. (See 40th Ridgerville Home Coming) JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

WANTED

A GOOD CARNIVAL WITH AT LEAST 60 RIDERS, CONCESSIONS, SHOWS, ACTS. See Annual Show Festival and Summer Fun. Write W. L. THORPSON, Secy., Ridgerville, Ind.

CARNIVAL WANTED

FOR APPAHOQUE COUNTY G. H. CLUB AND CAR CLUB August 6 to 13, 1939. PAUL WILSON, Secy., Myrtle Beach, S. C.

CARNIVAL WANTED

BY MIRROR CIVIC & COMMERCIAL CLUB Write to Mrs. C. E. BEDWELL Secretary, Birmingham, Washington.

WHEATON'S TENTH ANNUAL REUNION

JULY 28, 29, 30 AND 31. WHEATON, MO. W. J. CARROLL, Secy., Wheaton, Mo.

CARNIVAL WANTED

FOR APPAHOQUE COUNTY G. H. CLUB AND CAR CLUB August 6 to 13, 1939. PAUL WILSON, Secy., Myrtle Beach, S. C.

WANT

1170-Go-Broad, Fargo, Wash and other 40th/25th JULY 4th CELEBRATION AND CONCERTS. Write 4th Celebration, Glenwood, Minn.

Sponsored Events

Veteran, Lodge and Other Organization Festivities

Conducted by CLAUDE R. ELIIS (Communications to 25 Opera Place, Cincinnati, O.)

Big Wirth Draw Wins 1940 Date

NEW ROCKELLE, N. Y., May 27.—Frank Wirth's Circus in City Park here on May 18 and 20 under auspices of New Rockelle League for Service for benefit of the local hospital was an outstanding success and the show has been re-arranged for next year, reports Dick Collins, exploitationist, who was assisted by Marjorie Pratt. Frank Wirth, assisted by Edna Miller, personally directed the show, which was staged in three stages under a 100 by 250-foot top seating about 2,000. Wirth's machine was a sell-out, with more than 1,000 turned away, but with few vacant seats. Prices were 25c, general admission; \$1 to \$5, resorts, and \$12.50 and \$25, respectively, for boxes at afternoon and night shows.

Co-operation from newspapers aided materially in success of the show. Three half-hour radio spots were carried by The New Rockelle Standard-Star and other papers in the vicinity carried big stories. About 16,000 handbills were distributed by airplane and announcements were made from churches on two preceding Sundays and over the radio stations. A 4 by 36-foot illuminated banner was placed over Main street and merchants decorated windows in circus motif and mentioned the show in ads.

On the committee were Mrs. Charles Oakley, chairman; Mrs. Edward B. Linn, president; Mrs. G. Whitney Banks, vice-president; Mrs. Sidney Allen; Mrs. Carl Simpson, treasurer; Mrs. Edmund Taylor, Mrs. George Sheldon, Mrs. Frederick Rogg, Mrs. George M. Douglas and Katherine Krohn.

Among acts were Carlos' and Roberta's dogs and ponies; Osceola Brothers and Kerkillo, concert artists; Great Cabell, oratorist; Mischuwa, wire walker; Miss Wolfert's Circus, Double Fairy, high perch; Whirling Koolids; Great Michael, acrobat; Royal Troupe, equestrian; Shady G. Elephant, Klamie, elephant; Wanda, circus clown; Nelson Family, trapeziste, and clown numbers.

Shorts

NEWLY organized Turner and Wells Thrill Circus was booked for Clarksville (Ind.) Airport on May 31, reports George Wells, administrator. Paul Turner is general manager.

Mrs. SOREN, general agent for Bill Manning, of New York, who is conducting only rides this year, reports a unit operated in Washington, Va., on May 27 and was the recipient of \$100,000 (Pa.) 25th Anniversary Carnival on May 30. Ride bookings were made for Chatsworth, Pa. (See SHORTS page 52)

CONCESSIONS WANTED

FOR THIRD ANNUAL PAGE 24 CELEBRATION, JULY 29-30, 1939. Write to Mrs. C. E. BEDWELL, Secretary, Birmingham, Washington. (See 40th Ridgerville Home Coming) JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

BIG CELEBRATION JULY 4th

AT ARROW, N. Y. Arranged by The E. O. P., 147th No. 213 of Arrow.

WANTED-FREE ACTS

FOR 40th OLD SETTLERS' MEETING AUGUST 17-18-19, OPOB, IND. E. O. MATHIAS, Secy.

Pro Attractions Planned For Minn. Anniversary Fete

STAPLES, Minn., May 27.—Hereo Bismarck's Midway Show has been booked for a five-day Golden Anniversary Celebration here and five acts and fireworks are planned, officials report. Committee expects to spend more than \$12,000 on the program. Other features will be a pageant, parade, drum corps and band concert.

On the committee are St. Anseron, chairman; Roger Johnson, vice-chairman; W. G. Robinson, secretary; E. T. Barrett, treasurer, and E. A. St. Pierre and H. E. Barker, directors.

Milwaukee Seeks Fee Fund

MILWAUKEE, May 27.—Midsummer Festival Commission has instituted a campaign to raise a \$100,000 sustaining fund to assure an annual festival which will draw from all over the country. Herbert C. Laugel, the township director of fund raising, has named a committee of five to solicit contributions. The fund will be used to underwrite bigger attractions for future festivals. It is said.

WANTED

LEGITIMATE SHOWS AND CONCESSIONS ANNUAL 6 DAY FESTIVAL. OAKTON CITY, VA. (Show good), AUGUST 16, 17, 18, 19, 20, 21. GIBSON COMPANY, 107 COMMERCIAL, WEAVER, N. C., Secy.

CARNIVAL WANTED

FOR WEEK OF JUNE 12, SARGENT, O. Write CLINTON R. BAKER, Chairman, D. R. P. 220, West Hill, Sargentsville, O.

CARNIVAL WANTED

FOR WEEK IN JULY, PREFERABLY OVER 25 ACTS. Write AMERICAN LEGION, Fargo, Pa., Altoona, Pa.

WANT

Wagon, Show and Concessions. JULY 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31. M. L. JENNEY, Secy.

Irvine-Ravenna, Ky., Kiwanis Club Flower Festival

June 18-20. Write to Mrs. J. M. Jones, Kiwanis Club, Irvine-Ravenna, Ky. (See 40th Ridgerville Home Coming) JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

WANT

Wagon for Chicago, June 8 to 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31. Write to Mrs. J. M. Jones, Kiwanis Club, Irvine-Ravenna, Ky. (See 40th Ridgerville Home Coming) JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

FIRST-CLASS CARNIVAL WANTED

Week of July 3 to 8, inclusive. BIG 4TH OF JULY CELEBRATION. City of 3,000 Population—Has Outstanding Drawing of at Least 10,000. This event is backed by the Leading Business Men of our city. Communicate with T. E. SAMUELSON, Commander, Veterans of Foreign Wars of the U. S. A., Bushnell, Ill.

WANTED-VETERANS FOREIGN WARS

SMELLY, OHIO, JULY 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31. Write to Mrs. J. M. Jones, Kiwanis Club, Irvine-Ravenna, Ky. (See 40th Ridgerville Home Coming) JULY 26 to 28, 1939. (Larkie Moore) Write W. L. THORPSON, Secy., Ridgerville, Ind.

Every Minute—Every Second—Is THRILL! Fair Secretaries

THE STRATOPHERE MAN

20th ANNIVERSARY JUBILEE AMERICAN LEGION BEYFORD, PA., JUNE 2-4-5

JUST PUBLISHED! "PROMOTING EVENTS"

WANT FOR OLD HOME WEEK CELEBRATION

WANT FOR Galveston Firemen's Street Fair

CONCESSIONS WANTED KANSASVILLE, ILL. ROUTES 500 & 100.

FREE FISH FRY

Want Rides and Acts ST. MARY'S CARNIVAL

FIRST-CLASS CARNIVAL WANTED

Wanted-Veterans Foreign Wars

Wholesale

PRIZES • NOBELTES • PREMIUMS • SPECIALTIES

Conducted by MAYNARD L. REUTER—Communications to 1564 Broadway, New York

Royal Visit No Bonanza for Streetmen, Souve Workers

Those working Canada disappointed—store competition stiff and readers high—warning for those who will work West Coast—U. S. firms preparing

OTTAWA, Oct. 26 (By)—Fitchmen and souve workers who hope to cash in on demand for souve of King George and Queen Elizabeth at various cities to be visited by the royal entourage during the remainder of the week thru Canada are warned not to stock up too heavily. Store workers after making this spot, Quebec City and Montreal, report it at a standstill, with Quebec City proving to be best, although the boys had expected it to be the worst. Fitchmen and novelty workers here are complaining bitterly over meager results. Many expected to follow the route from Coast to Coast are already calling it quits and returning to the States.

Main reason for poor hits among novelty workers is that stores along the route are overcrowded with souve, most of which have been shipped from Montreal by chain stores. Goods left behind by the royal visit which is plenty—after the "big" and "second firm" branches. This is expected to make it difficult for boys who plan to work Vancouver, Victoria and other Western spots.

Readers High

Another sure sign has been the prohibitive cost of readers. Plenty of the boys took the chance of working without licenses in Montreal rather than fork out the high tariff. At this stop police were more lenient with those having 810 readers than they were good for the three days of welcoming. Many without them were sloughed, the hundreds got by, some novelties, souve workers were selling pin-ones. Eddie Hynde, of Brooklyn, had a crew of about 20 working the territory. They had a few hits at the other two cities but failed to find the big they had anticipated. Jimmie Island, of New York, was in charge of the crew.

British journalists covering the event for publications on the tour have reported the arrival of the king and queen as lacking the pomp and ceremony usually associated with the event in London. All noted the absence of "bankers," like those who work the "queer" along the Thames. Others remarked on the absence of hawkers selling their own goods, hand written in praise of their majesties.

Goods that checked best were price-caps and candy tins. Souve novelties, badges and bracelets also did well. Most of the goods in the English origin, the Japanese. German goods, better used and little of American manufacture.

U. S. Mfrs. Prepare

American manufacturers expect to get their play when the royal party crosses the border. They are working hard to get Canadiana living in the U. S. who will be gut-edge prospects for souvenirs of the trip. In addition, these firms anticipate big demand for items from souve workers who plan to do their stuff in Washington and New York on the days the royal party makes its appearance in those cities. Many firms point out that the duty that will have to be paid on English souve will enable them to dispose of their wares at lower prices.

up against a canvassing bugaboo and is bound to run out of prospects eventually.

J. Mallory reports no response to his offer of a big job on the item, for lets in New York have shown the camera to excellent consumer appeal on a card.

HAPPY LANDING.

Salesbook Ops Prepare To Get Share of May Biz

BY JOHN CARY

IT'S BEEN A LONG TIME since we dipped into the mail bag to bare some of the reports we've been receiving. So many interesting communications have come in of late, however, that it's high time they've given an airing. So here goes:

J. G. BROWN pens from West Virginia that he's looking forward to a banner outdoor season. "Now that fans have spent eight months playing their favorite game indoors they're anxious to get out in the open. We're preparing to stage a game twice weekly and are promoting our own baseball team. I'll be sure to win a lot of ballyhoo."

"THE TIE WEATHER has been rather cool New York of late. St. Margaret's Church, Yorkers, already has some outdoors. They're a huge tent pitched, one of the main attractions while games are being held there weekly. A big flash of merchandise is arranged so that the stand is getting a lot of play from strikers and fishing motorists in addition to regular clientele."

GEORGE GASPARRON, of Springfield, Ill., pens a few suggestions for outdoor biz. "The important thing about outdoor biz," he states, "is to make the goods more attractive. In this case, flash of merchandise is absolutely necessary. Heavyweight lapboards will also be found more attractive. Use a two sound system. If you use one, it is working order, and don't neglect your equipment. Outdoor games are bound to attract many newcomers who will judge your game by the flash of price and condition of the equipment. Be sure to give them a good impression."

"NOW THAT THE OUTDOOR SEASON is under way, how about abooing a line to the bizgo business telling about your layout and the biz you're doing?"

SHORTS

(Continued from page 35)

Pirene's Celebration and Friendship Fire Co. and Band Jubilees in Danbury, Conn., have a few non-professionals have joined with Fleming.

MIDWAY attractions, free acts and band concerts will be featured at the six-day JOURNAL Jubilee in Canton, O., under George Klarke.

CONCESSIONS and a firm's meet will be featured at the annual Commercial Association, held in Charlotte, N. C., in and under auspices of P. E. I. Exhibition Association.

KEYSTONE Shows have been booked for nine-day JOURNAL Jubilee (Pa.) Centennial Celebration. Reporter Ross E. Atch-

8-Balls and Screwballs Set New Fad in Lapel Novelties

NEW YORK, May 27.—With introduction of the new screw-ball lapel button, 8-ball and 8-ball buttons, the popular eight-ball interest in lapel novelties is taking a decided upswing. Up to a year ago, the only novelty given much attention for buttons was the old stand-by membership buttons. Then a big break out among women wearing 8-ball buttons, the popular 8-ball miniature baby shoes to miniature shoes swinging from women's coats, the popular 8-ball key chain, as well as its biggest some enterprising person devised the De-Bingo Eight-Ball Club. A membership

NEW YORK, May 27.—Salesbook ops here are preparing to unleash a batch of deals calculated to cash in on three big markets the month of June offers, namely, by graduates, brides and vacationers. The month is usually a top one for ops, who feature the right merchandise. This year should be no exception and the boys are planning to make it top all others if they're activity is any indication.

Top honors for items, of course, go to the new self-powered, portable radio and camera. Both items are natural at this time of the year, with the vacation season getting under way, making it a buying season second only to Christmas. A recent of the self-powered radio as a clock number has caused a return of larger-labeled cards featuring higher priced items, many of which are aimed at attractive wedding and graduation gift buyers.

Watch which many ops have always given the go-by on the ground that the item hasn't enough flash for good advertising attention, one getting a bigger play than usual. Tickers are always a leading retail seller at the time of the year and some ops feel that they should be a hit on cards. Pent are also a clock graduation gift, and to cash in on their popularity, many ops are getting out small deals featuring ink sticks of well-known makes. Midget radios, home movie cutters and pocket sets are coming in to their share of attention.

To attract vacationers many ops are setting up a booth with feature a big display of sports equipment. Here, too, radio and camera get first call. Pick-up-and-go goods, such as fishing lures, fishing tackle, picnic supplies, fisherman and campers. Complete fishing kits and high-power binoculars are also popular. Traveling kits, overnight bags, comb, brush and mirror combos and such items are also reported plenty aplenty.

son. There will be a parent, parade and band concerts, and days will be set aside for special groups.

FREE ACTS booked thru KDKA will be featured at six-day Juneteenth (Pa.) Jubilee. Free acts include the Dixiey Redford (Pa.) American Legion Post Celebration, said Merle A. Beam. Free company bands and orchestras will be featured.

ACTS including auto racing and four parades will highlight the Dixiey Redford (Pa.) American Legion Post Celebration, said Merle A. Beam. Free company bands and orchestras will be featured.

FOR the eighth year ride of Hofner Amusement Co. has been booked for annual Fortunate (Ill.) Balastruck Day, said Mayor Joe Meach. Festival is being sponsored by merchants and will feature free acts.

A Column for OPERATORS & DISTRIBUTORS OF SALES-BOARDS, SALES-CARDS & TRADE STIMULATORS

By BEN SMITH

The Placement Man.

I have written about him often, but he is so valuable a cog in the operating machine that he is worth talking about as often as possible.

The finest deal in the world will not turn over successfully unless enough cash is placed to take care of the law of averages. Some spots complete faster than others. Some don't pay out at all. But in every business, no matter what are covered the average return will be satisfactory if the deal itself is basically sound. When placements are wisely made the operator cleans up. It is because of this that the placement man plays such an important part in success or failure of a deal.

A placement man to be worth his salt must be a good placement man. A good judge of locations, a good talker and show all must be a good cold-turkey solicitor. He must be able to walk in cold on a prospect he has never seen and not only sell him on the idea of working a card, but must also inspire him to literally back his neck up to complete the deal as fast as possible. It is in reality of turnover that real money is made.

A good placement man can close in 10 to 20 cards a day. When placements run much over that figure it is usually a sign of indiscriminate spotting. It is not to get covered, but it is to get the word on dissemination with getting it and not just throw cards into the air, hoping they will come down where you learn this when he checks returns.

More often than not the best placements are the result of cold, cold, cold rather than from promiscuously distributing cards among friends. Friends may be good, but they can't be depended upon. The fact that they are in no position to finish it. Newcomers are often misled into believing that they can depend upon acquaintances to keep them going. This business just doesn't work out that way and it is something to keep in mind when laying a deal.

Unless an operator can develop a fair sized local area which are steady repeaters he will have a tough job keeping his operation running in one location. It is better to have one area which pays for more than one deal and which operators can depend upon to turn over a few deals a day. This is the foundation of successful operations. Without them the operator is

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IVORY MIDGET
No. 342-A—MIGHTY MITE MIDGET RADIO. Here is the best of news...
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The World's Largest Home...
217 & 223 W. Jackson Street, Chicago, Ill.

ELGIN & WALTHAM \$2.95
Renowned Guaranteed Men's Wrist Watches...
LOUIS PERLOFF
225 Market St., Philadelphia, Pa.

Popular Items

Write to The Billboard, Buyers' Service Department, 25 Opera Place, Cincinnati, O., for addresses of companies in this department supplying the items which interest you.

Third Dimension Pictures

Hand-painted pictures, handled by Aircraft Studios, are so processed that they show views in the third dimension and are lighting their way into the convention and seaboard fields. It is said, items lends itself to house-to-house canvassing. Pictures are painted in fast colors and the third dimension effect is achieved by a secret process, the firm reports. The views excite curiosity, being far different from the average picture, and come framed in various sizes, some with two-tone antique gold frames. Aircraft Studios title the items Living Pictures. The firm has many subjects to suit any home decorative scheme, including several religious subjects, among which is one of Pope Pius XII.

3-in-1 Portable Radio

American Distributing Co. is marketing a new portable radio called Three-in-One, because it operates with batteries AC or DC current. Features of the set are: Five tubes, superheterodyne circuit, pm speaker, automatic aerial and automatic battery rejuvenation. Carrying case is small and comes finished in either alligator or pigskin. The set is clicking big as a prize and premium item with consumers and seaboard and bongo ops, the firm reports.

Suction Coat Hanger

The suction coat and hat hanger seems to be coming to life again and is

The Big Cash Dividend Offer of E. S. LOWE & CO.

Appears on Page 59

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IT ALWAYS PAYS TO BUY FROM SHURES'

We Offer 3 Assortments of Rings, Priced 33 1/3% Below Manufacturers' Selling Prices. These Rings are limited in quantities and merchandise is offered subject to prior sale. Order early to get best assortment and avoid disappointment.

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| <p>Latest! Gemstone Marquise Rings, Diamond Centered</p> <p>No. 80017... \$1.20</p> | <p>Latest! Shantung Silver Rings, Large Diamonds of 100-150 P.P.S. 14K Yellow Gold \$5.00 Diamond</p> <p>No. 80047... \$4.50</p> | <p>Shure's Shantung Silver Rings, 14K Yellow Gold, 100-150 P.P.S. \$5.00 Diamond</p> <p>No. 80047... \$4.50</p> |
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| <p>Our Glasses, Formerly Sold at \$1.50 Green, Smoky Frames, New Colors</p> <p>No. 8001200... \$4.50</p> | | <p>Our Glasses, Patent Ocular Ring, 14K Yellow Gold, 100-150 P.P.S. \$5.00 Diamond</p> <p>No. 8001200... \$7.00</p> |
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Hartmann's Broadcast

WANTED: Someone to tell us whether opposition itself is unethical, or whether it's the principles, tactics, procedure or methods of opposition that are either ethical or unethical. We are inclined to believe Webster's New International Dictionary is right in saying that it is an adjective, meaning "not according to business or professional standards, or contrary to established standards of action, motive, or character."

In this pillar, issue of May 15, we accused **KLADAR** of being the Ames Publicity Service, Tvedton, N. J., as being a real enemy of the traveling carnival by means of a plan for closing amusement parks throughout the country with a plan to keep carnivals out of their localities. That's what an article prepared by him entitled **View One** said. It was a trash and for which he asked \$10 for 50 copies. In commenting on the plan he wrote: "Ames refers to the closing of the parks as unethical, and whatever that kind of opposition means, says his article is aimed at a great American, and that he has no better." We just can't say how an evil can get better, if an evil gets better is it better or worse?"

Mr. Ames, in referring to our comment, writes to us that he feels "it is one of the mean unfair articles I have ever read or heard of and to the fact that you do not know or at least profess not to know, the meaning of the word 'unethical.' For the purpose of this article, we mean lack of moral character or motive, and it was on this word that the entire article revolved."

Continuing he says: "In my fight here against these tactics the fight was NOT against the tactics, but an ethical one, not as an amusement offering, but WAS against the tactics they used. This is the same fight that I have had since many carnivals who have a clean slate have played this section unopposed, and it is not fair to say that I was personally added in securing the location. In one instance an organization to which I belong, acted about as they would under their auspices and I personally contacted a reputable show to fill the location. This is the same tactic that you use to a real enemy of the traveling carnival as you state. I am not an enemy of the carnival that is willing to work legitimately, but I am against any and all outside that insist on using the underhanded methods of the unethical, and to prove it, I will use any effort possible to bring in any show that we desire, provided that it is a show of a clean slate, and many of them are."

Mr. Ames now speaks sensibly about carnivals, showing that there are both good and bad (for both our thanks to him) in the traveling opposition. If we still can't see where he made any distinction between shows who he said in the past were unethical, we will leave it to him for over 30 years I am well aware of the unethical opposition of the traveling opposition, but please point the words "TRAVELING OPPOSITION" and "TRAVELING TRAVELING CARNIVAL" doesn't mean ALL carnivals, then your servant should be a little black and white instead of an editor.

Mr. Ames then goes on to say "It might be interesting to know the article was refused to run in the article in a national magazine, feeling that the public might be misled by the article. This is not against the legitimate carnival. This might be your statement that 'Ames is out for the good of the traveling carnival' and pay plenty for articles of this kind."

This was very considerate of you, Mr. Ames, in refusing to run the article in a national magazine, but we will stick to our original thought that the price you receive for the article is the same as it would not cause any way near what it is possible to get out of several hundred parks at \$10 for 50 copies.

Mr. Ames then accuses us of stating that the article expresses the feeling of the traveling opposition and says "Why shouldn't you and every other legitimate showman be in favor of that?" We are not in favor of any one dependent on the operation of ALL shows? Anyone not in favor of such an

oppose can only be in favor of the very thing all honest showmen are trying to eliminate and who feel the sooner this is accomplished the better for all concerned."

We wish to correct Mr. Ames on this. We did not state what he says but quoted his own statement. We did not state the letter he sent to park men. And in that issue Mr. Ames refers to his **NYER** "Dixie" article as being an opposing "the workings of the carnival, their methods, how the public is misled, etc." Note the word "THE CARNIVAL." Is there any distinction between the good and bad there?

In closing his letter, Mr. Ames states: "I have always found **THE BILLBOARD** and its associate fair and square, and will look forward to seeing this reply to your article in an early issue, and I sincerely hope that my stand in the matter is made clear to all, and I wish to thank the park man who sent you my letter, for bringing the matter to your attention, as if I feel it has done something, I could not have done—brought the matter out into the spotlight and let the users of underhand tactics know that they have something to fear unless they eliminate their present tactics and do as they have been advised to do by the editors and what every clean thinking showman would want them to do, **CURTIS L. BOCK**."

We are sure our readers as a jury to decide for themselves whether we were justified in saying what we did about Mr. Ames' campaign.

Out in the Open

by Leonard Traube

"Let the Showmanner 'Stick to His Last'"

BUSINESS is lough enough without some of the charges of the decency of our industry. It is time to get back into immediate sphere of endeavor into an effort.

There are several conspicuous examples today of showmen over-reaching themselves. Men who are successful in one branch of outdoor show business, are not so very humble, but to the industry to stick to it.

It is natural for an energetic, capable and imaginative person, especially if they come armed with a fair share of the world's goods, to attempt to conquer new untriumphed worlds. This often, however, they make assurance into other fields to the neglect of the one in which they made their success.

Outdoor show business needs these men in the specific branch in which they excel and in which their experience has been gained. What applies to commerce and the business world does not always apply in that peculiar segment of activity known as show business. It is questionable whether the rules applicable to the commercial world ever hold in outdoor entertainment and the practice thereof. In short, a captain of industry may successfully venture into another properly chosen related type of business, maintaining the stability of his first business, but the showman practitioner may not always do so with good results.

As a matter of pure cold fact, let's consider the showman who doubles in his business by trying to bring full knowledge, without even considering the impalpable who invades a kindred field, to the detriment of his own business. Who can name, for instance, more than a hand full of carnival owners since the present chaotic state of the industry were able to operate more than one show successfully at the same time? We mean shows with extensive records. And the records and few will be found. Doesn't it follow that the path to another branch of business is a path that is bound to be strewn with too many rocks?

Show business must confine the strength of its leader personnel to the one business in which they are good and build that as the years progress. Over-ambition is dangerous. Can this sentiment apply to the direction in which it is sorely needed, and no one will deny it is needed in the branch of the business in

ZACHARY BROS. SHOWS

Presenting **Free Every Night 8 of the World's Most Spectacular Circus Acts.**
Can Place for SOUTH BEND, INDIANA—WEEK OF JUNE 5
 and Balance of Season, Including All Winter in Florida!
OCTOPUS, BIDE-O and KIDDIE BIDES. SHOWS WITH OWN OUTFITS and LEGITIMATE GRAND STORES. Capt. Dan Riley wants Takers and Ticket Sellers, must be able to make second openings in Animal Show. Can place experienced Circus Help that can drive trucks at all times. Write or wire **CURTIS L. BOCK, Mgr., La Porte, Ind., at his home: South Bend, Ind., next week.**

WANTED

Disables... Sleepchase Park, Ontario, Canada... a gem of a one-act poster pioneering the Flying Turns which it plays as "the hit of the New York World's Fair" where the device is called the **Big Bird**, which was also built by Norman Bartlett... There is a Hell Street 201 in Grand, but it's not the Lucky Tier automotive relationship, merely a motorhome. Nice shading... make Chicago...
CLAUDE CRAWFORD
 General Delivery, Passaic, N. J.

WANT

CAN PLACE Fine Come on show, Degrass, Concord, N. H. Place, Ltd. Gallery, and Concessions at the Fair. Write or wire: **WILLIS B. BROWN**, Newark, N. J., this week.

EIGHT CAR WHIP FOR SALE OR LEASE

HAROLD D. BAKER, 109 South Main, Paterson, N. J.

GIRL SHOW MANAGER AT LIBERTY

For information, complete photo...
AL PAVLEY, Philadelphia, Pa.

CARNIVAL BOOTHS-RISES

BY NAT GREEN

IN THESE perilous times most anything that gives us a laugh is welcome. We are getting good business out of our news (7) story in *The Daily Times*, Chicago afternoon tabloid, titled **Circuses Will Go to New York on May 29 for "Atlantic City Day"** at the World's Fair. Now AC ought to return the compliment with some publicity for the fair and exhibition, with exact dates, among them. The railroads of this country could do the same for the county and State fair in which they bring people. A delegation of 1500 from Atlantic City is planned to go to New York on May 29 for "Atlantic City Day" at the World's Fair. Now AC ought to return the compliment with some publicity for the fair and exhibition, with exact dates, among them. The railroads of this country could do the same for the county and State fair in which they bring people.

Anyone familiar with show business knows that even if shows were allowed to operate during the next couple of years, business wouldn't be worth a taker's dime. They also know that entry regulations and duty on merchandise are practically prohibitive except for shows playing the provincial exhibitions. So the showman's escape to Canada is purely a figment of the imagination. The young fellow who wrote the article called it "escape to Canada." He was a few days ago and inquired whether there was any truth to the rumor that most of the shows would be going to Montreal. He was told that there was no foundation for the rumor. But—he had to get a story!

Those packages of gum that look like paper but are really chewing gum are **Joe's Bonbons** is handling out as a neat advertising piece... **Harry B. Chipman**, publicity man for Barnet Bros.

"Cole Bros." Circus is heading for Canada and after playing some Palace Canada dates will head westward. **King** was in Montreal last week arranging for the Canadian tour... **J. G. McCarty** called **Stoney Bertie** drive to Westford, Ill. last Wednesday to look over the Royal American Show... **Frank Williams** and his three drivers were the big attraction last Wednesday at the celebration in **Rocka, Pa.**, during the visit of the King and Queen.

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Conducted by WALTER W. MURD—Communications to Woods Building, Randolph and Dearborn Streets, Chicago.

TEN YEARS

Ten years is a mighty long time, and yet in a fast-moving age it is not so long. At least every person can feel he is getting somewhere fast.

On June 2, 1930, I will have completed 10 years of editorial service for the coin machine trade—with two short interruptions. Jimmy Mangan and Harvey Carr, I think, have a longer service record. But they admit that the weekly rush of an issue following one right after the other, week after week, crowds a lot of work into a job since 1932.

After writing about the coin machine industry for 10 years a fellow begins to feel that it is an unusual industry. There is a feeling that one knows less about it as years of acquaintance with its machines and the people in it pile up. That is the way we all feel about life, so it is only natural to feel that way about an industry.

I got into the coin machine industry in time to see its great transition from the old to the new and modern period of machine manufacture. That makes three transitions for my 40 years. Born 60 miles from the nearest railroad, in the backwoods of Kentucky, I saw the transition of "them that hills" into an industrial mining section. Joining the army as a kid out of high school, I saw what is sometimes said to be the transition of the world into a modern and mechanized civilization, following the World War.

But I was mature enough to really study the transition of the coin machine industry from the old to the new, and yet it is difficult to say what really happened. Its chief mark is the improvement in the manufacture and design of machines. Vending machines were headed for the skies when I came into the industry, under the stimulus of the stock market gambling of 1929. Slot machines were the foundation of the stablest manufacturing firms. A few small shops were turning out penny amusement machines and worrying about what would happen next.

Several of those small shop keepers in the rise of the modern amusement games since 1931 have turned out to be heads of real manufacturing firms. The transitions that have happened with them, their businesses and in their thinking since 1931 would make many a book. Others have come into the manufacturing field from other types of business. It has not been easy for a lot of these men to face the very serious problems of a confusing mechanical age as executives.

While the manufacturing industry was changing, the operating business was also changing. Modern amusement machines gave new speed to an industry that had been in the dumps for two years. Into the operating field came an army of new men, thrown out of work or out of business by the depression, to help sky-rocket amusement games as an industry. Deep in the minds of a lot of these fellows was the idea that a "new and legitimate industry" could be made from an industry largely founded on slot machines. Games of skill were to be the bulwark of a legal amusement games business.

That seemed like a worthy goal for the industry and I joined it like a crusader. In the hardest fight I ever put up I played a losing game, writing vigorously for licensed skill games. The rank and file of the trade seemed to understand pretty well the main idea, but manufacturers resisted the

campaign to the limit. Even my worst critics to a man now admit that the licensing idea was the right idea.

One of the strangest things about those times was that if reformers had only recognized it, they had their best allies in that army of new operators who had visions of a "legitimate amusement games industry." But reformers are sometimes pretty dumb, so they opposed petty gambling which only turned out to the aid of big-time gambling.

The issues as they stand today are petty gambling versus big-time gambling. Reformers and church people, if they oppose petty gambling, automatically help big-time gambling. Petty gambling includes a wide list of devices such as amusement games, salesboards, Bank Nights, bingo, slot machines and the like. Big-time gambling is represented by such interests as racing, government lotteries, casinos and stock markets.

These are funny times. As I said, those who oppose petty gambling like pinball and bingo usually aid big-time gambling. In Florida we have an anti-slot machine association representing the churches. It lobbies against slot machines and pinball, right alongside racing and bolita interests and chain stores. Petty gambling devices like pinball and salesboards aid independent retail stores, so you may find chain stores fighting such things. This automatically puts chain stores on the side of big gambling interests.

If church and civic organizations had been realistic, they would have aided the original idea of "legitimate skill games" in preference to rackets and big-time gambling. But that is too late. They chose the course which aided the very evils they proposed to fight. Newspapers, of course, fought the games because they profit immensely from racing and sports news.

Changing times change us all. The coin machine section which I edit and The New York Daily News are now apparently the outstanding champions of legal gambling. The coin machine section which I edit is unquestionably the outstanding champion of legal recognition for petty gambling devices, all the way from salesboards to amusement games. The New York Daily News is the outstanding national champion of legalizing big-time gambling such as pari-mutuels and lotteries. Such liberal newspapers as The New York Daily News and The Chicago Daily Times still seem to oppose the legalizing of mechanical devices for gambling, on the theory that they can be "fixed." We in the coin machine trade would say, "so can all gambling arrangements be fixed." But the able editors of these liberal papers are conscientious in their objections to our machines.

After 10 years of writing about coin-operated machines one learns that prognostications about the future should not be taken seriously. The industry needs a lot of things and needs to do a lot of things—and there is still hope.

A mass of information for and against the industry passes over my desk each week. Today, coin-operated vending machines are beginning a new and important rise to national prominence. Today, the first half of 1939 has shown greater progress toward legalized amusement games than in all of the other years of my editorial experience.

Detroit's City Council Refuses To Ban Pinball

Merchants appear before city fathers and tell need of games

DETROIT, May 27.—Detroit's city council has refused to ban pinball games as had been sought by a minority group here recently. Detroit merchants besieged the city council and convinced them that a ban on the games would be unfair to all concerned, both operators and location owners.

Hundreds of telegrams explaining that the machines were valuable as attractions to customers and as a producer of much needed revenue made clear to councilmen that the Detroit people wanted to play the games.

The refusal to place a ban was heartening to Detroit operators inasmuch as it gives credence to the belief that forthcoming proposals to continue the licensing will meet with favorable action.

Present difficulties arose when a group of students picked an establishment which housed several forms of gambling and inserted gambling amusement machines as a front. As has been the case in numerous other situations similar to the Detroit case, the amusement machine bore the brunt of the attack.

Merchants declared in supporting the game: "Our customers are playing billiards. Would like to continue." A druggist said, "Pinball machines help increase the expense and give customers diversions at little expense." Another declared: "Pinball machines my best amusement. I like to play in my spare time. Please consider this matter."

Under the present ordinance, games cannot be placed in schools and adults 18 years of age or more are allowed to play the games. It is estimated that there are 5,000 machines each paying 82 cents fee in Detroit.

Operators and merchants alike have just requested strict enforcement of provisions of the ordinance and some have requested that only persons 21 years of age or over be allowed to play the game.

Paul Colombo, Detroit attorney, who appeared for the operators before the city council, pointed out that one operator alone had a \$75,000 investment in his games which would be wiped out by the proposed ban. Colombo pointed out that the man employed 25 persons and three workers would be thrown out of jobs by the ban. He estimated that there were about 1,000 persons working in the industry in the entire city.

Colombo criticized present enforcement saying that it was not being fully

enforced and asked for stricter regulation. He indicated that operators desired to keep the machines out of schools where children constituted a large percentage of patronage. He also favored the advancement of the age limit for players to 21 years of age.

Detroit attorney Chester Schwartz also, a well-known operator, appeared before the council also. Arguments were witnessed by a group of about 100 merchants and operators who crowded the chambers to urge that the ban not be placed.

Munves Chosen as A. B. T. Distributor

NEW YORK, May 27.—Alfa Munves has been chosen to be exclusive distributor for the A. B. T. Mfg. Co. in the New York territory, he reports.

According to Munves, "The new A. B. T. Red, White and Blue Target Pistol and the A. B. T. Challenge Target Pistol are going to prove among the best and longest lived money-makers that the operators here have ever had. Tests which we conducted on these new pistol targets proved them among the best money-getters we have ever had."

"Not only will operators find these great coin producers, but we are more than certain that the arcade everywhere will be amazed with the fast play action these machines will get and also the money that they will earn."

"One of the most outstanding features of both these machines is that once they get on location they stay there. The test machines we used are still on the same locations. In fact, the storekeepers won't even let us remove them."

Pace Distribbs Ask Bigger Shipments

CHICAGO, May 27.—Distributors of Pace-bill coin machines have been making into the city of Chicago to see officials of the Pace Mfg. Co. in regard to increased shipments and forthcoming machine introductions. They report:

Typical comment from the out-of-town operator was: "We have been delighted with the response given the introduction of the newest Pace air-operated creations, parlors, square-type console coin, Nashville, Tenn.; Harry Vending Co., Baltimore, Md.; Central Distributors, Omaha, Neb.; Ohio Specialty Co., Cincinnati, O.; Wisconsin Wry, Co., Fond du

LaC, Wis.; Star Sales Co., Valosta, Ga.; George Procter Co., New York City; Frank & Grass, Abbeville, La.; E. B. Brink, Bufile, Mont.; United Amusement Co., Kansas City, Mo.; Monarch Coin Mfg. Co., Chicago; Western Distributors, Inc., Seattle, Wash.; Banner Specialty Co., Philadelphia and Pittsburgh, Pa.; Freegreen Novelty Corp., Seattle, Wash.; Atlantic Amusement Co., Evansville, Ind.; Mountain State Spec. Co., Salt Lake City, Utah; Automatic Coin Mfg. Corp., Springfield, Mass.; and Advance Automatic Sales Co., San Francisco, Calif.

According to the Pace Mfg. Co., the following are authorized distributors of Pace Specialty Co., Boston, Ga.; Silent Sales Co., Minneapolis and St. Paul, Minn.; Automatic Sales Co., Nashville, Tenn.; Harry Vending Co., Baltimore, Md.; Central Distributors, Omaha, Neb.; Ohio Specialty Co., Cincinnati, O.; Wisconsin Wry, Co., Fond du

The Tops IN ALL 3 FIELDS

'39 SUPER TRACK TIME

TOPS FOR CONSOLE LOCATIONS—has the new 9 coin head with odd or even feature. 1 Super Track Time on location in worth 10 locations with ordinary games.

UP AND UP FREE GAME

TOPS FOR NOVELTY LOCATIONS—real money-making, high score game with short cut ways to win awards. Instantly converted to straight novelty. You'll like it!

SPINNER WINNER (COUNTER GAME)

TOPS FOR COUNTER LOCATIONS—real console action in a powerful counter game. From 1 to 8 coins every play. Your choice of dice, number or cigarette symbol glasses.

J. H. KEENEY & CO. INC

"The House that Jack Built" 2001 CALUMET AVENUE • CHICAGO

for better games... better buy Keeney!

Patent Increase Indicates Prosperity

WASHINGTON, May 27.—The Patent Office has a new indication that better times are ahead for the United States compared over the last couple of years, as compared with the bleak period around 1929 or so, according to a release. Service. Between 900 and 1,000 patents are being issued each week on the basis of the weekly routine weekly applications during a period stretching back thru the past two or three years, as compared with less than 500 in the week of March 15 short time ago.

This means, Patent Office said, that the country's economic conditions have been more favorable, because the number of applications, if not inventions, varies as the nation's prosperity. Only one barrier have patents been issued at the current rate during a period of a few years. This means the work that was up to speed to get caught up from a time when it was many years behind in the work.

50 DROP PICTURE MACHINES \$9

Photo-Draws—5 Sets Pictures with Each. 8-1 Cents per Picture. 100 Pictures per Set.

SILENT SALES SYSTEM

222 D St. N. W., Washington, D. C.

JULE PERE, head of the Peres Novelty Co., appeals for the B. W. Richter photographs in New Orleans, reporting the destruction of 21 coin machines to assure their removal from the market.

Los, Wis.; Star Sales Co., Valosta, Ga.; George Procter Co., New York City; Frank & Grass, Abbeville, La.; E. B. Brink, Bufile, Mont.; United Amusement Co., Kansas City, Mo.; Monarch Coin Mfg. Co., Chicago; Western Distributors, Inc., Seattle, Wash.; Banner Specialty Co., Philadelphia and Pittsburgh, Pa.; Freegreen Novelty Corp., Seattle, Wash.; Atlantic Amusement Co., Evansville, Ind.; Mountain State Spec. Co., Salt Lake City, Utah; Automatic Coin Mfg. Corp., Springfield, Mass.; and Advance Automatic Sales Co., San Francisco, Calif.

News in Locations Via Orchestra

NEW YORK, May 27.—"The recent striking of the submarine *Orchestra* and the dramatic rescue of 31 of the 50 men was an event of such intense public interest that many locations where an orchestra unit had been placed reported the progress of the rescue work to their patrons over Orchestra's microphone and loud-speaker system," reveals the Orchestra firm.

"In most of these locations news broadcasts are frowned upon. The Orchestra unit, however, has had management to make its own announcements concerning the rescue work.

"The manager of one of New York's hotels, where Orchestra service was recently placed, remarked, "I am highly pleased with the advantage of the Orchestra unit because for the first time we are able to give our patrons recorded news in our restaurant bar at intervals and at the same time have as our disposal a fine radio and microphone to use for entertainment and announcements of the same amplifying system."

Orchestra officials report an over-

PARIS, Kentucky or PARIS, France

... all over the world, people love to take and keep pictures of themselves and their loved ones. PHOTOMATIC, therefore, will never go out of style! Don't you think you'd be wise to

INVESTIGATE

International Microscope Reel Co., Inc. 518 West 34th St., New York

GET HIRSH'S GUESSER SCALE

(PENNY BACK IF YOU ARE RIGHT) WITH "watch your heart beat"

FEATURE ALL MECHANICAL OPERATION GREATEST LEGAL MONEY MAKER EVER RULD

HIRSH & CO. 747 N. WASHINGTON ST. W. CHICAGO, ILLINOIS

whelming demand for information and units from all over the country. "Every effort is being made to keep up with the deluge of wire, cables and letters that pour in," declare Orchestra officials.

KEEP THEM ROLLING IN WITH

Bill Frey's

PROFIT ROLLERS

PROVED PROFITABLE BEYOND DOUBT!

Test machines on your own. For 30 days we have more profitable ones than you can buy. More than 25 to choose from. The "Roller" is the most profitable!

CHEAT-PROOF

Operators and mechanics fully guaranteed! Each machine on machine-proof operation, cannot be cheated. Special instructions furnished with every one. Money placed isn't returned unless machine is sold. Money issued first!

BE FIRST!

To get your location, these machines, wherever they are, are the most profitable. Get your share of the profit in any territory.

SPECIAL!

Profit Rollers with Cashless Play
12" x 18" \$ 5.00
11" x 18" \$ 4.50
12" x 24" \$ 12.00

FAST FLASHY PLAY!

Best of Cashless removed. Protect of mechanism glass that a quick, thorough roll of the machine is carried over for ADVANTAGEOUS PRICES!

JOBBERS - DISTRIBUTORS

BILL FREY, INC.

140 N. W. 1st Street
MIAMI, FLORIDA

JITTER-ROLL NOT COIN OPERATED

JITTER-ROLL ----- 12" x 12" x 24" \$17.50
COLOR-ROLL ----- 12" x 12" x 24" \$17.50
CHUCK-A-ROLL ----- 12" x 12" x 24" \$27.50
NUMBER-ROLL ----- 12" x 12" x 24" \$27.50
TWIN-ROLL ----- 12" x 12" x 24" \$27.50

1/8 Davenport Order, Set, O. O. D. All Prices F.O.B. Miami.

All games equipped with Micro-mat Dice Trued to 1-10,000th in.

Color Roll Dice, 100000, hand-painted, used to 10,000,000 in.

Letters stamped in brilliant, eye-catching color on heavy plate glass. Symbolic like gold on mechanism glass that a quick, thorough roll of the machine is carried over for ADVANTAGEOUS PRICES!

1/8 Davenport Order, Set, O. O. D. All Prices F.O.B. Miami.

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Philly Taps Push Bill

Press for passage of Self proposal to cut "burdensome taxes"

PHILADELPHIA, May 27.—Amusement Machine Operators' Association of Pennsylvania is re-launching the effort to secure the passage of the Self Bill at this session of the Legislature. Operators throughout the area are being requested to write letters to their representatives asking them to support the measure, which promises them relief from the present tax burden.

Harry Weasbait, corresponding secretary of the group, has been co-ordinating the work of all affiliates of the association in securing favorable action upon the bill. He reports that the majority of the operators have written at least once to their representatives and many have been urging their friends to do likewise.

Weasbait also stated that the current campaign on the part of the Pennsylvania State Liquor Control Board to remove all gambling devices from licensed establishments will not affect the pin-ball game. Their legislation as a game of amusement and not of chance has already been passed upon in previous sessions.

Out of all the bills dealing with pin-ball games, the Self Bill has been singled out as the most worthy of support. Other, such as the Barber Bill, sought to levy additional taxation upon an already overtaxed industry while another would limit the number of machines.

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EASTERN PIN GAMES

NEW YORK, May 27.—Biggest news of the week was publication in metropolitan papers of the article headlined "Pin-Ball Legal in New Jersey." This news perked up operators. Complete report of the decision is carried elsewhere in this issue.

ON THE BROOKLYN FRONT — Jack Bittel reports he has about 300 of the best machines Jack has been getting them to his little daughter to save.

Max Weinstein, one of the town's most progressive ops, talks about the cooperation necessary for ops to help each other.

David Barrow, who for years has been one of the leading sides in Brooklyn's organization work, is helping out with new ideas for pin games.

Being Older wants to know how manufacturers gauge their price on pin games.

Benny Koppelman, formerly chairman for Supervisors now operating in Brooklyn and doing a swell job, tells Willie (the Reporter) about the Progressive Vending Co. is getting set to re-raise the sales picture in a big way.

He has been taking it easy, he reports "but," says Willie, "just watch my smoke."

JOE CALCUTT — Joe Calcutt, one of the Vending Machine Co. Fayetteville, N. C. reports that he is preparing to travel to the East. He has a long history during the month of June. "We are going to present the best bargain on second-hand machines we have ever had." Calcutt announced last week.

HYMIE BUDEN — Hymie Buden, distributor of Budin's Specialties, Eastern distributor for Stoney, enthusiastically boasts: "I thought that the new machines like the last year in profit-making machines, but believe me, their new one, Boudin's, is the best. The reason is, it will make 100% more than Boudin's is a bigger money-maker. It's hard to believe, but from the fact that they are buying them it looks as if they are right."

THE MENUS OFFICER — The Menus Officer at Park Row and New Chambers street are mighty busy these days due to the fact that they have a big demand for arcade equipment. "We're working 14 hours a day," Mike says, "trying to fill the orders we've



ROL-A-TOP BELL

The above machine is the first and only Bell type machine on the market with a coin top showing the last 3 coins, the best protection against slugs.

Built in 3 Models, Bell, Front View and Gold Award.

Built for 1c-5c-10c-25c Play

Made Only By WATLING MFG. CO.

4640-4660 W. FULTON ST. CHICAGO, ILL.

Call 1888-Tel. OOLUme 8778. Cable address "WATLINGE," Chicago.

THIS WEEK'S SPECIAL

Mills Cherry Bell and Moho \$40.00
Mills Blue Front or Play Bell \$18.00
Watling Rola-Top, 1c. \$23.50
And 15 cents in Treasury

1c Play
Face Game, 1c Play, \$14.00
Face Game, 1c Play, \$20.00
And 10c Play, \$1.00

1c Play
Face Game, 1c Play, \$14.00
Face Game, 1c Play, \$20.00
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1c Play
Face Game, 1c Play, \$14.00
Face Game, 1c Play, \$20.00
And 10c Play, \$1.00

RECONDITIONED VENDORS

1c Single Bell, \$1.75
1c Double Bell, \$2.50
1c Triple Bell, \$3.25
1c 4c Bell, \$4.00
1c 5c Bell, \$4.75
1c 10c Bell, \$5.50
1c 20c Bell, \$6.25
1c 25c Bell, \$7.00
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1c 14.25 Bell, \$221.50
1c 14.30 Bell, \$222.25
1c 14.35 Bell, \$223.00
1c 14.40 Bell, \$223.75
1c 14.45 Bell, \$224.50
1c 14.50 Bell, \$225.25
1c 14.55 Bell, \$226.00
1c 14.60 Bell, \$226.75
1c 14.65 Bell, \$227.50
1c 14.70 Bell, \$228.25
1c 14.75 Bell, \$229.00
1c 14.80 Bell, \$229.75
1c 14.85 Bell, \$230.50
1c 14.90 Bell, \$231.25
1c 14.95 Bell, \$232.00
1c 15.00 Bell, \$232.75
1c 15.05 Bell, \$233.50
1c 15.10 Bell, \$234.25
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1c 15.90 Bell, \$246.25
1c 15.95 Bell, \$247.00
1c 16.00 Bell, \$247.75
1c 16.05 Bell, \$248.50
1c 16.10 Bell, \$249.25
1c 16.15 Bell, \$250.00
1c 16.20 Bell, \$250.75
1c

SUMMER SUGGESTIONS FOR BULK VENDORS HARD SHELL

- ★ BOSTON BAKED BEANS
- ★ ROOT BEERS
- ★ CINNAMON PEANUTS
- ★ FRUIT DIBS
- ★ LICORICE PASTELS
- ★ MINT PEANUTS
- ★ COCOA LENTILS
- ★ LEMON DROPS
- ★ CHERRY DROPS
- ★ SMOOTH BURNT PEANUTS

Green Light for Bally Bev Vender

NEW YORK, May 27.—"Reports reaching here from New Jersey operators who have been watching the Bally Beverage Venders in action in Warner Bros. theaters throughout their State believe that the light seems to be glowing always," declares Bally representative in New York. "The green light goes on when there are but 30 more sales in the machine."

"One outstanding example," according to Art Wberg, who is in charge of Bally Mfg. Co.'s office here, "is the Rita Theater, Elizabeth, N. J., where a 75-gallon barrel was cleaned out in three hours' time."

"The effect of this glowing green light has been to encourage many of the New Jersey ops to seek similar theater locations and many have been contacting the larger independent theaters through the State in an effort to line up as many as they can for the beverage venders."

"Even the public has become accustomed to the glow of green," says John A. Fitzgibbon, Eastern regional director for Bally, "and the public appreciates the fact, for it definitely convinces them that the drink as served in the Bally Beverage Vender is just what they need. There is no doubt that as the shipments we have already received get out, there will be green lights on Bally Beverage Venders glowing all over the East."

"We've already made arrangements with the subway station for placement of the Beverage Vender, and one location was the machine placed right outside the doorway so that the subway passengers will be able to get to the machine without having to go on their way in and out of the subway."

"Factories, department stores, YMCAs and hundreds of other locations are going to take the New York glowing green vends very soon."

American Chile Sales Are Rising

CHICAGO, May 27.—American Chile Co., one of the principal suppliers of chewing gum to the vending machine trade, is reported to be in an excellent position to increase its manifold, according to informed persons.

Recognition of an upward in earnings is believed likely by American Chile Co. this year in view of the improvement registered in first quarter results and the possibility of expanding consumer purchasing power.

Earnings showed progressive growth from 1938 up to 1936, aided by a rising per capita consumption of chewing gum and improving economic conditions. Although the trend to gain last year's favorable trend in profits was interrupted by higher administrative and distributing expenses and large advertising outlays.

First quarter operations, however, put profits back on a rising curve. Net income of \$266,300 or 13¢ a share is the common stock for the first quarter, valued 824 per cent over \$200,013 of \$1.68 a share, for the 1934 period.

Kellogg Pop Corn Vender in 4th Year

CINCINNATI, May 27.—Production schedules planned during the past week at the Kellogg Vender Co. plant here marked the start of the fourth consecutive year of production on the Berw-Drop Pop Corn Vender, according to Charles J. Warren, inventor and sales manager of the firm, who leaves today for another sales trip thru the Middle West.

Before his departure he stated that the machine had made a big hit in the



Mr. & Mrs. Public Go Out-of-Doors

By W. R. GREINER

Many profitable locations are now available.

Crocuses and tulips have made their debut. The grass is getting greener! In the other fellow's yard, and pronouncing a Biful sowing of grass seed in our sparsely populated area. The war, certainly having brought thoughts of the pleasure of a round of golf in late afternoon of a fine-scented baseball game, only to be interrupted by a shrill call, "Ben-till-I-come, and help me carry out the bill." Yes, saving housecleaning when you can't even call your shaving brush your own as it's just as liable to be in artist Peter's room as in its usual resting place. The farmers are preparing their land for a new crop while you on a smaller scale are getting back-breaking exercise over a hoe in your plot of garden.

Follow the Crows

The great outdoors is the most important thing in everyone's mind's eye at the present time—there is a notion to go to three back the remaining shade of winter and step out into the good, fresh air and sunshine. This phenomenon is being followed by a new movement on the bulk vending operator. New opportunities abound with the great outdoors of locations which are ready to the fore and hark it's time for revival of your route.

Stand back and look at your territory with new eyes. Perhaps there are some good indoor spots you have overlooked—to get these as well as the new outdoor locations would require a considerable profit from your business. Look around for new stands, service stations, soda fountains or other possible locations that have made their appearance on the scene.

When you have exhausted all these spots, plan an expansion program. The longer daylight hours and agreeable weather conditions will help to make servicing easier and you can afford to cover more territory.

Make this summer your time for really going places in the bulk vending field. Have a route this year that you've never had set out and dig for new locations now—be the first to find them and avoid disappointment. Every effort you extend to improve your route now will mean extra profit all thru the summer. Everybody's doing it—so don't hold back. Get the most from your route by getting the best locations now! —The Northwestern.

Life Savers Nets \$220,706

PORT CHESTER, N. Y., May 27.—Life Savers Inc. reported net income for the quarter ending March 31 of \$220,706, or 3¢ a share capital share. This compares with net income in the same period in 1938 of \$194,558, or 5¢ a share.

East, where he recently spent three months helping to install the machines in theaters, subways and other locations. In addition to supervising this servicing, Warren conducted classes for the purpose of training operators and contributors the many angle connected with the operation of pop-corn machines.

His experience in the operating field has been an invaluable asset which is reflected in the design of Berw-Drop Self machines. All improvements have been made in the Berw-Drop Pop Corn Vender model was built four years ago, the machine is basically the same, having withstood the test of setting in all kinds of locations.

Originally the vender was manufactured in California and shipped to move all activities to Cincinnati, where he would be better situated to make shipments to all parts of the country.



Write for complete details on the finest Bulk Vending equipment. CHALLENGER, TOPPER available in single or double units.

VICTOR VENDING CORP.
4203 Fullerton Avenue, Chicago

PEANUT & GUM VENDING MACHINES

New, Direct From Factory.
ONLY \$22.40 AND UP
Over \$5.00 Profit

MAKE MONEY NIGHT AND DAY

Special—One Vender, 10 Do. Do. \$8.45
One Sample Machine, 10 Do. Do. \$1.00
10 Do. Do. \$1.00
10 Do. Do. \$1.00

TORR 2047A-SO. 68
PHILA.,

The ONE POP CORN VENDER

"SERVE-UR
SELF"

THAT HAS PROVED
ITSELF ON LOCA-
TION — RELIABLE,
DEPENDABLE,
TROUBLE-FREE

A MONEY MAKER.
TRY IT.
WRITE TODAY.

KELOGG VENDING COMPANY
5 EAST 30 ST., CINCINNATI, OHIO.

CALL FOR
CALCO BALL GUM!

Alert operators everywhere call for Calco Dotted Ball Gum because it's uniformly high quality pops up their customers.

Several styles of sets. Write today for circulars.

TOWNSEND MFG. CO., Dept. B
434 North Front St., Baltimore, Md.

NEW
TERRITORY WANTED
For Sale, Package Vendors, Packed With
Popular Selection of Gummy Candies.

FILL IN COUPON FOR PRICE LIST

Pen Confectioners, Bulk Candies
145 W. Erie St., Packaging Machines
Chicago, Ill.

Get Machine: _____
Please send me full particulars and samples
on my type strictly checked.

NAME _____

ADDRESS _____

CITY _____ STATE _____

EXPERIENCED OPERATORS WILL TELL YOU TO BUY

Northwestern

BULK VENDING EQUIPMENT

Operators who know machines and know the business invariably advise you to buy a Northwestern when purchasing bulk vending equipment. Their experience has proved Northwesterns are not only hard, dependable machines, but they are money makers. Be made to stand every recommendation. If you are an operator or interested in this profitable business, write today for information on the complete line of Northwestern Venders.

THE NEW
MODEL 35

THE NORTHWESTERN CORPORATION
WE AM 121206 ST., MOBILE, ALABAMA

SAVE ON STANDS
NEEDS HAZEL COUNTRY,
ANY HANDLE CORN SHEET METAL
STANDS 40x100x100

QUALITY BEGINS \$3.25
AUTOMAT
8400 Fullerton, Chicago, Ill.

ADVERTISE IN THE BILLBOARD —
YOU'LL BE SATISFIED WITH
RESULTS

ORCHESTRA

A NON-COIN-OPERATED AUTOMATIC PHONOGRAPH A REMARKABLE PUBLIC ADDRESS SYSTEM A FINE TOUCH-TUNING RADIO ALL IN ONE COMPLETE UNIT WITH REMOTE CONTROL OPENS A VAST NEW FIELD FOR MUSIC MERCHANTS WITHOUT IN ANY WAY HARMING THE REGULAR "COIN OPERATOR" LOCATIONS.

NOW You Can Get a Profitable New Kind of Location — Where a Coin-Operated Phonograph Never Had a Chance!!

- RECORDED MUSIC over a loud-speaker system automatically played at any intervals you indicate.
- RADIO BROADCASTS over the same system found in and set in 10 seconds.
- GUEST ENTERTAINMENT or announcements by the management over the Public Address unit by the same system.

—LOUD-SPEAKERS in any number of different rooms (with individual volume controls) operating at the same time.

—ALL BY REMOTE CONTROL FROM THE MANAGER'S OFFICE.

In spite of its name ORCHESTRA is not an experiment! America's leading music merchants have already placed ORCHESTRAS in such locations with exceptional success. (Illustrated testimonials on illustration request.) ORCHESTRAS already viewed as the salvation of many music operators. It is unquestionably the greatest advance in the music industry since the selector phonograph. DON'T CONFUSE ORCHESTRAS JUST ANOTHER PHONOGRAPH.

NO UP-AND-DOWN COLLECTIONS. LOCATIONS PAY A HIGHLY PROFITABLE RENTAL ALL YEAR AROUND!

AMAZINGLY LOW PRICE . . . LIBERAL FINANCE TERMS PHONE, WRITE OR WIRE FOR FULL DETAILS TODAY!

ORCHESTRA, INC., 250 W. 54th ST., NEW YORK

GET READY FOR A RUSH OF NICKELS!

Here comes **VINCENT LOPEZ** and his **SUAVE SWING ORCHESTRA**

ON BLUEBIRD RECORDS (Made by RCA Victor)

Vincent Lopez created a new kind of swing... smooth, suave and sophisticated... And swing fans have a new fave. Put these new Lopez tunes into your machines now. They have the variety and rhythm it takes to keep machines constantly in the play.

Nab the Nickels with these Newest Victor and Bluebird Hits

18300—She's Mine... How can I be Krazy
18301—Lopez and His Suave Swing Orchestra
18130—The April Day
18131—Lopez and His Orchestra
18132—Lopez and His Orchestra
18133—Lopez and His Orchestra
18134—Lopez and His Orchestra
18135—Lopez and His Orchestra
18136—Lopez and His Orchestra
18137—Lopez and His Orchestra
18138—Lopez and His Orchestra
18139—Lopez and His Orchestra
18140—Lopez and His Orchestra

It Pays to Use **VICTOR AND BLUEBIRD RECORDS**

Water Division, RCA Victor Co., Inc., Camden, N. J.
A Division of the RCA Corporation of America

What the Records Are Doing for Me---

In this, the operators' own column, the music merchants of the entire nation help one another to select the biggest money-making records. It is a service by the operators and for the operators. When contributing to this column be sure to include the name of the recording, the name of the artist and the type of location the recording goes best in.

Address communications to WHAT THE RECORDS ARE DOING FOR ME, THE BILLBOARD PUBLISHING CO., 54 W. Randolph, Chicago, Ill.

Kosciusko, Mo.

May 27, 1939.

To the Editor:

"Do you have any good records this week?" has been the cry of my locations ever since I started in the music machine business—and believe me I have been able to supply all of the locations with such records lately. Thanks to the record companies for the many money-makers they have turned out lately.

At present my best sellers—others are right, by Decca—were Little Sir Echo, by Big Crosby; Chew, Carl Chess, by Chick Webb; and Dear Carol Poole, by Dixie De Lange. In a good many dance locations I find Getta Fribbe in My shoe gets plenty of play. This number, sung by Little Sir Echo, is a treat to hear, by Dick McFister, and also Frobbs Parade, by Dick McFister. I use this record by several artists, but Dick McFister gives a better job.

Since the record companies have given us so many money-makers, we (all op-

erators) have no excuse for not making the most money. Thanks to THE BILLBOARD Record Buying Guide.

A. B. (TODD) EDWARDS, Record Distributor, Kosciusko, Mo.

May 27, 1939.

To the Editor:

If the operators never could anything to the tunebooks before they certainly owe it now for the New Barrel! Public. The platter has been receiving the biggest play any record ever received in the valley of antebellum coal. In certain spots the song has doubled and even tripled the take. The song's all-around appeal is certainly during those nickle, dime and quarter.

The runner-up current hit is Kay Kroyer's Three Little Fishes, with Big Crosby's And the Angels Sing running a close third. Of course, Crosby has always been a good puller and the current hit of his latest picture is no exception.

As usual, the national leading songs are among the leading nickel sellers. Among the songs which are up with the leaders are Earl Side of Heaven, Our Love, Little Sir Echo, Little Skipper and Heaven Can Wait.

Quite noticeable has been the request for songs by Marine Sullivan. Two other songs getting a fair pop are Fun in Love With the Honourable Mr. So and So and Whisking.

I might add that one important priority in which we have always adhered to is to let the customers decide what songs they want. After all, they are the ones who keep feeding the machine and it's only natural to put in the songs which they want. We keep track of their re-



DECCA

Hot Tips for Operators

DON'T OVERLOOK ANY OF THESE BIG DECCA NICKEL GETTERS!

2361 SEER BARBER'S BALL... Pops
NEW ONEY DONEY POOR... Pops
Jolly Jack Sobel and His Band
3617 THREE LITTLE FISHERS... Pops
Lepo Sze Tobi
Paul Waldman's Swing Wing
2299 EAST SIDE OF HEAVEN... Pops
Lepo Sze Tobi
1999 Crosby With John Scott Trotter
Orchestra

2228 SWEET ADELINA
BY TELL BY YOUR DREAM... Pops
TULLY YOU BIRD
2266 IF I SIGHT GARS
Keech Kroyer Ball
1961
2444 NEVER HEAR HEAVEN COULD SPEAK
DODGE OF WASHINGTON SQUARE
Pops
Bob Crosby and His Orchestra
2446 WOODEN SHOE'S BALL... Pops
2118 THE WINDMILL BY THE SEA
Woody Herman and His Orchestra
2265 AND THE ANGEL BIRD... Pops
Lepo Sze Tobi
Jan Scott and His Orchestra
2445 DON'T WORRY 'BOUT ME... Pops
2116 BE BROWN YOU ME... Pops
2118 Fitzgerald and His Swing Band
2382 OUR LOVE... Pops
Jimmy Dorsey and His Orchestra
2438 WHIRLING TIGER... Pops
LITTLE DEBIE
Paul Douglas and His Orchestra
2454 YOUVE GOT ME DREAMING AGAIN
Pops
BY LAST GOODBYE
Henry Busch and His Orchestra

Decca Records Inc. NEW YORK

Airmen Praise Genco's Airport

CHICAGO, May 27.—"It happened at a location near a local airport. Several pilots, having just been spoiled a game. Genco's Airport, and decided to play a few games. The few games stretched into many as the game grew on the airmen," declared a Genco official.

"They, oh, boy! one of the pilots was heard to remark, this game's got all the thrill of an Immortal's barrel roll. It's like waiting to come out of a tailspin when the tail covers cover one of those all-important skill lines and you don't know whether it's going thru or not. And when you do, it's like pulling it up to rotation. It's almost as delicious a feeling as a perfect three-point landing. I'm certainly not this game was properly named. There's a lot of thrilling action around an airport, and this Airport is no exception."

"The feeling of these men of the sky is shared by players throughout the country, who report that Airport is one of the most interesting, exciting and intriguing games ever produced."

Resorts Lose Plea For Enabling Act

MADISON, Wis., May 27.—An enabling act which would have permitted county boards to license slot machines and pinball games lost in the Assembly here on May 18. The measure was No. 243, and had been strongly supported by the resort counties.

Opposition came from enforcement officials. The bill would have levied not less than \$100 on each slot machine and required the machine to be owned by locations. One-half of the fee would have gone to the counties.

Publicity Drops Pinball

LOS ANGELES, May 27.—Newspaper publicity this week showed a tendency to emphasize the original purpose of the reform movement here. For a time pinball games were featured in the publicity when they were only a very small part of the "vice, gambling and petty crime" alleged to exist in the city—if the games were even concerned at all.

But the pinball games made good headlines for a time. Now the headlines seem to be getting back to the basic political and civic issues really involved in the city.

been injured in an automobile accident several months ago. Recovering he purchased an airplane and took up flying. It is rumored that he feels again in the air than on the highway.

Resortmen felt safe enough until he learned that the mechanic had only 15 hours in the air. He swooned when it was necessary to land in a farmer's field in order to reach the location.

German Coinmen Plan Revival Of Reich Coin Machine Biz

PARIS, May 27.—Tireless efforts are being made by the German syndicate, with promised aid of the government, to retain the spark of life still shown by the automatic industry in the Reich, according to the industry's journal, *Der Automat*.

During the Leipzig Fair an imposing delegation met to consider ways and means of reviving and giving the industry its former prestige, which had been lost when it became impossible to market machines meeting with the government's requirements.

The syndicate president, Wilhelm Schakowsky, presided at the meeting, which was attended by the heads of the different groups, manufacturers, dealers, operators, etc. The government was represented by one of the best known automatic technicians in Germany, Dr. Paul Koch, representing the Under-Secretary of the Bureau of Physico-Technik (a government controlled Arts and Crafts).

Secretary of the syndicate, Dr. Zunker, rendered a complete report on the situation and what has occurred since the coming into power of the National Socialist Party. The report would be too long to repeat, but one outstanding statement was the fact that the stand taken by the dealers in not permitting games to be exploited in public drinking places had the effect of placing the syndicate in a much better position with the Department of Public Welfare.

In Government of 1939 to a meeting

held in the office of the Minister of Economy, in an exchange of ideas with the assembly, at which were present representatives of the Minister of Interior, the Bureau of Public Health, the Criminal Police of Berlin and also the different delegates of the syndicate.

The representative of the Minister of Public Welfare stated his department was prepared to come to the aid of the industry and recommended the Bureau of Physico-Technik (attached to the Welfare Bureau) be charged to study the physical and mathematical claims of the syndicate in a scientific manner that would permit it to establish an economical basis for recognition by the government.

This study is being conducted at present and it was hoped that a far-reaching effect on the industry if granted. It will permit the manufacturer to procure material more cheaply, hence, pricing various metals, laws would be enacted in favor of the dealer and operator that would allow them to conduct the affairs as a business.

The representative of the Bureau of Physico-Technik spoke on the situation since the war and down to the Hitler regime. When the allied soldiers were on the occupation territory of Germany, 100,000 machines filtered thru into Germany, with local manufacture there were soon 300,000 machines in operation throughout the country. When the Third Reich came into power, one of the first acts was to seize the machines. Anti-socialist

THE ENTERPRISES

You can test your speed for it. You can test your handiwork for it. You can test your skill for it. You can test your nerve for it. You can test your endurance for it. You can test your wit for it. You can test your courage for it. You can test your strength for it. You can test your speed for it. You can test your handiwork for it. You can test your skill for it. You can test your nerve for it. You can test your endurance for it. You can test your wit for it. You can test your courage for it. You can test your strength for it.

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98. 100 Yds. 100 Yds.	99. 100 Yds. 100 Yds.
100. 100 Yds. 100 Yds.	101. 100 Yds. 100 Yds.

C. O. C. P. O. S.

43 SO. LIBERTY ST., BALTIMORE, MD.

and were condemned for use in Germany.

Since those days the entire technique of the game has changed, and if Germany is not allowed to import the amusement machines the same law did not stop it from importing them. They found, if it were not possible to give awards and prizes in the play, they would have to furnish the glasses to secure the player's interest. The American plan (and the patents) was adopted, that of furnishing a game of chance (free play) and an opportunity for the more adept player to win.

This style of game has been popular with all countries the operator, who claims each play requires too much time and is not profitable, and it is from this angle the Bureau of Physico-Technik will approach the subject by trying to find a solution to satisfy the operator and the player.



ORCHESTRA UNIP is installed in the "Frozen Alive" show at the World's Fair, New York. One of the few performers, who is sealed in large cubes of ice, is shown with the new phonograph unit.

FROZEN ALIVE

HEATS UP THE

FROZEN ALIVE reads the exciting caption of the World's Fair attraction. This is the site of the first placement of Orchestra at the World's Fair.

GO ALL PROFIT RECORDS WITH DAVAL'S

GOLF

SENSATIONAL "HIGHER-SCORE" NOVELTY GAME WITH THE ZIPEPPI THRILL-PLAY ACTION EVER ORIGINATED! THE FIRST GAME THIS YEAR TO RECEIVE 50 MANY ADVANCE ORDERS!

DAVAL
211 E. NORTH, CHICAGO

FREE PLAY \$89.50

London

LONDON, May 27.—Thru death at 84 on Monday Mrs. Clara Henrietta Hollaway, many well-known machine men have lost a mother and grandmother. Deceased's sons were the late Jack Hollaway (founder of Samson Novelty Co.), Joe, George and Charlie Hollaway, and three of the Samson directors, John, Charlie and Harry, grandsons. Mrs. Hollaway, affectionately known through the trade as Grandmum, was a familiar figure at the famous Samson business parties held before the passing of Jack. Her name was connected and inferred in some ways as Jack at Manor Park Cemetery on May 11.

Lady Anker, M. F. for a Plymouth district, continues to attack amusement machines in House of Commons. In her latest effort she asked the Home Secretary if he would consider introducing legislation on the lines of that recently passed by the government of the Union of South Africa. The minister replied that the legislation referred to was based on the prohibition of particular machines designated by the Minister of Justice.

Airplane Service and A Swooning Mechanic

MINNEAPOLIS, May 27.—Location service by airplane is something you, it is an innovation in servicing of machines. Berde Henderson, employed by William Byrnes, Minneapolis operator, suggested it, but on this call there hangs a tale.

It seems that Henderson had a call to make in a town west of Minneapolis. It was a rush call and it might Henderson with him on the ground for repairs. Henderson called on a fellow mechanic to give him a lift and it was suggested to him that they use the airplane. Henderson willingly agreed and they took off to reach the location in record time.

Inquiring Henderson learned that the mechanic who remains stranded had

Sparks Ball Gum Vender with Automatic Token Payout



1c OR 5c PLAY CIGARETTE REELS

The Only Proven Token Payout-Ball Gum Vender Counter Game. New enamel finish, choice of colors, improved mechanism. Thousands now in daily operation, ample proof of earning power and dependability.

Write for Prices
GROETCHEN TOOL COMPANY
130 N. Union Street, Chicago, Ill.

Fort Worth

FT. WORTH, Tex., May 27.—Recent good rains which promise good pasture and a bumper small grain crop have enticed operators in this section. Summer operating activities are now well under way and the boys along the row seem very well content with present earnings. Lots of counter machines and slotboards are being used, while the phonograph and cigar machines tend the parks as usual. The boys are now operating in both the city and county. County resort spots are proving good earnings. Taverns are doing a nice business and coin machines are receiving their share of the trade.

One of the best coin machine highways in the Southwest is the Jackboro highway, which leads out of Ft. Worth to the North. This highway leads one to the famous Lake Worth, where Ray Kysner and his band will soon swing into



JOE ROTHOP (right), Omaha operator, and **Alv assistant, Lowell Fouts**, pose for a picture before starting out on their machine route. Rothop has operated in the Omaha territory for the past 10 years. He credits Fouts, along with several other capable assistants, for the successful maintenance of a large number of machines.

action. On the nine miles there are more than 30 dine and dance spots and in addition there are a number of eating places, service stations and other kinds of business. All of these places afford profitable locations for coin-operated devices of every description.

Pl. Worth music operators are installing a number of the new wall boxes in their larger spots. They report increased earnings on their phonographs wherever these wall boxes have been put in.

Bob Owen, music op., keeps adding new phonographs to his string. He reports that *Three Little Fishes* are certainly swimming in nickels and the patrons at his spots go for the tune. Crosby, as usual, heads the list of money-makers among the crooners.

Since moving to its new headquarters at 1404 Main street, the Ideal Novelty Co. reports increased business. In the new place the firm has the much-needed room for displaying its line of novelties, candies and products. The organization, headed by Dad Johnson, will increase its operating activities as well as its jobbing business.

Iverson Ewing, the music machine operator, has been adding new equipment to his her roster of vendors. Besides being a top-notch operator Helen goes in for opera playing and golf.

Ft. Worth parking meters are bringing in a nice return for the city and the city manager is already eyeing spots for more meters. Six thousand five hundred nickels is the meter's daily average.

Howard Denard, Minnott, Tex., operator, is seen along the row almost every week. Howard operates among the gathering of wells of East Texas. His father is one of the oldest music operators in the state. It was Howard Denard that gave the industry one of its first twin marble tables some five years ago.

Worth Dispensing Machine Co., Inc. is a new organization just created in this city for the purpose of manufacturing a very new and unique type of vending machine which will vend both packages and bulk nuts. Production on the machine will soon be under way. Members of the organization are F. L. Durham, secretary and treasurer; Dr. L. V. Parbo, president; Dr. J. H. Curby, vice-president; and Carlo Caldwell, engineer. The firm's experimental headquarters are now located at 1227 Beasate street.

Local operators are going along nicely and their business is holding up very good for the season. Outdoor spots are increasing in revenue and all types of counter games are enjoying good play. A number of made one are handling more wall boxes, and the vending machine ops are pulling out more of the twin and tri wheels.

Houston

HOUSTON, May 27.—Harold W. Daily, owner of South Coast Amusement Co., much interested in the present local baseball weather has had his thoughts interrupted by the fact that his order for Mills phonographs are exceeding his supply. Not long ago Daily was one of the outstanding outfielders in amateur baseball, and at the beginning of the season always gone about for weeks with that far-away look in his eye.

Howard M. Tripp, general sales manager for Vendolator Mfg. Co., Fresno, Calif., spent several days in Houston recently contacting operators of his machines in this vicinity. Tripp reported a rate and rapidly increasing volume of business in the Southwest. The Vendolator vends bottled milk, drinks and fruit juices, and in addition to the regular run of locations is doing well in a new field, the larger industrial plants.

The fact that Houston leads the nation to air conditioning for a city of its size has prompted its operators to change their vending machine. Warm weather practically the year around had made it next to impossible to operate these machines in the past.

Tony Weaver has opened a radio and sound service shop that he will run in connection with his music operating.

A. E. Schels in the city adding more

Here's

SNOOKS

NEW—DIFFERENT—TANTALIZING

Player builds up his odds as he plays for a winner. Has 15 numbered and illuminated bumpers plus a unique extra ball feature. Cabinet is large, colorful, and steel lined for your protection. Back panel is beautifully illuminated. Snook is fully metered and priced at only—

Regular **\$79.50**
Free Play **\$89.50**

STONER CORPORATION, AGRORA, ILLINOIS

STONER'S NEW SENSATION!

SNOOKS

5-BALL NOVELTY GAME

IMMEDIATE DELIVERY!

BUDIN'S SPECIALTIES, Inc.

174 Portland Ave., Brooklyn, N. Y. For Your Convenience, 2414 NEW YORK AVENUE, NEW YORK 10
New Phone Numbers. KEVINS 8-3183-4-5-4

new equipment to his already large string.

Earl Reynolds, making his regular semi-annual tour of Texas Wildcat operators, spent a few days in Houston. Reynolds reported excellent present business and a bright outlook for the future.

New record department opened by movers Furniture Co. under personal management of F. B. Halstrom.

H. M. Crowe, Decra representative, back on his South Texas territory completely recovered from a severe attack of indigestion that kept him in the hospital for several days.

Walter A. Niemeck, executive secretary of the Music Operators' Association and overseas manager of a well-known

SEEBURG RAY-O-LITES

5 Bank One Machines, excellent condition, \$105.00 each—\$100.00 each with order. Balance per delivery. Subsequent One & Breakers' Meters SPECIALTY CO. (Lomb Org. Div. 1026 Broadway)

often has a city-wide reputation for banking fame.

Association president F. B. Clancy was unable to attend May 4 meeting on account of illness. Former President William French presided.

Joseph Spadafora, office manager for local Decra branch, will march to the tune of wedding bells some time in July.

Operator and Mrs. A. L. Janke have returned from their honeymoon trip to Florida.

★ ★ 4 ★ ★

MARDI GRAS

MODELS IN ONE

Instantly interchangeable to these four types—

- ★ 1—A Four-Coin Multiple Free Game.
- ★ 2—A One-Coin Free Game.
- ★ 3—A Four-Coin Multiple One-Ball Payoff Game.
- ★ 4—A One-Coin One-Ball Payoff Game.

Has the new mystery "Red-Line" hole that pays out \$1 or 20 Free Games for every coin played.

ALSO

Western's New HORSE-SHOES

A 4 coin multiple, two jackpot pay table, 1 Ball Play, 350 top lockers. Best pay table made.



WESTERN PRODUCTS, Inc.

125 W. NORTH AVE., CHICAGO, ILL.

New! Clever! Trade Stimulator!

Profit Sharing SPENCIAL VENDOR

HERE AT LAST IS THE PERFECT COUNTER BUSINESS ALWAYS GIVES THE PLAYERS 100% VALUE.

Trade a regular size slot punch, with its top and rear, for each slot. To assemble sales price of the punch from Trade Stimulator, please attach.

NO OPERATING

Operator inserts exact amount of amount paid by merchant as award tickets are earned. Operator determines to substitute amount of award to be paid, and award will be paid automatically and operator receives from the punch.

MACHINE

Requires only locate counter space. Best operating machine ever made. Capacity, 180 punches. Coin slot, accepts most types of slot and washers. Essential monthly maintenance of only \$25 per year. For 30 days or more.

OPERATOR'S PRICE

\$17.50

with \$250 punch and washers.

Buckeye Co. Has Trade Stimulator

CANTON, O., May 27.—Buckeye Novelty Sales Co., May 27, recently introduced a new trade stimulator which it reports has attracted widespread interest. The plan is designed for the retail merchant who by the use of the plan can induce hundreds of people to come into his store each day.

The plan in brief is as follows: The card furnished to the retail merchant consists of elaborately designed individual cards, lots and display cards together with full plans for use of the trade stimulator. One hundred and seventy membership cards for potential everyday customers are included. These bear different alphabetical symbols entitling the bearer to a prize of a silver dollar if the last corresponding letter on his card is drawn in the daily drawing. Should the cardholder fail to collect the silver dollar it goes into what is called the reserve. This may grow up in any amount as long as the silver dollar club number does not collect the prize and reserve amount standing on the day specified is drawing. A large display card for showing drawing

results is furnished with this deal, approximately 18 by 18 inches in size, printed silver on gold or carry out the silver dollar motif. With the card go alphabetical indicators which may be posted to show the winner for the day. Also furnished is a complete set of 70 reserve cards showing the amount in the reserve, unclaimed fund.

Declared a member of the Buckeye Plan, the drawing after the silver dollar each day, it means a permanent reminder to the customer who receives it of the merchant's plans of business. It's definitely the thing to keep all customers' attention riveted on the place of business of the merchant.

Mitchell New Jobber

BROOKLYN, May 27.—Irving Mitchell announces that June 1 he is taking over the sale of pin games formerly taken care of by D. Robbins & Co. The name of the new operator is E. L. Mitchell & Co. and will be located at 111 De Kalb avenue for the next few months. Irving Mitchell is known as a well-known man in the coin machine business and particularly familiar with the operation and sale of pin games, as he has spent a good many years managing that department for Robbins.

N. J. Sides Games Supreme Court Passes on Novelty Pinball in Test

Rules coin chute on machine does not make it gambling device

TRENTON, N. J., May 27.—A fundamental question involving the amusement game industry was passed upon by the New Jersey Supreme Court in session here May 17, and novelty pinball games were said to be affected very favorably. The decision was a reversal of the 1916 88 location in Camden, N. J., in December, 1938, for displaying a pinball game. The case was appealed to the Supreme Court in January of this year. The court stressed the question, "What is a slot machine?" a question that has been the subject of many decisions pro and con in many States for years. If the court did not settle the point itself, it is felt that the emphasis placed on the question may pave the way to more accurate definitions in State and city statutes all over the country.

Defense Arguments

The defense argued strongly that the pinball game in question should not be classed as a "slot machine" under the State law simply because it had a coin chute. Many other legitimate devices, it was argued, could then be called gambling machines as "slot machines." The defense stressed that the only purpose of the coin chute was to collect the money paid for the use of the amusement game and that the mere presence of the coin mechanism could not make it a gambling device.

Prosecution Argues

The prosecution based its argument on the old statute, passed before 1900, under which the original fine had been given for the same offense. The statute is said to have been an attempt to ban "slot machines" at a time when bells were the principal type of coin-operated machine known, and long before the development of the modern pinball game. Introduced into the case was the verdict and opinion of the Camden court which the location was used. In the original trial the only witness against the location was the testimony of a policeman who admitted there was evidence that the machine in question had been used for gambling. The defense contended that pay telephones and subway turnstiles, also "slot machines," could be brought under question if the old statute should be applied so broadly. Betts could even be made on these devices, it was argued.

Court Questions

The Supreme Court queried the defense at length as to the structure of the game, whether it paid out money upon the completion of a high score by the player and other details about the game before the court. The court's questions pointed out that the games are for amusement only and that no payout mechanism of any kind was used on them.

Court Rules

The court in its recent ruling declared that the game in question was a "gambling device" and that it should not have been seized in the location where it was found. The court also expressed the idea that there is no statutory law which defines an illegal machine, and that it was difficult to render a decision because the term "slot machine" is not defined in the constitution and our statutory law has no definition of the term.

The opinion continued: "There are many machines of this type—vending machines, weighing machines, machines for playing various games such as baseball, golf, bowling, etc., as well as those in cafeterias which return food when coins are placed in slot."

The effect of the momentous verdict will be to give the games full recognition in the State, common said almost to a man. Great enthusiasm was felt at the decision and the favorable results it may have in calling attention to important distinctions in the classes of machines. Operators' organizations spread the news over the State and also issued suggestions as to the proper use of the verdict.

Attorneys expressed the opinion that the high court's decision was constitutionally of old statute, and that the court had said this question was not involved in the case as presented to the court. It was a test involving a particular game and the court had stressed the need of a proper definition of "slot machines" in the statute so that courts of law could decide upon them.

Camden authorities are now reported to be permitting the operation of pinball. The city is the site of large shipbuilding concerns and has a population of about 2,000,000 persons.

New Free Play Track Record

CHICAGO, May 27.—By popular demand from all branches of the trade, Track Record, 1-ball automatic payout first introduced at the 1930 convention, has come back into heavy production, according to D. Gottlieb & Co. "It is now available in free play model and is reported scoring an average of 100000. Among the heavy buyers recently booked was an exceptionally large one from Julius and Ethel Stern of the Dialo Coin Machine Co., New York."

"Since its introduction months ago Track Record has steadily enjoyed enviable popularity among operators," said Dave Gottlieb. "In fact, many regard it as the leading payout produced in 1938, and in spite of its occasional success of Lot-O-Pun and Lot-O-Roulette, Track Record has continued in unabated demand. Consequently we were forced to go into production again. Instant requests that we make this hit available in free play model have grown to such proportions in the last few weeks that we had to yield."



PERC SMITH, of the Exhaust Supply Co., knows all about arcade equipment. He says: "Don't take any more 'L' or 'A' or 'B' or 'C' or 'D' or 'E' or 'F' or 'G' or 'H' or 'I' or 'J' or 'K' or 'L' or 'M' or 'N' or 'O' or 'P' or 'Q' or 'R' or 'S' or 'T' or 'U' or 'V' or 'W' or 'X' or 'Y' or 'Z' or '0' or '1' or '2' or '3' or '4' or '5' or '6' or '7' or '8' or '9' or '10' or '11' or '12' or '13' or '14' or '15' or '16' or '17' or '18' or '19' or '20' or '21' or '22' or '23' or '24' or '25' or '26' or '27' or '28' or '29' or '30' or '31' or '32' or '33' or '34' or '35' or '36' or '37' or '38' or '39' or '40' or '41' or '42' or '43' or '44' or '45' or '46' or '47' or '48' or '49' or '50' or '51' or '52' or '53' or '54' or '55' or '56' or '57' or '58' or '59' or '60' or '61' or '62' or '63' or '64' or '65' or '66' or '67' or '68' or '69' or '70' or '71' or '72' or '73' or '74' or '75' or '76' or '77' or '78' or '79' or '80' or '81' or '82' or '83' or '84' or '85' or '86' or '87' or '88' or '89' or '90' or '91' or '92' or '93' or '94' or '95' or '96' or '97' or '98' or 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ATLAS VALUE PARADE

**SPECIAL — SEEBURG MODELS A & B
12 RECORDS—SELECTIVE—\$32.50 each**

PHONOGRAPHS

Reed-Ole Imperial No. 8	\$27.50	Workman 418	\$30.50
Reed-Ole Imperial 20	\$25.50	Seeburg Model G	\$42.50
Reed-Ole Imperial 20	\$25.50	Seeburg Model J (Electric)	\$42.50
Winn Irving King	\$24.50	Seeburg Model K	\$42.50
Winn Irving King	\$24.50	Seeburg Model L	\$42.50
Winn Irving King	\$24.50	Seeburg Model M	\$42.50

SLOTS

10c Jennings Chief Operator	\$7.80	5c Blue Front 1 (Electric) Chief	\$68.00
10c Jennings Chief Operator	\$7.80	10c Blue Front 2 (Electric) Chief	\$68.00
10c Jennings Chief Operator	\$7.80	10c Blue Front 3 (Electric) Chief	\$68.00
10c Jennings Chief Operator	\$7.80	10c Blue Front 4 (Electric) Chief	\$68.00
10c Jennings Chief Operator	\$7.80	10c Blue Front 5 (Electric) Chief	\$68.00

2 LARGE STOCKS of all the latest and most popular Phonographs, 1939 Models for your copy of our Illustrated Price Book available.

ATLAS NOVELTY CO.
3100 N. Western Ave., CHICAGO, ILL. (General Offices)
1927 First Ave., PITTSBURGH
Available Office Atlas Amusement Street Co., 2121 Second River Ave., Detroit, Mich.

AMERICA'S LARGEST DISTRIBUTORS

Natchez, Miss.

NATCHEZ Miss., May 27.—Machine operators of this city and surrounding territory say business is on the upgrade in the machine business and that they expect it to continue to improve from now on. Several new locations have been established in and near Natchez.

Don Tucker, popular owner of La-Ark-Tex Co., is still confined to his home here due to illness. Altho his condition is still serious, he has shown some improvement and his friends hope that he will continue to improve. Allen Fuller is in charge of the business while Tucker is ill.

Cigarette machines continue to get a good play in the city and country near Natchez. Other machines, too, have been receiving an increase in business during the past few weeks, according to operators.

In addition to using an orchestra, the Windmill Club, one mile from Natchez, Miss., is also finding that the phonograph there is well patronized during intermission for the band. Jack Dixon and band is current at the club.

New Orleans

NEW ORLEANS, May 27.—Higher cotton, higher stocks, higher wheat, more oil wells being brought in daily—and so Louisiana, like U. S. in general, faces a more promising summer season. Coin machine operators are no exceptions in the Crescent City, taking on new equipment to prepare for the season and already reporting good results from their investments.

R. E. (Smitty) Smith, pioneer member of the sales staff of the Q. D. Jennings factory, spent a few days in New Orleans this week, making his headquarters while here at the local Jennings distributor's office, Bell Distributing Co.

With Lot-o-Pin games still doing a record-breaking business on location in New Orleans, the New Orleans Novelty Co. is looking forward to the latest

creation of the Gottlieb factory. At the Sport Center on St. Charles street, operated by the company, the Lot-o-Pin machine is leading all other pin games in popularity, Louis Boasberg, head of the firm, reports.

There's an interesting story out of Arkansas and it centers around Q. D. Jennings Co.'s Chief bills.

The American Legion needed relief money very badly and hit upon the idea that a Chief bill be given a chance to prove itself a money-maker. An order for 100 more Chief bills followed and all placed on location in business establishments of the community, with each location owner furnishing \$25 bond guaranteeing that no child be allowed to play. "There is nothing to compare with these machines for raising the funds we needed for our relief work," the legion commander says.

Jackie Alt Jr., son of the famous old-time baseball player, has moved to Henderson, Tex., where his dad manages the professional game of the East Texas League. Ata is well known by ops of this section.

Frank Friedberg has abandoned the group stage this summer to give his full time to sailing his Aloha. Joining Yon Skipper on a cruise one moonlight night early this week were Louis Boasberg, Ray Boasberg and Roake Bradford, the nationally known writer.

Baseball practice seasons have reached high pitch at the New Orleans Novelty Co. as the files of that firm get ready for its first intercity championship game on next Sunday when they meet the Crescent City, taking on new equipment for its first intercity championship game. Line-up is Ralph Boasberg, pitcher; Doc Karlin, catcher; Cliff Smith, first base; Louis Boasberg, manager; and second baseman; Ray Boasberg, short; Simon, third base; Carter, Gross and Zalk, outfielders.

F. P. Clear, head of the Great Southern Novelty Co., litted two birds with one stone this week. Struck with spring fever, Clear dreamed of sailing his fine new sailboat about the smooth waters of Lake Pontchartrain, but there was that appointment to keep with his service department head to call on lake-front

One

Dominating the latter table industry, Mills FREE FLY One-Two-Three increases in demand from day to day. Players, locations, and operators can't get enough of it!

Two

Three

locations for setting. An idea dawned and it was startling to see a sailboat soon after dusk at near-by locations with two men dressed in full sailing attire with records and grips of tools carried along with them. A nail dozen lake-side locations were thus served via water.

Don Cohen, of the Pleasure Music Co., has found a cure for the rear horn lover. He has installed a clown on the rear of his coin whorps eyes light up and tongue emerges when he presses a button, giving his snorper the ruse herein.

It's Tony Jr., at the helm of the Tony Virgilino. The father is head of the service department of the Dixie Coin Machine Co.

When Homer Caphart, of the Wurlitzer factory addressed territory Wurlitzer operators last fall he told them that all old equipment would be discarded instead of allowed to drift back into circulation. Being a believer, and it was heartrending to the sentimentalists to see 25 old Wurlitzers get a thorough reviving in the service shop of the J. H. Pevco Novelty Co. here this week.

WE HAVE THEM

KEYSTONE NOVELTY & MFG. CO.
2618 D Huntington St., Philadelphia, Pa.
(SMILLS DISTRIBUTORS)

BARGAIN PRICES

5-1 Equipment, Ready for Location	\$1.00
AUTOMATIC IN ALL SIZES	\$1.00
PRESERVE BE LITE	\$1.00
SNAPPY 121	\$1.00
JIFFY 121 (CCL)	\$1.00
ALINGTON	\$1.00
WALL	\$1.00
BALLY BELMONT	\$1.00
BIG BOSS	\$1.00
BALLY DERRY	\$1.00
DAILY NEWS	\$1.00
Photo	\$1.00
PALEONOLITH TIME MACHINE	\$1.00
PIRATES	\$1.00
PIRATES	\$1.00
JUNCO	\$1.00
PHOTO FINISH	\$1.00
PIECE PER HOUR	\$1.00
BIG BOSS	\$1.00
POST TIME	\$1.00

Call Address: 8500
W. B. NOVELTY CO., INC.
7600 N. GRAND BLVD., ST. LOUIS, MO.



THE GOAL WAS 125, AND 121 GUESTS GAVE TO THE HARMONY BANQUET, Sherman Hotel, Chicago, May 24. The party was given by the new manufacturers' association, the Coin Machine Industrial, Inc.

SPECIAL get-wise offer FOR BELL OPERATORS

Get wise to the more than double earning power of BALLY'S DOUBLE BELL! If you're a bell operator and haven't tried BALLY BELL on location, we will ship you, for example—double-quarter, double-knob, or nickel-and-quarter—subject to 15-DAY MONEY BACK GUARANTEE. Tryout earning power and silky-smooth trouble-free performance of BALLY BELL is now a PROVEN FACT. And this is your opportunity to get cash-box evidence—without risking one penny. Use your distributor or write us wire factory—today.



BALLY MANUFACTURING COMPANY
2640 BELMONT AVENUE • CHICAGO, ILLINOIS

Nat'l Inventors' Congress in Chi June 6 to 9

CHICAGO, May 27.—Albert G. Burns, president of the National Inventors' Congress, recently extended an invitation to all members to attend the National Inventors' Congress to be held in Chicago, June 6, 7, 8 and 9.

The four-day convention will be held in the La Salle Hotel and will feature the demonstration of new inventions. The exhibit will be open from 3 p. m. to 10 p. m. every day while in session.

The convention has become increasingly well known, many an inventor having completed connections with manufacturers, and with many new inventions coming to light for the first time at the affair.

Dave Robbins Has A Pencil Vender

BROOKLYN, May 27.—Dave Robbins, of D. Robbins & Co., in selling of his firm's newest coin-operated machine, the Profit-Sharing Pencil Vender. "All complaints about the players not receiving full value for amount of sweets show a thing of the past because of our new Profit-Sharing 5-Cent Pencil Vender. "In presenting this machine to operators we have taken into consideration the fact that it can be operated either as a trade extantulator or as a straight merchandiser. The pencils he furnish have a retail value of 5 cents each, but our large purchases of pencils enable us to offer them to operators at less.

"Another important feature is the protection against guessing awards, as the operator controls the amount of sweets and knows definitely how much the merchant has paid out. Wherever Profit-Sharing Pencil Vender can be operated it should prove a long-life money-maker. We are making immediate delivery of machines.

Chi Coin Gets Unusual Letter

CHICAGO, May 27.—"We've received all kinds of letters, some from friends commending our products, others purely routine. But this morning we received one that just stood out over because it was so unusual," stated Sam Wolberg and Sam Gensburg, of Chicago Coin. The letter, in part, reads as follows:

"I bought 48 Toppers from George Benson, One Topper I placed in a location that gets the larger portion of its business in the evening. The other day I received a phone call from the location owner instructing me to take the game out and replace it with one that wasn't so unusual."

"Apparently I hopped over there as quickly as possible. The location owner greeted me with a scowl. Why? He couldn't close the show at 12 o'clock at night because there was always a crowd around the game and he didn't want to risk losing their business by ordering them out."

Robbins Quits Pin Games

BROOKLYN, May 27.—Dave Robbins, of D. Robbins & Co. has discontinued the sale of novelty pin games. "Due to the increase in the sale of chewing gum, cigaret, peanut and other type vendors manufactured and distributed by my company," says Robbins, "I have decided to discontinue the sale of novelty games in order to give my full attention to the vending machine business. I have several new numbers which I shall shortly introduce to the trade."

night outdoor boxing. According to Wolcher, the location was picked for its ideal climate and its accessibility to San Francisco and the East Bay. Plans for events beyond the boxing are still being made, including a trade show, fair, bathing, fishing, and hunting contest. Cost of the track is estimated at \$100,000.

EPHYR CIGARETTE VENDER



Frut Reels Included Free With Each Machine. 1c Straight, 5c Straight or 1c-5c-10c-25c Chews.

Zephyr is far ahead in mechanical construction, its quiet running reels are stopped positively by stoping pump, in the popular 1-2-3 stopping action. Cabinet in China Red, Horizon Blue or Green with Chromium Base. 300 Ball Gum Capacity, Compact, 8" x 11", Wt., 13 lbs. A Proven Money Maker.

Write Today for Prices

GROETCHEN TOOL CO.
130 N. UNION ST., CHICAGO.

\$55.00 each!
LIMITED QUANTITY FREE PLAY MULTIPLE
KEENEY POT SHOTS

Priority Brand Item.
SEIDEN DISTRIBUTING CO., 1102 Broadway, N. Y.

Ill. Extends 3% Tax

SPRINGFIELD, Ill., May 27.—The House without debate has advanced to the passage stage the bills for extension of the 3 per cent sales tax until July 4, 1941. This tax would revert to 2 per cent after June 30, 1939, unless extended by the Legislature.

Manuscripts a survey of the bills before the Legislature revealed that the Legislature has on its list of 1,334 bills through proposals to control almost everything. It was revealed that many of the bills were proposed only to enable an individual or a group to control one or another type of business activity. They were termed of the "45 caliber" character.

BATTER'S UP

Baseball's hero, and Superior is here with the greatest baseball board ever made! Symbols in a baseball board, with all the great baseball boards combined with the appeal and color of the national pastime. Each colorful ticket bears symbols that represent the nicknames of major league baseball teams.



Jackpot in the form of a baseball diamond. Designated patches advance to each of the four bases. Something new in the realm of baseball boards that satisfies operators a profitable summer!

We sell operators only. Weekly newspapers invited. Write for full details.

SUPERIOR PRODUCTS
14 N. Peoria St.
CHICAGO, ILLINOIS

Wolcher Building Auto Race Track

RAN FRANCISCO, May 27.—The biggest sport center in the West is the promise of Lou Wolcher, owner of Adrenaline Automatic Sales in San Francisco, who has purchased sixty-eight acres in San Jose, Calif., for the purpose of building an outdoor auto race track. Opening date has been set for May 28, at which time Gene Heene, a local favorite, will drive a Cragger Special in the 100-lap race.

The sport center will be known as the San Jose Track and has been incorporated under the name United Amusement Enterprises. It is Wolcher's plan to make this the fastest track west of the Rockies and engineers who are now at work assure him that this will be true. United Amusement Enterprises will sponsor all kinds of auto racing—stock and racing cars. Newspapers in the Northern California area have been playing up the opening of the sporting venue, and, according to Wolcher, entries for the events are pouring in daily. San Francisco Chronicle also stated this week: "The San Jose Track will have every worthwhile auto racer in this section of the country when it opens May 28."

United Amusement Enterprises intends to follow the auto racing season with

FOR SALE WHILE THEY LAST

4 FAVORITE JENNIE, 50c	10.00
4 FIVE STAR, 50c	10.00
4 BILLS RECALYON, 50c	10.00
4 BILLS COME BY, 50c	10.00
4 BILLS SLOTT, 50c	10.00
4 BILLS SLOTT, 50c	10.00
4 PAC CORNET, 10c	10.00
4 PAC CORNET, 10c	10.00
4 PAC CORNET, 10c	10.00
4 PAC CORNET, 10c	10.00
4 PAC CORNET, 10c	10.00
4 PAC CORNET, 10c	10.00

1001 East 29th St. Chicago, Ill.

CLOSE OUT BY THE EAST'S LARGEST COIN MACHINE DISTRIBUTOR

Bar's Track	\$50.00
Bar's Track	\$50.00
Bar's Track	\$50.00
Bar's Track	\$50.00
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Bar's Track	\$50.00
Bar's Track	\$50.00
Bar's Track	\$50.00
Bar's Track	\$50.00

ORDER ONLY 10 DAYS
Shipping Outside
Free
Advance Liberty Bill EACH

Every machine is completely in shape
and ready to use. Complete selection of
Coin and Ticket Vendors. Write for
close 173 pages with order.

Box No. 368
Care The Billboard,
160 Broadway, New York, N. Y.

HARRY ERNEST, Twin City Mesquite operator, still had his patches on when this picture was taken. He Minnneapolis. Letter paid a visit to the Hy-Q Games Co.

CHICAGO COIN'S TOPPER

MAKING AS MUCH
MONEY AS MAJORS!
THAT'S ITS BEST AD!

NOVELTY
\$79⁵⁰★
FREE GAME
\$89⁵⁰★

RUSH YOUR ORDER TODAY!

CHICAGO COIN Machine Mfg. Co.
1725 DIVERSEY BOULEVARD - CHICAGO, ILLINOIS



IT'S YOURS

>>>>>>>> for the asking!

Our New 1939 Catalog! 72 pages of high power Profit-Makers in full color reproduction. Over 300 Illustrations. It's loaded with new Big-Profit Salesboards that you won't want to miss! SEND FOR YOUR COPY TODAY!

Write, Stating Your Line OR Business to

HARLICH

MFG. COMPANY
1412 W. JACKSON
CHICAGO, ILL.

SMASHING PRICES — MUST BE SOLD

1 Game Machine..... \$25.00	1 Clearing Game..... \$ 2.50	1 MILLS SQUARE FREE PLAY
1 Daily Head..... \$2.00	1 Whodun Know..... \$ 2.50	CHICAGO COIN TOPPER
1 Fortune Tell..... \$ 2.00	1 Thunderbolt..... \$5.00	HOPPE TAPS
1 Wild Spring..... \$5.00	1 Cash Free Play..... \$5.00	BOTTLE'S LOT-GORRICE
1 Hot Wheel..... \$5.00	1 Special Free Play..... \$5.00	MILL NEW THROSE OF
1 Bull's Head..... \$5.00		WHEEL
1 Salesman Free Play..... \$5.00		GERALD AIRPORT

WESTERN'S GOLD TIGER
10¢ Buy One Get One Free Game

WILLIAMSPORT AMUSEMENT COMPANY
1412 W. JACKSON CHICAGO, ILL.

MILLS SQUARE BELLS

LATEST MODEL—\$105.00

Wurlitzer 14-ft. Skeo-Ball—Cost \$250. Sell for \$85.

W. C. FAIRBANKS, Sioux Falls, S. Dak.

THE LAST "WORD" IN YOUR LETTER TO
ADVERTISERS, "BILLBOARD"

Pension Plans Before Lawmakers

CHICAGO, May 27.—Pension plans occupied the attention of lawmakers throughout the nation during the past week. In Florida, as a substitute for a defeated State Turnover plan, the Senate voted a doubled State appropriation for old-age pensions. The bill, approved overwhelmingly, sets aside \$1,200,000 for pensions and \$600,000 for aid to dependent children. Speakers said the higher amount would guarantee needy persons over 65 years of age the full \$40 monthly permitted by law. Another bill was introduced which would make it easier for stricken elderly persons to obtain pensions.

In Wisconsin it was revealed that it is the goal of pension groups at the State Legislature to secure a \$30-a-month

pension for all persons 60 years of age. The group hopes to place the proposed pension on the law books at the present session.

In Washington, D. C. the House ways and means committee has given final approval to proposed changes in the Social Security Law adding \$1,200,000,000 to benefits in the next five years for the aged and for widows, orphans and dependent parents. Under the new plan benefit payments would start next January 1 instead of January 1, 1943.

Under the new plan a worker who becomes 65 years old on January 1, 1940, and who has been making an average of \$100 a month since the old-age insurance program went into effect on January 1, 1937, could retire on his birthday in 1940 and get benefits of \$28.75 a month for the rest of his life. Under present law he would get only one lump-sum payment of \$128.



AN UNUSUAL DANSEL graces Dattel's new game, Own Club. Dattel declares that she was chosen to typify Dattel's latest novelty game which, they declare, is as appealing & pure as Miss Mabel is a young lady.

AIRPORT

is the
fastest
selling
game
in
America!



SEABOARD SALES, INC.,
New York, Eastern Factory
Representative.

GENCO, Inc.
2621 N. Ashland Ave.
CHICAGO

COIN AMUSEMENT SUP.
PLY, LTD., London, European
Distributors.

FIRST CHOICE! AMONG OPERATORS WHO KNOW!

EVANS' GALLOPING DOMINOS

1939

WITH JACKPOT AND NEW LEGAL SKILL FEATURE!

NEVER
SUCCESSFULLY
IMITATED!

THE PERFECT GAME FOR
RESTRICTED TERRITORY!



Why Gamble? Evans' GALLOPING DOMINOS is a most hot-pressed by the greatest record ever attained by a coin machine. In 3 years in production, including every game in its class \$500,000 in sales has been realized and counting!

Has a sweeping wide 6" x 10" BIC paper appeal. Giant jackpot of \$3.75 to \$4.50 in 100 plays.
PLUS the regular profit! Exceptional new legal feature makes it perfectly legal.

EVANS' NEW 1939 COIN HEAD absolutely protects your investment—steals, cheating, cold. Steps great from sheet, gum, string, steel strips, etc. Engineered to accept the new Johnsons' nickel. Silent, quiet, clean, absolutely tamper-proof. Selection of Evans' famous production engineering, make it an investment that **can't** be matched!

At Your Jobber or
Write, Wire or Phone
HAYMARKET 7630

For Amusement Devices, See Our Ad in Carnival Section

H. C. EVANS & CO 1520-1530 W. ADAMS ST. CHICAGO

Sweeps Get Plenty Publicity

PHILADELPHIA, May 27.—Such devices as pinball games may corrupt the youth of the land, according to some newspapers, but not so the sweepstakes tickets and racing. In common with newspapers in many cities, children are being featured in news stories of the sweeps winners.

In Philadelphia a touching story of a dying boy was featured in local papers. The boy's mother had recently died, and then his father had lost his job. The 16-year-old boy was in need of a serious and expensive operation for a tumor at the base of the brain.

The jobless father had made a habit of buying a sweep ticket for years. And in the midst of tragedy he won. He had marked his tickets ironically, "Just an Aim."

Pictures of sweeps winners here fea-

tured a mother with her two-year-old son. "Our baby" was the ticket that won for them.

Thus, children and babies are used by newspapers to promote the great sweepstakes enterprise. But when it comes to pinball, well, that's very corrupting.

Recap on New York Legislative Season

ALBANY, N. Y., May 27.—Recapitulation of the 1939 legislative season for New York reveals items of interest to the coin machine trade. They are passage of cigarette tax of 2 cents, a package of 1 cent on every 10 GP fraction sold at retail; passage of bill providing liquor tax increase of 50 cents a gallon; passage of bill continuing all existing emergency taxes; passage of constitutional amendment for legalizing pari-mutuel betting at horse races to be submitted to voters next November; and the defeat of a 2 per cent sales tax for financing State and local relief.



HEINZ NOVELTY CO., Memphis, Tenn., previews the Mills Throne of Hope in its showroom. Pictured are Harold Perkins, southern sales manager for Mills Novelty; Mrs. Heinz; Charita Snyder, Mills' roadman, and Larry Burkhart.

Bally's Sensational New HEADLINER

high score plus "spottem" appeal

★ NEW Bumper Booster Feature: Bumpers score 100 normally, but score 1,000 when lit—and they're lit by skill!

★ SUSPENSE insured by 5 "When-Lit" Roll-overs!

Here's the game for any location—any territory—any and all types of players! HEADLINER gets heavy repeat play from the standing army of HIGH-SCORE fans—and also from "Spottem" skill sharks. The spy "perce" style back-board insures immediate attention, and the new Bumper Booster feature adds tantalizing suspense to the play. Get ahead with HEADLINER—order yours today!

METERED
+
ADJUSTABLE
5 BALLS

44 in. by 22 in.

Bally's CHEVRON

Proven "Spottem" Play Appeal
PLUS INTERMEDIATE AWARD FEATURE

Top money-maker in the "Spottem" class—and supplying the choice novelty spots against any and all competition. CHEVRON has all the slick simplicity and 18-bumper appeal of Spottem—OUT-BALL RETURN—Projector-type Totalizer—plus a new flashy layout and a tantalizing "WHEN-LIT" ROLL-OVER to insure the holding power of INTERMEDIATE AWARDS. Spottem put you back in the big money—now stay there with CHEVRON. Order yours today.

METERED
+
ADJUSTABLE
5 BALLS

44 in. by 22 in.



\$84.50

Free Play: 100-50

Write for descriptive folders on VICTORY Multiple Free Play, BALLY BELL and BALLY BEVERAGE VENDER.

BALLY MFG. COMPANY
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\$99.50

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SLOTS, COUNTER GAMES, NOV-
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SAVOY'S WEEKLY SPECIALS

SLOTS		2 Working 5000's		RECOMMENDED and GUARANTEED	
8 Jan. 2nd 8th.	100.00	27 Safe Guards	100.00	10 10th Grade	\$15.00
8 Break Ball	875.00	27 Safe Guards	100.00	5 10th Grade	75.00
8 Jan. 2nd 8th.	100.00	27 Safe Guards	100.00	5 10th Grade	75.00
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8 Break Ball	875.00	27 Safe Guards	100.00	5 10th Grade	75.00

RECOMMENDED and GUARANTEED

10 10th Grade	\$15.00
5 10th Grade	75.00
5 10th Grade	75.00
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5 10th Grade	75.00
5 10th Grade	75.00
5 10th Grade	75.00
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5 10th Grade	75.00

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COLOR-SHOW
THRILLS IN MUSIC, MOTION
& COLOR



**Rock-Ola's Superior Showmanship
Makes More Money for You!**

Color! Light! Music!... and laughter! The thrill story of the hankam! Carefree laughing crowds—their most convincing advertisement "telling" their friends to go to see, appreciate and wonder. "This showman" on the glittering midway! People read the same six words about what they seek. That is why Rock-Ola has combined ALL the "psychological" reasons for "showmanship" and "sales appeal" in the most efficient line of phonographs ever produced—the Luxury Light-Up DeLuxe, Standard and Superior Models! The moving, floating clouds of semi-stimulating colors diffusing through the warm glowing caplan portions of the cabinet attract the customer and the golden voice of the phonograph sweetens mood and makes money. No less of course than the practically trouble-free mechanical Superior Model! Operators demand the Luxury Light-Up Models because their locations get bigger crowds and make more money. Why not invest in the biggest money makers in the phonograph business and enjoy greater profits than you had ever before! See your distributor today!



Compare

AREA OF LIGHT-UP IN SQUARE INCHES	ROCK-OLA	COMPETITOR "A"	COMPETITOR "B"	COMPETITOR "C"
AREA OF MOTION IN SQUARE INCHES	1902"	943	905	825
	82"	275	130	NOSE

Rock-Ola uses real Catalin, the finest light-up material that money can buy. 3/16" thick, heavy and durable.

De Luxe

(Illustrated) Beautiful mirror case in mahogany. One 8 1/2" staggered tone chime—also five 1 1/2" tone chimes each has with acoustically made diaphragm. Height, 24 1/2"; width, 20 1/2"; depth, 12 1/2"; shipping weight, 420 lbs.

Standard

Stainless metal phonograph cabinet in this popular model. Also has five 8 1/2" staggered tone chime. Height, 24 1/2"; width, 20 1/2"; depth, 12 1/2"; shipping weight, 380 lbs.

Rock-ola MANUFACTURING CORPORATION

500 North Kedzie Avenue Chicago

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only
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NO LARGER THAN
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ENTIRE HISTORY OF
RADIO! Special salesboards avail-
able on this powerful promotion. Board
operators will find this the best promo-
tion ever offered. Get started now!

ONLY
6 1/2" HIGH
5 1/2" WIDE
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ONLY
\$ **9** ⁹⁵
COMPLETE

NO AERIAL
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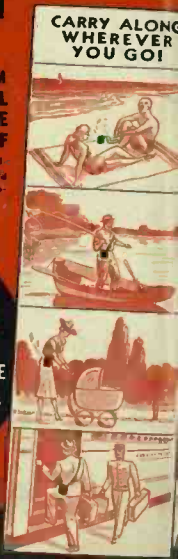
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A rich alligator tooth
leaving durable, beautiful
Complete with shoulder
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A bag-wearing, good-look-
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WHEREVER
YOU GO!