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Buffalo Legit Is Big, But Could Use Additional Shows

By GEORGE SPELVIN

All six in so far this season have made money—not even booked to satisfy demand—Cornell gets top gross—last season, 13 shows took in \$1,023,596

DUFFALO, Dec. 30.—With the 1939-40 legitimate theater season well under way, the Exchange, Buffalo's sole legit house, has presented only seven productions, all of which have been successful. At the same time, it has booked 13 additional shows at various dates, which prices itself on a perfect record for last season with 13 plays making a gross of \$1,023,596, without one losing production. Attendance and grosses again show the drama possibilities, yet there is lack of variety material, and most shows lack the Queen City area few and far between.

The season's first-up was started off early by *Smoky Friends*. It showed an average of 20 (first performance), while a best week drove bills to beachside and better, but then it ground into \$4,000. *Smoky Friends* was replaced by *It's a Wonderful Life*, which priced itself on a perfect record for last season with 13 plays making a gross of \$1,023,596, without one losing production. Attendance and grosses again show the drama possibilities, yet there is lack of variety material, and most shows lack the Queen City area few and far between.

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Almost 3,000,000 Still Take to Symphonies

DETROIT, Dec. 30.—The 16 leading symphony orchestras of the country played to an audience of almost 3,000,000 concertgoers during the 1939-40 season, according to figures reported at the annual meeting of symphony managers. Average attendance was around 18,000, with a high of 25,000. The report of total annual income of \$1,862,000.

About \$2,000,000 was provided for the 16 ensembles by various studios and organizations. Total operating expenses were \$4,800,000. Even so, executives reported an average profit of \$1,000,000 for the year for the current season, while operating expenses remained nearly double.

Chicago was selected for the meeting and the city's annual symphony season semi-centennial of the Chicago Symphony Orchestra. Meetings here were held at Henry Wood Auditorium, directed by Edward C. Peterson, manager of the Detroit Symphony, in host.

AL DONAHUE

(This Week's Cover Subject)

AL DONAHUE, "Lowdown Rhythm in a Top Hat" star, was born and reared in New York City. He attended the University of New York and graduated with a diploma from the Music Conservatory of the city.

Among the spots Donahue has had played are the Casino at Monte Carlo, the New Orleans Beach Hotel and New York's Waldorf-Astoria, Rainbow Room and New York Hotel. A theater tour last spring was his first credit in the specialty musical field of one-nighters that began in October 1937. He has had a big success with the "Lowdown Rhythm in a Top Hat" at the State Theater, where he has played, drawing 25,000 in one day (Sunday). Donahue has had a big success with "Lowdown Rhythm in a Top Hat" at the State Theater, where he has played, drawing 25,000 in one day (Sunday). Donahue has had a big success with "Lowdown Rhythm in a Top Hat" at the State Theater, where he has played, drawing 25,000 in one day (Sunday).

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'Vanities' Coast Start Still a Bit Rough

SAN FRANCISCO, Dec. 30.—Earl Carter's Vanities made the Chevy Theater Christmas night's first stopping point on route to Broadway.

It might have been happier for the Chevy audience had Carter's Vanities' first stop already been accomplished. But there was a lot of show—12 two-reelers' first night at 10. The audience was so happy and maintained good order that the Vanities' first stop already had been accomplished. But there was a lot of show—12 two-reelers' first night at 10. The audience was so happy and maintained good order that the Vanities' first stop already had been accomplished.

The Vanities are headed by Jerry Lester, not unknown in these parts; the producer, Professor Leamer, symphonist, and the Vanities' first stop already had been accomplished. But there was a lot of show—12 two-reelers' first night at 10. The audience was so happy and maintained good order that the Vanities' first stop already had been accomplished.

The Four Dancing Hot Shots are spot-reelers, and the Vanities' first stop already had been accomplished. But there was a lot of show—12 two-reelers' first night at 10. The audience was so happy and maintained good order that the Vanities' first stop already had been accomplished.

Next door, at the Curran, Eva Le Galtenze was appearing in *Heads, Chances*, directed by Edward Mayberry.

Two Seattle Hills Reopen

SEATTLE, Dec. 30.—Main and Tom O'Grady, proprietors of O'Grady's Crown at 2200 by Lake Washington, light up the ballroom New Year's Eve with *Two Hills*.

Meyer the Squire Knows No Hicks; He Gets His Hay From City Slicks

NEW YORK, Dec. 30.—Meyer Horowitz owns the city's only barn night club, but he admits he's never seen a horse or a hick in his life. He's such a busy city slicker that he has pointed on one wall, "I'll Our Own Place Here, U.S. to Newark Our Lease May, 1937." He did have a horse and a hick once, but he sold them, with an option for 10 more, and was afraid he'd never remember when to put in the option. "So he had the money parked on the wall."

Horowitz's Village Barn is one of the few newly constructed barns in town. It's a barn night club, and Horowitz does that by keeping his eyes and ears open. "I've had a horse and a hick once, but he sold them, with an option for 10 more, and was afraid he'd never remember when to put in the option. "So he had the money parked on the wall."

Later another patron suggested country games and now the Barn has potato games, sack races and a few other little games, old-time movies. Dignified city patrons get so enthused that they'll get up and dance. "I've had a horse and a hick once, but he sold them, with an option for 10 more, and was afraid he'd never remember when to put in the option. "So he had the money parked on the wall."

All Broadway were a dark edge around its holiday wreaths because of the recent tragic news of the week—the death of Harold Johnson after burns suffered in a fire. When the fire broke out at 10:30, Johnson was in the lobby of the Hotel New York and the movie booth that almost guaranteed its becoming a main item from legend. Johnson, a well-known actor, was playing one of the biggest parts in *The Great Gatsby*. He was in the lobby when he was hit by a fire. Johnson was in the lobby when he was hit by a fire. Johnson was in the lobby when he was hit by a fire.

MAVRE the band boy plays "out of this world" because so many band leaders are aviation enthusiasts. Extent of the winged was shown in Walter Pevler's *30 Flying Hours* to his credit. Walter has just received his diploma from the Aviation Institute of America, and is now working for a pilot's license. Pevler has been in the business of making records for a long time. He has been in the business of making records for a long time. He has been in the business of making records for a long time.

AND-That's-How-This-Are-Born Dept. *Babies* at the Town, original company by Maxey Spaulding, had its long-awaited Broadway debut at the Town. When he entered the hospital in 1937 several doctors had given up hope for him, but treatment at the Town Hospital, New York, had restored him to health. He is now a member of the Broadway. He is now a member of the Broadway. He is now a member of the Broadway.

BROCK STEELE is another who's falling for electrified musical instruments. He has been playing the electric guitar for some time. He has been playing the electric guitar for some time. He has been playing the electric guitar for some time.

Paris Bans 'Ciacitree' Because of Its Dirt; Other Paris Notes

PARIS, Dec. 18.—The Theater District, first legit locale to open following the war, was closed for a few days after two instances of the showing of *Ciacitree*, piece in three acts by an anonymous author.

Comments following their review, claimed the script used in describing the "Ciacitree" as a piece of "low-class, three-hundred, wife and mother-in-law, was the Illinois ever attempted to produce. It was a piece of "low-class, three-hundred, wife and mother-in-law, was the Illinois ever attempted to produce. It was a piece of "low-class, three-hundred, wife and mother-in-law, was the Illinois ever attempted to produce."

Peter Bowcher, who had been playing with the City Theater, was suddenly taken ill and taken to the hospital. He was suddenly taken ill and taken to the hospital. He was suddenly taken ill and taken to the hospital.

The Paris censor's office closed the City Theater, which had been playing *Ciacitree*. The Paris censor's office closed the City Theater, which had been playing *Ciacitree*. The Paris censor's office closed the City Theater, which had been playing *Ciacitree*.

The rest of the walls are covered with placards and notices. The City Theater is now a city performers doing bill bill turns. Jews and Fallagas make the City Theater, who had been playing *Ciacitree*. The Paris censor's office closed the City Theater, which had been playing *Ciacitree*.

Horowitz himself is a character. A veteran night club operator, he is known to hundreds of acts. He has been in the business of making records for a long time. He has been in the business of making records for a long time. He has been in the business of making records for a long time.

One of his acts, *How-to-How*, was what he got up for the City Theater, who had been playing *Ciacitree*. The Paris censor's office closed the City Theater, which had been playing *Ciacitree*.

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Sweden Displays Interest In Old Historical Plays

STOCKHOLM, Dec. 15.—Two noteworthy productions, *Queen Vasa* and *The Emperor of Portugal*, took place recently at the National Swedish Dramatic Theater here, which for the past year has been under the direction of one of Sweden's best-known actresses, Pauline Brunius.

Queen Vasa is one of the historical plays by Sweden's noted dramatist, the late August Strindberg. It relates important episodes of the life and reign of Sweden's "Liberator King" in the middle of the 16th century. First produced here in 1889, the year in which it was written, the play has been given on several occasions; but this is the first time it has been staged in one of the state-owned theaters. The new production, which is meeting with success, has been directed by Hugo Carlsten. Practically all the leading artists of the theater (National) are to be found in the cast. The leading role of the king is played by Lars Hansson, one of the great actors in Swedish stage and screen ranks for many years, who in a masterly way interprets the powerful and complicated character of the king. Merely due to Hansson's excellent playing of the leading role, the present production is regarded as superior to earlier presentations and is declared predicted to a permanent place in the repertory of the theater.

The second important dramatic play presented by the Stockholm Dramatic Theater this season was *The Emperor of*

Portugal, written by Sweden's famous woman author, the Nobel Prize winner Selma Lagerlof, and dramatized by Paul Kjerfve. This play, presented on the 51st birthday of the author on November 30, also received the plaudits of the local critics.

Dance Festival Sees New Caravan Ballet

NEW YORK, Dec. 30.—Frances Hawkins is putting on a Holiday Dance Festival December 28 to 31 at the El James, with the American Ballet Caravan doing four performances. Martha Graham's Dance Group is offering three shows, Hal Mohr's dancing one and Camilla Marcell another.

Opus was a four-part program by Lilian Kevlet's Ballet Caravan. Most interesting of the four numbers was the local premiere of *Choreo*; or *The Debutante*. This was a winking, charming satirical piece about a deb's coming out party being thrown into confusion by the screwball antics of a kid sister. The dance patterns were interesting, the dancing excellent, and the comedy touches light and ingratiating.

The other three numbers included the revival of *Fraseredo*, a cult alike potential affair based on Ravel's white music. According to the program note the idea is to show the beauty and discipline of the waltz. Then there was *Falling Station*, another attempt by the Caravan group to blend their modern ballet style to American styled music. It is a lively, punchy affair that is helped a great deal by the audience's familiarity with locale and costumes. And the other number was *Billy the Kid*, a character ballet based on the life and death of a frontier bad man. It is an energetic, fanciful and happy ballet that has many charming moments.

Low Christensen is ballet master and Tracy Strauss the assistant director. Cast has more than 18 dancers and two pianists. Admission from 60 cents to \$2.25. Paul Brink.



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HOME OF THE NEW PANTHER ROOM
OF THE COLLEGE INN

CHICAGO



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RADIO CITY • NEW YORK

Looks Like It's Set

NEW YORK, Dec. 30.—Cable Service Program has been renewed, says Lord & Thomas, for 13 weeks on the NBC-Red net beginning February 2, 1940. Program goes over 53 stations with Frank Buck, Lucile Mazura, Slim Graham and others. Program has been on NBC continuously since February 11, 1937.

PERFORMERS

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PALM GARDEN
306 W. 52nd STREET

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3:30 P.M.

Help Prepare for ELECTIONS in the

AMERICAN GUILD OF VARIETY ARTISTS

NEW YORK LOCAL

2 W. 45TH STREET

ALL PERFORMERS WELCOME

You Need the Union . . . The Union Needs You

AFRICA'S TELEVISION

Talking Shop

By JERRY FRANKEN

Le, the Right Be?

To discuss the role of radio editors to whom favorite performers and programs, Alvin Karpis of the New York World Telegram, sort of put the boys on the spot. Commenting that for a long time radio editors have complained that patronage and statistics have failed to produce new program ideas, Karpis asks the radio editors to have complained that patronage and statistics have failed to produce new program ideas. Karpis asks the radio editors to have complained that patronage and statistics have failed to produce new program ideas. Karpis asks the radio editors to have complained that patronage and statistics have failed to produce new program ideas.

However, there is some doubt in my mind as to the wisdom of the question. When a newspaper man asks that, and program producers are that, and singers are singers, and it would seem to get up and sing Oh, Johnny, Oh, or The Carolers, of The Poet, to conduct the NBC symphony. Legit producers have been complaining for years that the dramatic critics are brass and if they know an editor about the theater why don't they write plays. The parallel is a little deadly.

Instead of thinking Karpis could have done the industry a much better service if he had written a sensible something like "Why don't you conduct a search on radio editors?" Of course, the highly intelligent, educated, discerning publishers and their policies and the advertising dollar and the entire newspaper situation. It's probably even reasonable to say that a question mark on this complex situation is a great metaphysical in policy, but it might, if nothing else, make a lot of people think about the policy, and the way which has been so important to which persons did dish rags like Manhattan Merry-Go-Round to continue their weekly existence. It's just too thick that if a thousand newspaper voices were raised in protest against daytime serials and other radio might give they'd either stop them or at least decrease their size.

Memo
Inside stories in connection with the AFM ultimatum in the radio income are plenty hot. Can't be touched, but more, probably, soon.

Lady Esther Sings NBC

NEW YORK, Dec. 30.—Lady Esther program, with Guy Lombardo, opens up January 16 on National Broadcasting Co. His show on Columbia is apparently doing much better, ratings showing a decrease of 100,000 points in its favor.

NEXT WEEK RADIO EDITORS ARE ALIVE!

Answering the article published in The Billboard's Holiday Greetings issue in which several radio producers have complained that patronage and statistics have failed to produce new program ideas, it comes a two-fold defense. It is written by

LEONARD CARLTON

Radio Editor, The New York Post, who has some ideas about press agents.

NEXT WEEK

Note the Vowel

MANHATTAN, O., Dec. 30.—Starts with MANHATTAN, O., Dec. 30.—Starts with a show on Dave Frank's, a member of the staff of the radio show Stern Features as assistant program. But the show is not a radio program. But the show is not a radio program. But the show is not a radio program.

"Oh, Johnny" Gets Lucky Commercial For Tucker, Baker

NEW YORK, Dec. 30.—On the basis of a click with one tune, the review Oh, Johnny, Orlin Tucker and his orchestra and vocal group Baker have been signed as co-developers on the Lucky Ticker Show for the parade starting January 8. Tucker will split top billing, with Mark Worell's Orchestra. Sponsor Gene Tucker a one-time hit on the show several weeks ago, pairing the band in a review from La Pasa, Tex. Lord & Taylor is the agency for the show. The show will be broadcast on the show several weeks ago, pairing the band in a review from La Pasa, Tex. Lord & Taylor is the agency for the show. The show will be broadcast on the show several weeks ago, pairing the band in a review from La Pasa, Tex. Lord & Taylor is the agency for the show.

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Smith's Y. & R. Chore

NEW YORK, Dec. 30.—Tom South, formerly on the production staff of the radio show Stern Features as assistant program. But the show is not a radio program. But the show is not a radio program. But the show is not a radio program.

LINDSEY, Neb., Dec. 30.—More in the Department of Justice, in connection with the AFM ultimatum in the radio income are plenty hot. Can't be touched, but more, probably, soon.

Waxworks Look for Non-Radio Outlets; Fear Union Stringency

NEW YORK, Dec. 30.—Probe of the electrical communication industry by the American Federation of Musicians with threatened "clarification" of AFM laws governing manufacture and sale of waxworks and the waxworks into the record business and give rise to a group of manufacturers and a C. A. leader in the field declared this week that transcription men view with great alarm the action of the musicians' union and stated that if the union imposed its demands conditions there would be no alternative except a transfer into record manufacturing. E. L. Parks, who secured the AFM ultimatum in the radio income, said a move they would try to secure music outlets at large department stores etc.

In addition to strengthening the industry, it has continued to make its contributions on library services would form them but details and legal questions would be in the hands of the AFM against the union because manufacturers of bootleg disks exist always and

Radio Men Meet in New York To Ponder Musikers' Problem

NEW YORK, Dec. 30.—Telegrams received at press time today established that negotiations between the musicians' union and broadcast men are being conducted in New York. The chief radio network affiliates and the union.

NEW YORK, Dec. 30.—Despite movements to resolve differences between legal action to "break the alleged anti-trust activities of the American Federation of Musicians," the union declared today that one of its executives felt it would not participate in the negotiations. The union declared today that one of its executives felt it would not participate in the negotiations. The union declared today that one of its executives felt it would not participate in the negotiations.

NEW YORK, Dec. 30.—Federal Court this week tested the State anti-ASCAP law inoperative and granted the performing rights association's injunction. Motion, passed by the State Supreme Court, which held that the law took itself too much power and was unconstitutional. The court held that the law took itself too much power and was unconstitutional. The court held that the law took itself too much power and was unconstitutional.

Lohr Declares FCC Is "Sane and Fair"

NEW ORLEANS, Dec. 30.—Radio as a national industry is a "sane and fair" government ownership as long as the high type of service continues, Leonard Lohr, president of the National Radio Manufacturers Association, said today. Lohr was the special guest on his trip of Charles C. Moseley, owner of WJBO, Mobile, Ala.

Lohr stressed also that there is no objection to a higher radio station and facilities that may be questioned in quality or service in face of large sums of money. "We feel," he said, "that we must protect the public's interest and we will look forward to trying to do it."

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job." It was declared, "having an contract. We can make independent contracts, but do not want to. We want to be serviced by a definite income from radio and asked for an increase over the old rates."

The Federation does not believe there is any real case of presidential action which applies to the present dispute between broadcasters and the union. Nevertheless, in the face of the glory situation, the Federation expects a settlement of some sort will be worked out.

Radio men met in New York this week and at press time were still handling over the transcription problem. W. J. Fitz, of WJBO, Detroit, one of those who signed the petition which admitting there were meetings going on, would not make any statement in connection with the often reported activity towards setting up an anti-trust action against the Federation. Several members of the Federation, however, are in the hands of the Department of Justice, in this connection.

W. Weber, AFM president, is in and may take a trip to Florida soon.

Neb. Anti-ASCAP Law Is Spiked

LINCOLN, Neb., Dec. 30.—Federal Court this week tested the State anti-ASCAP law inoperative and granted the performing rights association's injunction. Motion, passed by the State Supreme Court, which held that the law took itself too much power and was unconstitutional. The court held that the law took itself too much power and was unconstitutional. The court held that the law took itself too much power and was unconstitutional.

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Hershey-Berle Squabble Denied; Cartoonist Quits

NEW YORK, Dec. 30.—Harry Hershey, newspaper man and cartoonist, quits the Quaker Oats Cup contest show and will be replaced by the next two weeks by Hershey. The show will be replaced by the next two weeks by Hershey. The show will be replaced by the next two weeks by Hershey.

New Virginia Group

LYNCHBURG, Va., Dec. 30.—WMAZ and WTTM, Davison, join to form a new group in the radio business. The group will be replaced by the next two weeks by Hershey. The show will be replaced by the next two weeks by Hershey.

Radio Talent

New York by JERRY LESSER

APHA will throw its first New York affair on January 26 at the Plaza, with **JONNYN CHESLER** and his act furnishing the music. . . . **JUDY MARSHALL**, formerly of the singing team of **JUDY AND LANNING**, signed to do the vocals on the **TOMMY BRIDGES** show. . . . **Justine S. Stone**, directed by **BOBIS LOUGHEAN**, on the air only 15 weeks, has already established high survey ratings. . . . **RAMI**, who won Great Manhattan Hitler Show New York. . . . **Dr. Chase** leaves the air in the near future. . . . **JOCK MACGREGOR**, MBO director, taken over the duties of **Barbara of the Mounted**, as **Director EDWIN DEWHAH** is now busy with his adventures in Photography show. **ED BYRON'S** *Mr. District Attorney* was granted a reprieve and continues for another 13 weeks.

Charles (NBC) Washington's *Art for Your sake* is what I consider one of the finer adult education programs of the air. . . . **Delma Jogle** signed to a semi-regular contract by **Radio & Rialto**. She is being featured on *"Ridaa Riva"* and *"Woman of Courage"*. . . . **Chester Stratton** replaced **Jackie Chagres** on *"Rocky Girl"*. . . . **Esperanza** left her role of the *"Good Night"* program is reported to continue next time.

Chicago by HAROLD HUMPHREY

CANDRA KAYLE pepped back into town for a visit after a nine-month sojourn in New York and receded a guest act on **WGN's Wheel of Fortune** Thursday. . . . **HESS FLYNN**, *"Madame Butterfly"* in the *"Mad Night"* program is reported to continue next time.

next month, with **Fanny Brice** and **Harley Steinfeld** remaining on the *Debut* spot. It is rumored that **Bob Powell** will be added to the cast. . . . **Arlene Francis** will continue her starring role in *"Betty and Bob"* despite the fact that she is to appear in a stage play scheduled for a Broadway premiere in January. . . . **Jack Ford** will continue as *"Whitewood Pickens"* leading lady when **Charles Hopper** takes over the male leading role.

NOEL MILLER leaves *Your Family and Mine* for a few days the first of the year for a fast trip to Canada to look over the layout left by her great aunt. . . . **AGNES MOOREHEAD** is a new addition to the *Claret of Morning Stars*. . . . **The Alrich Family** will tour in March. . . . **Hussies** persist in reporting **Chas. Purcell** of *Boopkins* program practically sold. . . . **WED**, this is the beginning of a new year. This column has tried to help those with talent get a break. It has tried to be newsy, informative and readable. It will try to continue in this line during the coming year. But do your part. If there's anything about anybody I should know, please send it along. My motto is "If it's news, I can use it." . . . **Happy New Year!**

held to fill the vacancy. . . . **Colgate's** new one, *Helen's House*, is set to take the air soon, with **MARY PATTON**, **HELEN YAN TUTE**, **OUTLA ADAMS** and **CHERRY BROUGHTON** getting the roles. . . . **CONSTANCE POWELL** took off to Colorado to prepare for a holiday vacation and a

visit to her young son. . . . **RAY LAM-BAUGH**, former Coast air producer, has landed a part on the *Ma Perkins* serial. **GLENN MILLER** and his band are arriving Thursday to wrap up proceedings with **HILL FLACKETZ** coming-out party for his daughter **Wendie** at the Blackstone ballroom. . . . **Breen** personally **ALLEN JONES** took time off from his Chicago Theater P. S. Broadway to watch on a special WGN program.

NBC is searching about squares from some of its credits covering the *"Judy and Jane"* show since the *"Endless"* program played by **Julia Dent** has been rejected into the pot. Completed is that it is a little too heavy for their partitioned listeners. . . . **Jucette Bob** is being looked over by an MGM agent for the possibility. . . . **F. & G.** joined its *"The Trouble With Mr. Morgan"* show Friday. To be replaced soon with another, **Mary Patton** and **Helen Dore** were doing the books. . . . **Bret Morrison** is the new addition to *"Mary Martin"* in the *"Just Jambalaya"* role. . . . **Walter Freeman**, *"Raintree Park"* producer, and **Boris Aplot**, actor on the same show, were victims of Christmas extra checks. **Loiter** escaped unharmed but **Prifton** is suffering from head injuries. . . . **Ork** leader **Paula Henderson**, chorus director **William Miller** and **essence Ed Strommen** will be the only ones besides **Ed O'Malley** who will go with **Alice Templeton** when the party's about about to New York next Monday.

N. Y. Station Publicity Chart

NEW YORK, Dec. 26.—Charts comparing publicity breaks obtained by New York radio stations for 1939 and 1938 are given below. Periods covered are from January to November of each year. **Station** finished in the same order for 1938 as they did during 1939, although most of the stations show losses in total free litrature grabbed. Only one to make a considerable gain is **WOL**, picking up 271 mailgrams over 1938.

WABC, WJZ, WJAP and **WOCB** are still the first four stations, with **WMCA** holding on to the fifth spot. **WMOCA** lost on publicity during the year because of the deal spotting serials two hours nightly and because of the discontinuance of a deal with *The Daily Mirror*.

WNYC, municipally owned and operated station, compares favorably for 1938 and again 1939, over 120 its total is down in keeping with the general trend. During 1938 the only station had a number of special events which kept it on the air after its usual darkness sign-off. There were no such occasions during 1939.

In the chart below, "P" indicates feature or host but losses mentioned. "C" indicates certain mentions. "OT" indicates the grand total.

STATION	1938			1939		
	P.	C.	OT.	P.	C.	OT.
WABC	10,222	2,884	12,106	9,620	2,978	12,598
WJZ	7,613	2,284	9,897	7,608	2,222	9,830
WJAP	7,286	1,728	9,014	7,008	1,533	8,541
WOL	4,381	3,383	7,764	4,228	1,467	5,735
WMOCA	3,239	3,237	6,476	2,387	1,606	4,313
WEN	1,875	460	2,335	1,978	548	2,526
WNYC	1,872	470	2,342	1,567	485	2,052
WQXR	2,623	808	3,431	1,277	328	1,653
WFRW	1,404	380	1,784	931	246	1,187
WEPD	854	153	1,007	805	169	1,023
WINS	773	230	1,003	619	151	789

3 GIRLS-3 TIMES A WEEK!

The Andrews Sisters

Listen to them each Tuesday, Wednesday and Thursday (for a limited engagement of thirteen weeks only), on the Chesterfield program with Glenn Miller's orchestra, via CBS coast-to-coast, 10:00 to 10:15 p.m. [E.S.T.]

Hear their latest DECCA recordings, "Yodelin' Joe", "South American Way", "Cari Biri Biri", "Oh, Johnny" and others!

Directed
GENERAL AMUSEMENT CORP.
Thea. D. Rockwell, Pres. New York, Chicago, Hollywood, London
Personnel Management—LOU LEVY



MUSIC THE Reviewing Stand Band-Stand Changes Among Song Sellers

By DANIEL RICHMAN

Chain Distribution

BESING a particularly smart business operator, Andrew Karnas leads social music contractors to the top of the charts in the form of a new set of chain distribution contracts which involves from his two Chicago offices. Under the title of "Argentine Flare," Karnas has drawn up a series of contracts from each spot weekly which will allow his record company to buy and give continuity by proper booking as well as a reasonable. The point being made here is that if you ever show out into an afternoon light amidst the happy throng of the streets, you may see a man who resembles Karnas.

JACK McLEAN (Trinity Ballrooms, Chicago) is the first high in the chain. His record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are. When the ark is too low to float the accommodations are really given out, something that is really slow low act). And moving a title, once over the hill, it is then that it is particularly. It is a time they want to be taken in. In this case, the music is very acute assurance to dealers who take their remote territory.

Pop Trio

THE second lead is afforded to by **DICK JIMBERS** (Aragon Ballrooms, Chicago) who is up his hip and with the whole idea and the work of his production. Two weeks ago he was in the lead of familiar and well-known tunes not often heard on the radio, and was in a "Faded" job, and something approaching a production on Little Red Foot was the most exciting, a chart that referred more than its share of remote acts.

BILL MCLENN (Hotel Carlton, Washington) is enjoying a particularly effective strain on the record side, and he did on the new board this week. His record company, however, was in the lead of which if you're looking for a winner in the new field, it was that of the "Faded" record from his senior, and South of the Border the result of a similar request from Captain McLean, who was supposed to have left the room before the lead week on the air but who had managed to listen to his late time via loud-speaker.

In introduction into a record of personality, especially well-known ones, the record company has a series of important figures in fields far removed from music with that field, and it is this record company who is employed by what people, and most important of all, it is this record company who is getting. McLean's record company has a result, with a kind of a "Faded" result in the new field of music that is in the lead of the new field.

Golden Gate Sets Jan. Band Barrage

NEW YORK, Dec. 29—The January record lists show a band in the lead of an impressive array of band-stand attractions. The record company has a series of important figures in fields far removed from music with that field, and it is this record company who is employed by what people, and most important of all, it is this record company who is getting. McLean's record company has a result, with a kind of a "Faded" result in the new field of music that is in the lead of the new field.

BILLY MAY (Dec. 29)—Three full acts for one night set a new precedent on the Manhattan Club Coast. Otto Matz brought in two bands for the day (24) with the Dixie Troubadours, the Record company has a series of important figures in fields far removed from music with that field, and it is this record company who is employed by what people, and most important of all, it is this record company who is getting.

Ted Fio Rito

(Reviewed at Congress Casino, Congress Hotel, Chicago)

THE significance of the piano piano of Ted Fio Rito is the one that has been said in a long time. Leading over the street and away, most of his work is in the form of a long time. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

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Tom Gentry

(Reviewed at Tropicana Casino, Chicago)

TOM GENTRY comes from a family whose name has been familiar in show business for a long time. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

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Al Barnette

(Reviewed at the Woodmill Club, Wichita, Mo.)

FURNISHING both novel and swing and a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

Jimmy McGee

(Reviewed at the Jangle, Kansas City)

JIMMY McGEE, who has been in the lead of an impressive array of band-stand attractions. The record company has a series of important figures in fields far removed from music with that field, and it is this record company who is employed by what people, and most important of all, it is this record company who is getting.

Two-year stint at the Winnie Winkle club.

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Whit Hinson

(Reviewed at Bob's Hot Club, Ferris, La.)

BILLED as the Elmer Francisco, a "prince of a dance band," Hinson has an act that delivers special arrangements of smart, sophisticated dance rhythm and melody. Crada is also a great entertainer in a personable manner, and his piano piano is the one that has been said in a long time.

Review of Records

Rhythmous Red

TOOTLED is terrific on his comeback track. If his previous performances are any guide, this new record should do well. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

At least that is the way his pop. Entering at a rate of 12, it is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

There's another surprise in store in the form of "The Who You I Love" by Yolande, hand some and really big-time for the dance floor. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

For the songs and tempo enthusiasts. Your offer a desirable "Killer Cigar" with a "Killer Cigar" by Yolande, hand some and really big-time for the dance floor. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

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Band-Stand Changes Among Song Sellers

NEW YORK, Dec. 29—It is no longer the instrumental side-men in the band either singing attractions or stepping out to star bands, that are the main attraction. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

NEW YORK, Dec. 29—Louis Prima is the recent addition to the exciting list of vocal attractions. It is a record company show caught this week helped his general pattern by affixing a radio program that carried enough of the unexpected (in the form of lower known song and type) to stimulate him in the hearts of those listeners who were caught of the same old flow-up of current hits. McLean uses the scheme of accommodations after a number has started, which gives a greater flow and proceeds to the program, but can also be done in a series of single little bits that are.

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Quiet

A favorite at the "Gold Coast", "Quiet" is the "Lap" Rates from \$2.50

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NEW YORK, Dec. 29—Walter Powell, review of the "Golden Gate" band. The record company has a series of important figures in fields far removed from music with that field, and it is this record company who is employed by what people, and most important of all, it is this record company who is getting.

Meeting the Band Band Box-Office

Exploitation, Promotion and Showmanship Ideas

Tie-Up Dates for 1940

Bandroom managers, dance promoters, college committees, clinic and private organizations, and local and hoodlums are being urged to avail themselves of special calendar dates in arranging and exploiting their dances during the year. In dates listed next themselves to special publicity and promotional ideas which may be of further best office. Special references are stated in parenthesis. In addition, readers' attention is called to the monthly list numbers of The Billboard published each and dated issue of the year. These lists contain dates of conventions of both business and social organizations, fairs and expositions, sponsored dances, special shows, etc.

January
1—New Year's Day.
2—Tournament of Roses, Pasadena, Calif., and Georgia Day.
4—New Year's Day.
5—New Mexico Day.
6—Fiesta of New Orleans (in La.).
8—Connecticut Day.
10—Benjamin Franklin's birthday.
11—George Washington's birthday.
12—E. L. Lewis's birthday.
13—Shewell Jackson's birthday.
14—Nicholas D. Cook's birthday.
15—Kansas Day.
16—Franklin Delano Roosevelt's birthday.

February
2—Groundhog Day.
3—Manufacturers' Day. Also (Shrove Tuesday) observed as Mardi Gras in Alabama, Florida and Louisiana.
7—(Asst. Wednesday—) Signing of Louisiana Purchase.
8—Boy Scouts of America founded.
11—Anniversary of the organization of the National Association for the Advancement of Colored People and birth date of James Frederick Douglass, Negro leader.
12—Abraham Lincoln's birthday and Georgia Day.
14—St. Valentine's Day. Also, Arizona Day and Oregon Day.
15—Candlemas Day and Birthday.
16—National date for Leap Year dances. This is February's extra day.

March
1—Ohio Day.
2—Silver Jubilee of the Russia—ente Russia, a meeting of the committee honoring W. C. Handy and the late George Gershwin, among other celebrities. Full list of names in all key cities, the proceeds to local charities. Also, Texas Independence Day.
3—Florida Day and Pennsylvania Day.
4—Wagon Wheel Day and Anniversary and California Day.
15—St. Patrick's Day. Also (Palm Sunday).
17—Fast day of spring.
18—(Good Friday). Also, Young Man's Hebrew and Young Men's Hebrew Festivals. Also, Purim—Jewish festival.
20—Ohio Independence Day and Maryland Day.
21—Ash-Pole Day. Also North Pole discovered.
22—In this date that S. S. was bequeathed.
23—Lombard Day.
24—Big League Baseball starts next week.
25—It was on this date that Paul Harvey was born.
26—It was on this date that the late Theodore Roosevelt's birthday and Nevada Day.
27—Confederate Memorial Day in Alabama, Florida, Georgia and Mississippi. Also, World War Memorial Day in California.
28—U. S. Grant's birthday. Also, time to set your clocks ahead an hour.
29—North Carolina Day. Also, time to set your clocks for "beat the clock" dances.

April
1—Ash-Pole Day. Also North Pole discovered.
2—In this date that S. S. was bequeathed.
3—Lombard Day.
4—Big League Baseball starts next week.
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9—North Carolina Day. Also, time to set your clocks for "beat the clock" dances.

May
1—May Day.
2—Confederate Memorial Day in Kansas and New Mexico.
11—Minnesota Day. Also, opening of New York World's Fair, 1940 edition.

June
1—Kentucky Day.
2—Tennessee Day.
3—Jefferson Davis' birthday, observed in most Southern States. Also, Confederate Memorial Day in Tennessee.
4—Incorporation of the Daughters of America, Negroes.
12—Florida Day.
13—Arkansas Day. Also, Pioneer Day in Idaho.
16—Father's Day.
17—Bottle of Drinker Bill.
18—Washington Day.
21—New Hampshire Day.
22—First day of summer.
23—1878 Day.
July
3—Idaho Day.
4—Independence Day.
10—Wagon Wheel Day.
14—French Bastille Day.
15—Washington Day.
16—New York Day.
20—Beginning of the World War, I.
August
1—Colorado Day. Also, Swiss Independence Day.
2—First American ran to America.
10—August Day. Also, Herbert Hoover's birthday.
11—Famous seatbelt made first trip.
12—Wagon Wheel Day.
13—Wagon Wheel Day.
14—Mexican Independence Day.
15—Constitution Day.
16—College football season is getting under way.
17—Confederate Memorial Day.
22—First day of autumn. Also, American Legion Convention in Boston.
23—Daylight saving ends at 3 a.m. Move back the clocks an hour.
24—Daylight saving ends at 3 a.m. Move back the clocks an hour.
October
1—(Jewish New Year starts).
2—(Jewish Yom Kippur).
12—Columbus Day. Also, Day of the Girl.
27—National Girl Scout Sunday—be-cause of the Girl Scout Week. Also, Theodore Roosevelt's birthday and Nevada Day.
28—Czech and Slovak Independence Day. Also, Volsted Act passed on this date.
November
1—All Saints' Day.
4—North Dakota Day and South Dakota Day.
11—General Armistice Day.
12—General Election Day.
13—Motters Day.
14—Fidelity Day. Also, Washington Day.
16—Columbus Day.
18—Columbus Day.
21—Thanksgiving Day—subject to presidential decree. Also, North Carolina Day.
December
3—Morroe Doolittle announced.
3—Illinois Day.
4—Christmas Eve.
5—Irish Free State established. Also, Finnish Independence Day.
7—December Day.
10—Mistletoe Day.
12—Fidelity Day.
13—December Day.
14—December Day.

26—Argentine Independence Day.
27—Rhode Island Day and Wisconsin Day.
28—May Day. Also, Confederate Memorial Day in Virginia.

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16—New York Day.
20—Beginning of the World War, I.
August
1—Colorado Day. Also, Swiss Independence Day.
2—First American ran to America.
10—August Day. Also, Herbert Hoover's birthday.
11—Famous seatbelt made first trip.
12—Wagon Wheel Day.
13—Wagon Wheel Day.
14—Mexican Independence Day.
15—Constitution Day.
16—College football season is getting under way.
17—Confederate Memorial Day.
22—First day of autumn. Also, American Legion Convention in Boston.
23—Daylight saving ends at 3 a.m. Move back the clocks an hour.
24—Daylight saving ends at 3 a.m. Move back the clocks an hour.

October
1—(Jewish New Year starts).
2—(Jewish Yom Kippur).
12—Columbus Day. Also, Day of the Girl.
27—National Girl Scout Sunday—be-cause of the Girl Scout Week. Also, Theodore Roosevelt's birthday and Nevada Day.
28—Czech and Slovak Independence Day. Also, Volsted Act passed on this date.
November
1—All Saints' Day.
4—North Dakota Day and South Dakota Day.
11—General Armistice Day.
12—General Election Day.
13—Motters Day.
14—Fidelity Day. Also, Washington Day.
16—Columbus Day.
18—Columbus Day.
21—Thanksgiving Day—subject to presidential decree. Also, North Carolina Day.
December
3—Morroe Doolittle announced.
3—Illinois Day.
4—Christmas Eve.
5—Irish Free State established. Also, Finnish Independence Day.
7—December Day.
10—Mistletoe Day.
12—Fidelity Day.
13—December Day.
14—December Day.

NEW YORK, Dec. 30.—(News-offer reports from ballroom managers and dance promoters from all sections of the country indicate that the holiday season will be deposited by dancers for the pre-holiday season. The following are the most prominent clubs and clubs which are well known of the balls went into their respective sections. The following are the most prominent clubs and clubs which are well known of the balls went into their respective sections. The following are the most prominent clubs and clubs which are well known of the balls went into their respective sections.

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Conducted by EUGENE BURR—Connections to 1564 Broadway, New York City

New Plays on Broadway
Reviewed by Eugene Burr

PLAYHOUSE

Beginning Thursday Evening, Dec. 21, 1929

- BILLY DRAWS A HORSE
Directed by Harry Waxman. Cast: ...

Billy Draws a Horse is the title of the London Group comedy that opens tonight...

Since the London Group's success because he acts in very often ended up by being as much as their as England's...

That whether you believe it or not, it is not. And this week's program is carefully detailed in a wider of lines...

BROADWAY RUNS

- Performances to December 29, Indicate
Dramatic Copied Part
The House of Mirth (The ...

of average should have provided more laugh-time than did the author.
The script, along with the last and...

For some reason or other, Messrs. Procter and Brown, who wrote the play from England, made the natives say to have liked it...

LABOR STAGE

Beginning Wednesday Evening, Dec. 30, 1929

- ONCE UPON A TIME
Directed by Richard F. Taft. Cast: ...

Once Upon a Time was a fairly hitting comedy that has been called a "satirical farce"...

Since this reporter was armed with tickets for the second night, the current report of a flop was therefore dependent upon the official communication...

But Mr. Dugan set out to show that we were wrong and he did it with the earth only by the brilliant, blistering passages of laughter. This is a theory of comedy...

Being nice young people, they do all things in a very nice, nice way. It is a very nice, nice way...

fact that Mr. Dugan was, until not so long ago, a stockbroker in the office of DuSena and had had his play successfully tried out at the theatre...

LYCEUM

Beginning Monday Evening, December 25, 1929

WHEN WE ARE MARRIED

A comedy by J. S. Priestley. Staged by Robert Henderson. Being directed, built and acted by the Lyceum...

An essay of acting book plays Christmas night on the stage of the Lyceum Theatre and thru it, an incontinent comedian...

Mr. Priestley, no saint, is off on the trail of what may be called emotional relativity. This time he is intrigued by the effect of attitudes and how it would have upon the way we live—the far-thing...

Mr. Priestley, it seems, is this time content to write merely a comedy; so he does not do that which he has done before: he gives the audience, far and in part, a wide range of things...

playing of a pitiless, incidental role: the moments of pity and tenderness that Belle Wiswood creates in the last act, succeed in making us feel that she has been when he sought to inaugurate his hurried journey and, as an incidental result, miss his girl. Miss O'Neil is no master of her language...

HENRY MILLER'S

Beginning Wednesday Evening, Dec. 27, 1929

CHRISTMAS EVE

A play by Gustav Eckstein. Staged by Gustav MacKinnon. Synopsis directed by J. M. Taylor. Cast: ...

Dr. Eckstein takes for his occasion into externalized psychology a family study of a child who has been brought up as a child was supposedly born behind the scenes...

N. Y. Artists' Reps Claim AGA License Doesn't Work; Circuit Bookers Sore, Too

NEW YORK, Dec. 25.—Here solid stage territory getting up a licensing agreement that will pull both the agent and the performer out of the picture. Artists will be subordinate last week when the performers' association, headed by their representative's association, filed a series of strikes to reverse AGA's present license terms.

Regarding the present license, which AGA admits it is not adhering to, because it is just a temporary "gentlemen's agreement," agents are taking the attitude that it is just a piece of paper that couldn't be enforced because AGA did not have sufficient membership strength to effect a change shop in its jurisdiction.

The existing license, which sets up a new agents' organization, is a contingency on rules and regulations set up by the union (which hasn't been established as yet), has been virtually inoperative so far on most of the agents' side. The union has imposed a restriction imposed upon the agents too far to handle only AGA. This the circuit bookers are doing, claiming that most of the acts would be not only members of their respective unions but also would be limited if they handled only AGA members.

Some of the territory which would also go to benefit the agents has been set aside instead, the general feeling among local agents is not to trouble themselves over the license and to go about conducting business as they have done in the past.

Action to bring about negotiations to end the "gentlemen's agreement" and to get the license in effect has been going on for weeks, and conference are being held in New York and other cities. AGA office, next week. After Dorothy Brown returns from her illness.

Some of the territory which is in a state because of the code of fair practice was submitted to them by the union and they are doing everything to effect the payment of the 5 per cent fee for circuit bookers and effective from acts working their business. Circuit bookers are reluctant to talk about the situation because matters are now in the hands of their legal department. One

circuit booker, however, stated that if AGA attempted this the acts would walk into a disorganized situation when they would not know what to do. The strike are made picture than vaudeville.

Although to show the agents' consideration from 10 to 2 per cent has also been proposed, it is not clear if this is the largest amount claimed that it could be offered, it is not yet known what it might just as well told if it had to work for 5 per cent. Under attitude, however, is that they will get together a "co-operative arrangement," where the agents will also be the gainers.

Stehlin, Heywang To Open No. Miami Club

NORTH MIAMI BEACH, Fla., Dec. 25.—The reorganized Riviera Isles club will open week.

Owner Carl Joe Stehlin has taken a partner, Charles Heywang, sportsman, and the place has been redecorated and reorganized.

Owner Carl Joe Stehlin has taken a partner, Charles Heywang, sportsman, and the place has been redecorated and reorganized.

Vaude to Birmingham Pantages

BIRMINGHAM, Ala., Dec. 25.—Pantages Theater here returned last Christmas Eve. Operated by Dorothy's Family Drive-In, the new Pantages Club, owned by Mrs. Daning Co. Co., Mrs. Concha, Margie Kennedy, Weber Brothers, and others, is now open. The new Pantages Club is now open. The new Pantages Club is now open. The new Pantages Club is now open.

International Makes Its Bow With Typical Music Hall Show

NEW YORK, Dec. 25.—Charles O'Connell's International Theater, formerly called the International Casino, opened its new show (25) at a two-night engagement at the 30-pipe club stage, dance and performance. The new show is a typical type of act conceived by Radio City Music Hall's Earl Kerner and O'Connell. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

Kerner, who did the costumes and set-ups, and Snyder, who did the lighting effects and didn't worry too much about special talent or special acts. As a result, the first half was slow and was almost ruined by a poor second half. The second half, on the other hand, was faster, punchier and much better. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

On the opening night, St. Clair and Day, the Three We're Brothers, and Betty Brown were out. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

Possibilities
this week appears on page 6

Diamond Horseshoe Claims Record; One Year Old Xmas

NEW YORK, Dec. 25.—On Christmas Eve, the Diamond Horseshoe made considerable headway over the fact that it had been in the history of book and show.

The Diamond Horseshoe presentation, staged by John Murray Anderson, opened last Christmas. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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Milwaukee Seeks To Stop Mixing

MILWAUKEE, Dec. 25.—The recreation council and its license committee may attempt to stop mixing of acts. A decision by Circuit Judge Gehrke, December 25, ruling an ordinance which prohibited night club employees from sitting at tables or in booths at night clubs.

The measure, which Judge Gehrke ruled is "unreasonable and arbitrary," makes it unlawful for night club employees to entertain, waitress or female employee to sit at tables or in booths at night clubs. The measure, which Judge Gehrke ruled is "unreasonable and arbitrary," makes it unlawful for night club employees to entertain, waitress or female employee to sit at tables or in booths at night clubs.

Chi Drake Closing Room

CHICAGO, Dec. 25.—The Gold Coast Room of the Drake Hotel, which has been closed for some time, is now open. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

of 18 in company of young, fresh-looking P.A.s, whose precision dancing is reminiscent of the Mable Gray troupe, and the 14 showgirls who also dance, sing-cut girls. Six shows have been out since the show opened.

There is not a single note flash in the show and, except for a few of the acts, there is no "excitement" whatsoever. This is a terrific departure from previous shows in the city. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

Due to the poor show, critics, singing and dancing, the new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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London Vaude, Niteries Okeh Despite War

LONDON, Dec. 15.—Young England closing at Holborn Empire December 15 by the last show. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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Club Does Well With P.A.'s of Star Athletes

MILWAUKEE, Wis., Dec. 25.—Latest attraction at "The Tribuna" Club Terry here is a group of star athletes. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

Lavern Scanlon Is Sought

MOBILE, Ala., Dec. 25.—Chief of Police Henry V. Griffin has been asked by a telegram from the Mobile City Police, and by Lavern Scanlon, 34, to notify him of the death of his brother. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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Possibilities
this week appears on page 6

"New Law of Copyright Infringement"
See General Outdoor Department of This Issue.

CRA Chi Office Shakes Up Staff

CHICAGO, Dec. 25.—The Chicago office of the local Consolidated Radio Artists' Association has been shaken up. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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Vienna, O., Club Burned

YORKSBURG, Ohio, Dec. 25.—Fire of unknown origin closed the Vienna Club here last night by burning the building, estimated at \$150,000. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

Aquarium Entertainment

MILWAUKEE, Dec. 25.—The Wisconsin county's license committee has been asked to issue a license to a city attorney, the question as to whether the appearance of Jerome Wheeler and others, who performed at the club, is permissible in a bowl of goldfish at the Aquarium Bar here. The new show is a typical type of act conceived by Radio City Music Hall show—sketches, beautifully sustained and interesting without being just too attractive.

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Ben Marden's National Casino, Havana

Ben Marden has been brought in to manage during the racing season the National Casino, Havana, from December 21 on a basis of glory. Leading society gossip has been that Marden decided diplomatic career and many of the wealthy and well-known American citizens have followed.

Several hundred patrons theoretically enjoyed the high-class show put on by the staff, headed by the orchestra with his numerous string-of-diamonds. Marden is a big, handsome man. Hop Manning, beautiful American lyric soprano, delighted the audience with her sweet voice. Marden, with his personality and class, charmed the audience with his introduction of the dances. Lily and Marden's native dance team, also received a warm hand and a big ovation, with increasing stepping and guitar playing.

Mrs. Cuban girl, entitled himself with the special season, which is being held in place at the present. Lower prices went into effect after the opening night. The Chester lila girl, a group of 10 beautiful blondes, are scheduled for the new year, to be in the same show. The dance show and singing revue will have the same cast. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Chez Paree, Chicago

Here's one club that offers real value for a \$2.50 minimum (\$3.00 Saturdays and holidays). The food is excellent, the service is high standard and the show is costly. If more spots would only give away free food, it would be a sure success for bringing out in night spots and the attendance figure would steadily increase.

Current line-up has two changes in Fred Depper and Hilda Vincent and a new attraction, the dance duo, Hays and Madi, who are in the same show. The dance show and singing revue will have the same cast. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

His character songs, backed up with a strong instrumental accompaniment, go big, particularly his satire on "The Last Round-Up" and the one carrying the ball of Little Fun, You Had a Busy Day. An encore, he is more of the short and snappy comic variety.

Kay, Katya and Kay, because of their stage image, have been the most successful business they do in the early show. Appearance is unusually youthful and they have a high contrast. Their first act, a burlesque work on too early in the ball season and the one carrying the ball of Little Fun, You Had a Busy Day. An encore, he is more of the short and snappy comic variety.

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Offstage news, exotic numbers is considered. The singing and dancing duo, Hays and Manning, who leads an individual touch to anything she handles. Since her career, she has had a number of hits. She is a technical artist and his partner in a musical comedy. Her songs are new and original. His speaking voice is considered. The singing and dancing duo, Hays and Manning, who leads an individual touch to anything she handles. Since her career, she has had a number of hits. She is a technical artist and his partner in a musical comedy. Her songs are new and original. His speaking voice is considered.

Big Club Reviews

Lucy S. Press and promotion department in charge of Havana, Chicago. Ben Henshaw.

Pat Toole's Night Club, Wilkes-Barre, Pa.

With Agnes Nichols, former baroness actress, leading host as mistress of ceremony, Pat Toole's club, located two blocks eighty feet above a level of several hundred feet below sea level.

The Three Sophisticates opened with a back-bickering number, with two of the girls singing and the other for special. Evelyn Day returned to the club and followed it up with a high-bickering number, with two girls singing and the other for special. In her strut number. Other members in Virginia Lee.

Blond and charming Grace Chandler worked I Ored for You and covered one of I Need To Love You And It's All Over.

Miss Nichols, who is chock as usual, added her own share by singing I've Got a Crush on the Feller Bruh. Ken, dancing with I I Can't Tell If I'm Going To Do It or Not.

Lucy Malar and boys are back at their old spots on the band.

Pat Toole, Wilkes-Barre, Pa.

French Casino, New York

With intent to grab off some of the holiday show floating around, Maximo G. Brown, former Broadway star, at the Manhattan Theater night club Wednesday night, remaining at the French Casino, New York, and offering a new show.

With intent to grab off some of the holiday show floating around, Maximo G. Brown, former Broadway star, at the Manhattan Theater night club Wednesday night, remaining at the French Casino, New York, and offering a new show. Brown brought over from his Broadway show, a number of songs, including a quick waltzing job and presented a new act, featuring five sets, cut out entirely. One of the new acts, a singer, Oma McKinney, quick-change artist, and a dancer, Bob Dupont, former Broadway star.

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current hit, South of the Border. Their arrangements are witty and easy on the ear. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Larry Adler follows to do South American Tap. He has a new number, "The New Wave's Move on the Rhythmic. He took the most beautiful music out of the show and is being staged in the fascinating apartment of the tiger, T. Marden Speer.

With a show-stop, Ted Fawcett worked with a high-bickering number, with two of the girls singing and the other for special. Evelyn Day returned to the club and followed it up with a high-bickering number, with two girls singing and the other for special. In her strut number. Other members in Virginia Lee.

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Pat Toole, Wilkes-Barre, Pa.

Ziegfeld's Midnight Frolic, New York

Nicky Blair's Paradise, after reconsecrations and desperate attempts to keep going with low-budgeted shows, reopened last night with a new show, "The Ziegfeld's Midnight Frolic." The management is still the same, but reportedly has been moved into remodeling the club, changing the outside entrance, and changing the show.

Nicky Blair's Paradise, after reconsecrations and desperate attempts to keep going with low-budgeted shows, reopened last night with a new show, "The Ziegfeld's Midnight Frolic." The management is still the same, but reportedly has been moved into remodeling the club, changing the outside entrance, and changing the show. Blair brought over from his Broadway show, a number of songs, including a quick waltzing job and presented a new act, featuring five sets, cut out entirely. One of the new acts, a singer, Oma McKinney, quick-change artist, and a dancer, Bob Dupont, former Broadway star.

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Long 7, works in the production numbers and with Miss Hilly, and also does the show with the Hutchinson's. Fred and C. Gary Miller, winning a big hand and having to share. His technique is full of show-biz, but his personality is not so good. Magician Robin Mahanah, Herman Kroy, has the lovely smiling and his familiar burlesque of song and dance. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

A novelty is introduced from four acts invade the table for a two-minute act. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Verona Duke did the music, which is very good on the sax, and Harold Admon, who plays the violin. William Brown did the special music arrangements and Moran's 13-man dance orchestra did the show and also played the vocal music. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Greenwich Village Casino, New York

Jim Miller's club in Greenwich Village continues to do new business with a good dance band and a lively, interesting floor show. This, combined with good food and liquor at moderate prices, has been bringing the club a steady patronage.

Surrounding in the show is Tony Harty, a young fellow who comes into contact in dancing acceptably but really goes to town with eccentric dancing. His act is a combination of refreshing, combining new technique with crowd comedy taking. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Pretty and dancer Chiquita was on for a couple of Latin numbers done in pairs. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

The chorus of six girls, who are plentiful in the night places, went thru a number of songs. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

THE ARISTOCRATS

Now Booking at
NICOLET HOTEL
MINNEAPOLIS

Made and Used for Stage, Casino, and Vaudeville. The Aristocrats are a new show, featuring a number of songs, including a quick waltzing job and presented a new act, featuring five sets, cut out entirely. One of the new acts, a singer, Oma McKinney, quick-change artist, and a dancer, Bob Dupont, former Broadway star.

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Best Wishes for the New Year

Best Wishes for the New Year. The show is being staged in the fascinating apartment of the tiger, T. Marden Speer.

Now At
NICOLET HOTEL
MINNEAPOLIS

dramatic style, the audience giving him a rousing ovation.

Show, lacking chorus, is weaker than the previous ones on stages and is more like a straight vaudeville, despite the few songs and dances. The first number, "Fascination," even for the weaker opening role, while the standard "The Rascal" and comedy "Cry Me a Sin," are good.

H. F. Brown.

State, Hartford

(Reviewed Friday Evening, December 29)

Reviewed by review. Good as far as Hartford is concerned, if the reception given the Hartford show is any indication of a criterion. He had the audience, the pitrow, in the palm of his hand. A New York show is a specialty show in which he shows top billing to the "State" chorus.

Chicago.

Harris and Shaw, vaudeville dancers a la style, and the Clairs, taking overland, also give an attraction for the Mad Men.

Mary and McColl, featured singers with the orchestra, with appeal, such as on the Randall Sisters, who are like the Andrews Sisters, except that they don't have the same harmony. They are in leading positions in front of a string microphone.

A line of 12 girls, added to prep up the tip for New Year's, failed to impress the audience. The chorus, which was pulled out for the remainder of the evening, was a fine one. The band is good and was unable to make head or tail out of the music.

New music was sent for, and it was announced that the regular house orchestra would play the remainder of the run.

Reviewed by review. From Hartford, with Richard Allen, Andy Devine and Kay Sutton. J. R. Fattall.

Music Hall, New York

(Reviewed Saturday Morning, Dec. 30)

With RICO's remake of "The Resurrection of Notre Dame," Christine Lathrop returns. Her second two hours' current stage had a hold down to 20 minutes. The lively play a higher head of the show. The music is good, and her contrasts well with the house orchestra. The production is the best of the season.

Production is titled "Newcastle," directed by the same director. The show is a street scene in front of a department store, with the plot being the same. The chorus is good, and the music is good. The show is a good one, and the production is the best of the season.

Top ten and low are brought into the audience, and the chorus is good. The show is a good one, and the production is the best of the season.

The production is the best of the season. The show is a good one, and the production is the best of the season.

Widow has the corps de ballet in a lengthy version of the Congo. The show is a good one, and the production is the best of the season.

SCENARY

For Dingo, Pat Ross, Cyrena, Dave Carlson.

SCENEL SCENE STUDIO, Columbus, O.

MAKE-UP BEARDS

FREE CATALOG

E. W. NACK, CHICAGO, ILL.

Berle, the Cut-Up

NEW YORK, Dec. 30.—Milton Berle, host Louisa Parsons, whom the columnist opened at Lorr's State last week.

"Come you'll see your charming self. Lots of luck. (Signed) Milton Berle, now appearing in See My Girl, \$1.10 top; on the air Saturday night at 8:30 for Quaker Oats, available in various forms. The show is a good one, and the production is the best of the season.

usual Thursday, opened Saturday morning. The show is a good one, and the production is the best of the season.

MCA Loses Shalimar; Back to Local Bands

NEWARK, Dec. 30.—After two months of new bands, Shalimar, one of first-rate local night spots, reverts to local music on Monday night. The show is a good one, and the production is the best of the season.

MCA, which opened the Shalimar with Leo Reilly's orchestra, has decided to go back to local bands. The show is a good one, and the production is the best of the season.

Next Friday the name band style and brought a little from each to create a new style. The show is a good one, and the production is the best of the season.

Mays and his rumba band, featuring Jimmie Mays, is a good one, and the production is the best of the season.

New Year's Eve Prices in Philly Cut

PHILADELPHIA, Dec. 30.—Local night spots are cutting prices of former years for New Year's Eve. The show is a good one, and the production is the best of the season.

Citrus which charged \$5 and up last year is now \$3. The show is a good one, and the production is the best of the season.

Horseshoe Show Claims Record Run

NEW YORK, Dec. 30.—Claiming the record for the longest run night club revue, Billy Rose's Diamond Horseshoe has now reached its 100th week with the same gay '90s show which opened during Christmas week. The show is a good one, and the production is the best of the season.

Natchez Club Reopens

NATCHEZ, Miss. Dec. 29.—Crystal Ball Club, which has been closed in the town of Washington, closed for some time, has reopened. The show is a good one, and the production is the best of the season.

Dorothy Bryant Resignation Is Blow to AGVA

NEW YORK, Dec. 30.—Progress of American Night Variety Artists received a setback this week when Dorothy Bryant, secretary of the American Night Variety Artists, resigned her position. The show is a good one, and the production is the best of the season.

Ray Whitehead, executive secretary of the American Federation of Actors, and today that he was sorry to hear Mrs. Bryant's resignation and that "it is deplorable because Mrs. Bryant is a very capable person and her resignation means another setback to actor unemployment relief." The show is a good one, and the production is the best of the season.

Herly Collins, former APA chair, says she returned to New York Tuesday to secure assistance from Mrs. Bryant, but she doesn't know whether he wants to stay in the city. The show is a good one, and the production is the best of the season.

Fun Bankrupt; Assets Are Notes From "Friends"

BOEYON, Dec. 30.—A petition in bankruptcy against the bankrupt Fun Bankrupt, assets are notes from "friends." The show is a good one, and the production is the best of the season.

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Doubling de Luxe

CHICAGO, Dec. 30.—One of the most unusual booking arrangements ever made in Chicago is being done at the Kay, Katya and Kay, which is doubling this week between the Cies Palace and the Cies Building in Chicago.

In good with a turn at the last house, the Cies Building by yesterday when the dance sets, thru a previous arrangement, some dancing in the Cies Palace. For the first time in the history, the Cies management agreed to hold an act doubling in a nearby spot.

Some shows scheduled in these spots, particularly do not conflict, act in doing six shows nightly, three for each account.

Earnings Levy May Chase Acts Out of Philly

PHILADELPHIA, Dec. 30.—As a result of passage of the 15 per cent wage tax levied on the city, the Cies Building by yesterday when the dance sets, thru a previous arrangement, some dancing in the Cies Palace. For the first time in the history, the Cies management agreed to hold an act doubling in a nearby spot.

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Stadium Circus, Liverpool, Off

Southampton and Hastings get new shows—London, Glasgow circuses stick

LONDON, Dec. 23.—Difficulties proving insurmountable, the proposed circus at London and Hastings this Christmas. Two unrepresented circuses, the Hants and Dorset and the Southampton Spectaculars, do not think the show at Hastings White Rock Pavilion, near Gosport, will be profitable. Frank Clisset, manager of an old English circus family, will include Polo Fairs of circus, which travel with their own small circus in the summer. The Hastings program will include the Hants and Dorset and the South Coast, Fossie Harcourt, Fossie Goodall, Peter Flores, Chief's Joe Lions, Turbo Joe, Turbo, Red Scarf and Little Chief.

Both shows open Boxing Day for two concurrent weeks, with possibilities of extending to 14 weeks.

Circus at Earl's Court, London, opening Boxing Day, will have Pandora and Charlie in the main tent, and, in the new tent, Three Magic, Curzella and Betty Chapman's elephant, Bob Fossell's Jockey, and a big show, including the Big Top, Elephant and Bear, and a variety of other acts. The show is being managed by E. J. Moran and J. P. Moran.

Anderson Personnel Feted; New Animals From India

BURCHINA, Kas., Dec. 30.—A Christmas party and turkey dinner was given for the personnel of the H. A. Anderson Circus at the hotel here by Mr. and Mrs. Anderson. In keeping with a policy of appreciation for employees on these shows, each employee was remembered individually.

At Ockley, Kan., the giant Hechman camel, added to the camel population with a blooded event. The newborn was named Abner. Ockley, Kan., was one of four carnivals on route from Albuquerque, N. M., to the winter quarters here.

It has been feared here for some time that the Benson Max Geyer, Don, Tony and Bob, elephant and infra set, might be broken up due to an injury suffered by Tony at the circus he had just joined. Appreciation was relieved last week when Tony was removed to the animal hospital at the Kansas State Agricultural College in Manhattan and the attending veterinary made an encouraging diagnosis. Anderson reported that Tony would undergo an operation and that his recovery indicated also would be as good as new when she returned here soon.

A large group of animals on route from India is valued at \$93,000. Anderson will dispatch a train to the winter quarters in the north of the state on New Year's Day. To return the cargo consisted of white camels, camels, ponies, and a number of men. Mr. and Mrs. Latham are slated to receive the trip, leaving over a few hours in Chicago and returning to the Curtis Development Strive Circus.

REX DE BOUILLIEN went from Canton, O. to Washington, Ill. to spend the holidays with relatives.

"New Law of Infringement"

See General Outdoor Department of This Issue.

Xmas Dinner At R-B Quarters; North in Paris

SARASOTA, Fla., Dec. 30.—With John Ringling North in Paris after a record-breaking season at the Bellvue Chateau, the rest of the Ringling-Baron official Christmas dinner party was held here. Joe Dan Meyer, veteran circus manager who planned a holiday turkey dinner with a musical program.

Henry Ringling North, who has returned from a tour of Europe, is attending the wedding of the late John Ringling's private car, the 20-Mer, which will go on the road next week.

There were over 1,200 in the row outside the door of the grand opening of the training session at quarters Sunday, December 17. The row opened the training arena, with free seats for visitors, is making a big hit with tourists. After the initial session, the fee is paid at the gate there to further charge for any situation except Gargantua. Anyone wishing a chance of the great contest is admitted to his tent upon payment of a small admission.

Great Arturo and wife appeared in an aerial act at the circus of the newly training at the Bellvue Chateau. He directed the reconstruction of the outdoor arena, designed by a professional architect, with Donally Herbert, Bobbie Cropper and Bobbie Warren atop some of the stunt work.

There is a great deal of training in the elephant barn, and it is expected that his performance for next spring, McChas is intensively training Irish, a son of the great contest.

Mr. and Mrs. Frank Walker, Houston, Tex., visited recently and shared the quarters with Herby Butler.

Christy Ends Good Season; 30 Weeks Booked for '40

CANTON, O., Dec. 30.—The Christy circus just ended one of its most successful and profitable seasons. Christy, who has toured the Shrine Indoor Circus, Utah, played a total of 28 weeks at circuses, fairs and perfect shows, and has a total of 30 weeks booked for Christy, who has more than 80 weeks already contracted for 1940. It is now in quarters at the Shrine Indoor Circus.

Three elephants, an eight-horned Liberty Beller, and a pair of giraffes, were featured in the circus here. Christy revealed the famous American Circus act, including the Doremus Pioneer Co. act, which will go on into its next tour. McChas and Herby and Bobbie Christy are still presenting the act.

Henry Bros.' in Quarters; Will Open Middle of Feb.

PICO, Cal., Dec. 30.—Henry Bros.' trained American circus will be winter quarters here after playing thru California and Arizona. The circus is located in Canada with Reddy Bros. Circus. Snow will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon.

Mammoth Expo. Train Winds Up Good Season

WAYNESBORO, Ga., Dec. 30.—The States-Atlanta and Georgia Exposition Train, a division of the Pacific Whaling Co., finished a successful season here December 30. The train, which has been in operation since Jacksonville, Fla., reports a 100 percent increase in attendance over the previous season, and a record in advertising and publicity for the show.

Plans are to enlarge the meropole for the next year. The train will be in operation at Waynesboro, Va. Two new features will also be added on the train.

The train will be in operation in the next 11 in Houston and covered more than 17,000 railroad miles in 17 states, playing 231 tours during the season.

BUD E. ANDERSON, left, owner of the Bud E. Anderson Circus, near in quarters of Republic, Ind., and Max McClain, right, bears elephants' work, with the head of the 1933 season, which will be increased by four baby elephants that are en route to quarters in a cargo of animals from India.

Artists' Alley

Supplement of Performer Contest Section in Last Issue

Five Feature Flyers and Flying Fishes, both of which were high in total points scored, have secured their trophies for the winter circuit. After attending to details of a home in Buffalo, Tex., Oberholz Gardner, declared his 25th Anniversary, his wife, Mrs. Gardner, Animal Farm on the West Coast and White Lake at attending the Mississippi Wallace head of bulls owned by Ringling Corp. ... Oscar V. (Leap the Gap) Hebbcock had the last couple of years, He and his Babes took turns with Atlanta.

When notified of his achievements in the Performer Contest the veteran said, "It is a great honor to be named as the best of the year, universal and high-spirited Illinois. He has been a member of the American Government, was after giving a constant performance for the Imperial Circus."

The high scoring Hank Roebber, Frank and Bertha, who to tramp transportation recently Kansas about their, and his wife kinkers who call themselves the Millionaire Flyers, they were in the top five for the far about 20 years and have played their clubs and hotels in addition to outdoor engagements. ... Aerial Circus, who would have done so much more to the top five.

He would have done so much more to the top five. He would have done so much more to the top five. He would have done so much more to the top five. He would have done so much more to the top five. He would have done so much more to the top five.

... Dave (Reddy) Geyer, who missed victory by a hair's breadth, was in the top five. ... Doreman Silver Creek. His parents were performers. There are four acting Geyer brothers who do a feature and play their turn. ... Talking about the Flyers, which we did in the last issue, Charlie, the oldest, is now Philadelphia.

Mr. Edith from Louisville, Ky., Connie Lewis, Birmingham, and Glenn from Joliet, Ill. Charlie was one of the original Flying Fishes, which were in the top five. ... Billie sold show 35 years ago and on Ringling-Baron 27 elephants pair. They travel up in 1933 and Charlie carried on the new one. ... The Mustangs, Jay and Dorothy, who were in the top five. ... The Mustangs in California Island, Calif.

We hear from Frank H. (Dinah's Holiday Tour) that he and his family are in the top five. ... His troupe, is paraded from the west down. He is living in San Francisco. ... Mrs. Gordon will again join the act next spring in some capacity.

... The circus, which is a big show, is playing at a plane but his diving rigging and wrecked it completely. There was an accident after he had emerged from the tank on completion of fire dive. After returning to the circus, he was injured in an accident in January at Florida Fairs Cushing will build a production surrounding his show, 100,000 circus-type

features heavy on femininity. Double stunts will be employed in every display. ... John and Janette Turill will be in charge of business-exploitation and are booked up as co-owners for 1940. Tom and Janet Heston has been contracted for the horse acts in connection with stunts in Mexico, it is reported.

Flying Babes will try their hand at airwork in the circus. ... George Harold officed. ... Hiss and Dunn have bought a horse that cost so many thousands. ... Dorothy Herbert has been contracted for the horse acts in connection with stunts in Mexico, it is reported.

Following acts piled up impressive totals without being named as first-place winners.

Ed Beached Brothers, 16,983. J. Jack Henry, 9,987. P. Perfect Flyers, 6,844. J. Marie Greer, 6,828. J. Janet Waters, 6,558. J. Captain Mac, 6,120. J. Trudy, 6,043. J. Verona Lee, 6,041. J. Carter, 5,120. Doreman, 4,970. H. Smith's Flying Fishes, 4,970. Virginia Moore, 4,128. J. Virginia Peak, 4,056. H. DeChonzo, 4,056. J. Dan, DeWitt, 4,660. J. P. Felix Adair.

Dorothy Lewis and the Four Kids, ice skater and roller skater, respectively, while listed in third standing last week were inadvertently omitted from list-up of the winners. ... The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon.

... The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon.

Downie's Return to Macon Delayed by Posing Text

MACON, Ga., Dec. 30.—Feeling out of recognition concerning other members of the circus, Downie's circus equipment has not yet been returned to the show's regular winter quarters here.

Last month T. Leo Moore, executive of the show at Macon, Ga., by the circus council here that the show's equipment will be returned here. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon.

... The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon. The circus will be in quarters here soon.

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Conducted by CLAUDE B. ILLIS—Communications to 25 Opera Place, Cincinnati, O.

Two-Bit, All-Pay Gate Works Out as Fixture in Sedalia

Address of Charles W. Green, secretary-manager of Missouri State Fair, is given on the page. "The 35-cent Gate—Does it pay?" is a group of 100 questions asked at a group meeting of the International Association of Fairs and Expositions on January 2 at the Hotel Sherman, Chicago.

My first contact with the 35-cent gate was at the 1935 fair in Sedalia, Mo., and "Everybody Pays" was in 1936 when I was invited to judge horses at Missouri State Fair and received a flourish from Secretary Raymond Lee when he stamped across it. "Not good at Outside Class" I was a much impressed with the fairness of the plan that got my critics to Missouri State Fair, Sedalia. I immediately began my attempt to sell to the governor and commissioner of agriculture the idea that we should adopt this plan.

A decision was made that we should get the 35-cent gate into effect for the 1935 fair and we announced thru the press. All persons entering the grounds must pay. Everyone will be treated alike and selective state officials, patrons and employees must pay their way into the grounds. The only exception to this rule is that those admitted to be admitted free at all times. The real purpose of the 35-cent admission is to better attendance. A greater attendance means greater expansion of the fair's program. The management desires the public that every atom will be made to maintain high standards in holding the 1935 fair, in order that the fair may be a most effective educational enterprise.

PAV. CLAY IN SEDALIA (on page 27)

Orange Festival To Feature Attractions

WINTER HAVEN, Fla., Dec. 31.—Crews are preparing for the 16th annual Florida Orange Festival here, which will be the last of its kind for some time. Under general management of Abram B. Shofner, will feature a number of new attractions in executive capacities with some prominent enterprises as Great Lakes Exposition, Cleveland, and the city of New York's Old New York at the New York World's Fair. Associated with him as chairman of the advisory board, Earl W. Brown, vice-president and general manager of the exhibition made by Florida in Chicago, Cleveland and New York during the past six or seven years. Another official working with Shofner is **(SEE ORANGE FESTIVAL ON PAGE 47)**

FORD S. CAMPBELL, who has again been re-elected president of Tri-State Fair, Superior, Wis., as head of the "County Fair" movement. Campbell had a large part in the building up of the Chicago State's modern grounds. The capable secretary, Max Lerma, also has been given another term in the post.



G. C. LEVINE, who is making a survey and plan for proposed 1941 North Carolina State Fair, a "dry" and "neutral" fair, for Asheville, N. C., that is said to have the backing of substantial business interests. He is former manager of Ohio State Fair, Columbus; former director of Exhibits of Philadelphia Sesqui-centennial Exposition and now executive in the amusement park field.

\$5,353 Op Profit For Saskatoon's Biggest Since '29

SASKATOON, Sask., Dec. 30.—Saskatoon Industrial Exhibition showed returns on all operations for the last fiscal year of \$5,353, being showing since 1929 it was reported at the recent annual meeting.

Revenue from many board activities totaled \$69,200 and expenditure, less fixed charges, was \$63,847, showing operation profit of \$5,353. Sinking fund interest and principal totaling about \$12,000 was paid at the same time. Expenses, recorded in net loss of about \$10,000.

H. D. McLeod was elected president; C. O. T. Robertson, vice-president; J. H. Warren, second vice-president; A. Meakin, honorary treasurer.

Wharton, Tex., Clears Debt

WHARTON, Tex., Dec. 30.—Directors of Wharton County Fair Association were told at a recent luncheon in the flower show hall of the fair plant that for the first time in 10 years the fair closed the books clear of indebtedness. Debt of \$12,000 was cleared in 1939 when the hall of industry was erected. Each year since greater portion of earnings has been applied to the debt. Treasurer L. F. Worthing gave the report.

Grand-Stand Patrons Seek Unusual

Addressed by Miss J. Levy, of Bensenville, Ill. fair booking association, "Trend of Attractions for County Fairs" of the 32d annual convention of the Fair Managers' Association of Iowa at the Searcy Hotel, Des Moines, on December 21.

After booking, presenting and watching shows at matinees and night performances for 30 years and after making special effort to observe the reactions of audiences, I have in my mind a rather well picture of what has happened. "The Trend of Entertainment at County Fairs." I am strongly of the opinion that the fair booking association should have a grand-stand show to go with the exhibition opportunity of the fair. It should be different and unusual. "I expect to get a thrill to see things done on a big scale and to see the audience reacting 'performances in the flesh' in a welcome and definite change for them after 31 weeks of indoor entertainment such as the same line. There is no other stage in the world that permits the staging of

Stage Being Set for '40 Edition; Cutler May Quit; Rose Dicker On

Strub and Farmer mentioned for post of managing director—augmented midway and lower prices are planned—more exhibits and ice shows also on program

SAN FRANCISCO, Dec. 30.—The 1940 edition of Golden Gate International Exposition was given from June 30 to September 28, it was announced. Tuesday by the new board of directors. The action was taken on the post of managing director which was filled during the latter part of 1939 by Dr. Charles H. Strub, San Francisco, who resigned the City of San Francisco. Dr. Strub and Jack Farmer, Los Angeles in 1935 and the San Diego Exposition, are mentioned. In connection with this action, two new directors representing creditors of the 1935 expo were added to the old board of 10. New directors: George H. Strub, N. S. Lechley, Harry Ship, D. M. Mosser and Clarence Eakin, all of San Francisco.

Another Try for Neb. Shake-Up Seen At Meet of Secs

LINCOLN, Neb., Dec. 30.—If the annual meeting of Nebraska Association of County Fair Managers here on January 21-24 proceeds as predicted, another attempt will be made to make changes at the State Fair board's managerial group. The Lincoln board has been fair secretary and executive office several years, and J. A. Dept, now a lobbyist of the legislature, is slated to succeed J. M. Shubert as the president.

Joe Heald, Kimball, succeeded the county fair secretary, Reginald Alan Meade, who has resigned. Heald, after Meade made a stepping-down speech and thanked the board, was elected to the post which came within a single margin of two votes of pushing Perry Reed out of the secretary's office, and electing Bill Mills, Lincoln, as a compromise candidate. Reed's resignation bill was changed in executive management probably. At least one of the State Fair board's officials, it is reported, is Alfred D. Baum, Wallkill, secretary of the Nebraska Fair board, who was elected in 1939 when Meade ran out of breath and resignation. He has been reported for change to C. W. Thompson.

Fair barely broke even this year, the Junior Chamber of Commerce of the city of Lincoln, Neb., is reported to be liable against back-sellers of the fair and the legislature in the legislature to reorganize the fair and to elect the county fair men, diet in committee.

MARYVILLE, Kan.—McMahon Shows, a new attraction, was announced and represented at the annual meeting of the Fair Managers' Association of Iowa on December 11 and 12 in Des Moines by C. T. and G. E. McMahon and by C. A. and M. M. McMahon, as reported, said C. E. McMahon.

"We are making invitations to interested foreign governments, thru the secretary of state in Washington and various embassies there, and the secretary of state in Washington. In the proper diplomatic way to be with regard to the 1940 exposition," he stated that he expected several more foreign governments to participate in the exposition. "We are also making invitations to interested foreign governments, thru the secretary of state in Washington and various embassies there, and the secretary of state in Washington. In the proper diplomatic way to be with regard to the 1940 exposition," he stated that he expected several more foreign governments to participate in the exposition.

Left—Gen. Albert J. Bewley, recently elected as president of the Ninth Army, and Capt. W. J. McCarthy, as said to be under consideration for the fair president's office in the future. Col. Clark said this month about the next exhibition. "The public to enter the fair show will be larger than it was in 1939. More than 100,000 people will be expected to see 25 cents. Shows will be enlarged. Efforts will be made to improve the show. There will be a new Cavalcade and parade are being drafted to construct an ice-making tank for shows. Question of a man to head the fair board is being discussed. The committee members, several others with the 1939 fair are being considered. There will be a committee to select a man with big-time promotion experience."

Hughes Takes to Hospital
TORONTO, Dec. 30.—Ernest A. Hughes, general manager of the Canadian National Exhibition, was taken to Toronto General Hospital suffering from influenza. His condition was not considered serious. He is expected to be released in a few days. After a rest of two or three days he is expected to return duties on the War Purchasing Board.

Mich. Will Slash Parking

DETROIT, Dec. 30.—Parking prices on Michigan State Fair grounds, after being the fair will be reduced in 1940. Dr. L. W. Brown, president of the fair, said last week. Charge of 50 cents will be reduced to 10 cents. Dr. Brown said, based on estimates, will make the reduction cover all costs of operation. The reduction is expected to be a big aid to the fair, as the revenue from parking has been one of the main sources of funds for the fair in recent years. With inadequate space available near by.

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"New Law of Copyright Infringement"
See General Outdoor Department of This Issue.

Exciting Demands Today
Do you want to see your fair days when Diamond Drill Academy and auto pulled palmy pulled as a scenic backdrop? (See Grand-Stand Patrons on page 47)

Fair Elections

ASHLEHOG, N. C.—Hampshire County Fair re-elected V. F. Deitz, president and treasurer; C. B. McPherson, vice-president, and Walter C. Chase, secretary.

BERTON, O.—Geauga County Agricultural Society elected B. J. Schaeffer, president; Clifford Rossiter, vice-president.

SUPREMO, Wk.—DeKalb County Fair re-elected F. E. Duggall, president; Charles Armstrong, vice-president; Max Lewis, secretary; A. J. Wentz, treasurer.

HAWTHORNE, Conn.—Hawthorne Agricultural Society, which staged its annual picnic here in 1939, elected Charles H. Plue, president; Edw. Johnson, secretary; Geo. Smith, treasurer; Louis L. Campbell, superintendent of concessions.

GOESBEN, Conn.—Goosbarn Agricultural Society re-elected Herman Walther, president; Clarence Vail, F. P. Ives, vice-

presidents; Mrs. Louise Robinson, secretary; CHARLEY LILL, O. C. Cavetto, secretary; Ella Moore re-elected W. B. Cady, president; Tom D. Kriess, vice-president; Mack Parry, Jr., secretary; Robert G. Collins, treasurer.

LOGANSPORT, Ind.—Cass County Fair Association re-elected Eben Pennington, president; Herman Martin, vice-president; James Chase, treasurer; Hobe Thomas, secretary.

BONHAM, Tex.—Parras County Fair Association re-elected Fred G. Schmitt, president; H. H. Beckwith, vice-president; George W. Taylor, vice-president; Tom Rayburn, secretary; Tom Hyler, assistant secretary; Frank Wright, treasurer.

MILLSBORO, O.—Fred G. Schmitt re-elected president of Millsboro County Agricultural Society. Other officers are Clyde Purdy, vice-president; L. Loggson, secretary; Dert Owsen, treasurer; Udo Stietzel, osteopathic manager.

HILBERT, Wis.—Calumet County Fair Association re-elected Carl Falk, president; O. H. Moehrer, vice-president; T. F. Wenzel, secretary; Herbert Hill, treasurer. Improvements totaling \$1,125 were made on grounds.

CHARLOTTE, Mich.—Belton County I. A. Agricultural Society re-elected John B. Grange, president, and Hans Kaack, secretary-manager. Fair had profits of \$1,484 in 1939 and spent \$1,410 on improvements.

ZANESVILLE, O.—Madison County Agricultural Society re-elected E. H. L. Brown, president; Leslie Wilson, secretary, and elected E. E. Baird, vice-president; Ovide Baughman, treasurer.

CHILMARK, Neb.—Harlan County Fair Association re-elected Chas. Paulsen, president; Lester Lether, vice-president; Guy Devaux, secretary-treasurer.

FENNER, Neb.—Thayer County Fair Association re-elected Chas. Paulsen, president; Thos. Winget, vice-president; Alfred D. Baum, secretary.

MOORE JAW, Wash.—Moore Jaw re-elected John C. Meyer, president; A. C. Alexander, E. H. Jones, vice-presidents; George D. Mackie, manager.

WYNNX, Ark.—Ben Block Meyer was elected president of Wynn County Livestock Show on Mt. Knight, vice-chairman Cecil Gibbs, secretary-treasurer.

Fair Grounds

MOORE JAW, Wash.—Continuing operation of Moore Jaw Exhibition, President J. B. Johnson has reported that it had been spent on permanent improvements to grounds in the past four years and that the exhibition company was in debt \$6,500. The revenue of \$214,661, which was about \$42,222 more than in the previous year, was offset as a result of increased midway costs caused by cancellation and a decrease in 1939 of the previous year's expenditure of \$24,975 was an increase

Fair Meetings

Kalamazoo Fair Association, January 23-24, Kalamazoo, Mich.; Ypsilanti, Mich. 25-26, Kalamazoo, Mich.

Michigan Agricultural Society, January 25, Paul, L. C. Janda, secretary, Association, January 10 and 11, Decker-Wallace Hotel, Detroit, Mich.; Sec. Detroit, secretary, Bellefontaine.

Main Association of Agricultural Fairs, January 11-12, Hotel Commodore, Rockland, N. J. Butler, secretary.

South Canadian Association of Fairs, January 15, Jefferson Hotel, Columbia, S. C. MacCallie, secretary, Any, S. C.

Western Canada Association of Fairs, January 15-17, Royal Alexandra Hotel, Winnipeg, Man. Keith Stewart, secretary, Toronto in Prairie, Man.

Western State Association of Fairs, January 17, The Walter Hotel, Hattiesburg, Miss. Secretary, Wilson.

Massachusetts Agricultural Fairs Association, January 15 and 16, Hotel Kimball, Haverhill, Mass. W. Lombard, secretary, The State House, Boston.

North Dakota Association of Fairs, January 19 and 20, Dakota Hotel, Grand Forks. Dick Peterson, secretary, Laporte.

Virginia Association of Fairs, January 22 and 23, John Marshall Hotel, Richmond. Charles B. Ballou, secretary, Staunton.

North Carolina Association of Fair Managers, January 22-24, Corinthian Hotel, Raleigh. J. C. Mitchell, secretary, Raleigh.

Michigan Association of Fairs, January 23 and 24, Hotel Post Hotel, Detroit. Chester M. Howell, secretary, Cheboygan.

Illinois Association of Agricultural Fairs, January 23 and 24, Buchanan Hotel, Springfield. A. W. Girard, secretary, Spring.

North Carolina State Association of County Fairs, January 23 and 24, Raleigh. Charles W. Swoyer, secretary, Raleigh.

Rocky Mountain Association of Fair Managers, January 23 and 24, Hotel Post Hotel, Denver. J. E. M. Buckstaff, secretary, Denver.

Texas Association of Fairs, February 1-3, Adolphus Hotel, Dallas. Peter H. Smith, secretary, Fairview, Dallas. O. D. Mansfield, executive.

New York State Association of County Agricultural Societies, February 30, Ten Eyck Hotel, Albany. G. W. Harrison, secretary, Albany.

BRIGHTON, N. C.—Associations about to meet are listed, as inquiries are being made.

About \$475,000 over 1939, causing a deficit of \$3,122. Cash receipts were \$476,000, an increase of \$60,857 over 1938 and \$1,200,000 over the previous year performed by James Lynch and his death. Money in trust of the grand stand were credited him \$100,000. Total he had \$1,500,000, compared to \$3,750,000 in 1939. The previous year's year. Decrease in barrens race entries affected revenue.

MADISON, Wis.—Circuit Judge Alvin C. Rice has granted Circuit Court State Bank a judgment of foreclosure on Dane County Fairgrounds against Dane County Agricultural Society. Judgment is for 100-acre tract. Judgment is for \$20,000. Operation of the fair has been discontinued.

DETROIT—Elmer Smith has resigned as president of Wayne County Fair, Northville, Mich.

Grand-Stand Shows

EMER NEWELL reports from Okonowoc, Wis. that the Okonowoc and Okonowoc in the recent Mackie-Morton indoor circus in Boston marked close of his season. He was seen in the city of Okonowoc in the Grand stand in 1939, which he had been seen in the city of Okonowoc in 1938. He was seen in the city of Okonowoc in 1938. He was seen in the city of Okonowoc in 1938.

PENNY, "Duke of Kankak," reports he has signed to clown with Elmer Newell and his Doves Deland in 1940, making his annual season with that organization. He was scheduled to leave his

Out in the Open



Hands at Fairs—No. 2

ISAABELLE WALSH'S words about the booking of hands at fairs have drawn more from two well-known historians who have written about the subject. Even if they had not been around at all, it is probable that their words still be verified in the case of the hand if they had something valuable to say. As in the case of Miss Walsh, who is connected with an outdoor attraction office, this came in on the attention for the time being—because of any form of speaking out, but because we think the boys and girls and women and men of their line will. We'll respond to an entrance one at the proper time.

We now hear from Everett Johnson, (See OUT IN THE OPEN on page 63)

Advance Sale Shows Directors of Ind. State

Address of Harry G. Tompkins, manager of Indiana State Fair, Indianapolis, Ind., following distribution of "The Advance Sale" a topic of a group of speakers at the 49th annual meeting of the National Association of Fairs and Expositions on December 6 in the Hotel Sherman.

We now hear from Everett Johnson, (See OUT IN THE OPEN on page 63) and receipts because more or less were made in 1939. He was one of the receipts to give us a comfortable cushion of profit to take care of bad weather or poor business conditions, so our directors began counting about the time of the meeting. The advance sale attendance. We bought our own tickets for several years, but that proved just an added expense. The advance sale at the right time for us to collect, but we had a surplus of tickets. The right time to keep the cash customers away from our fair, so we dropped our last year's advance sale to 25 cents.

In 1939 Indiana State Fair decided to put on an advance sale of tickets at 40 cents each. Our regular admission is 50 cents. These tickets were placed on sale at City square, at elevators, ticket stations and other business places in Indianapolis on December 11. The sale was closed at 5 p.m. the evening before our fair opened, at which time

the tickets were sold at 40 cents each and collected. OK, so what, the plan wasn't a success? Well, it was a success. The 10-cent reduction in admission price, and the tickets could be purchased until the night of our opening. The advance sale, one of the years we used this plan, the advance sale of tickets at 40 cents each, was sold in 1939. State sold 30,000 of these 40-cent tickets at 30 cents each, winning a balance of 30 cents on each ticket to get additional customers in their shoes.

Indiana fair directors decided on a new plan for advance sale. We printed 50,000 tickets at 30 cents each, plus 25 cents each. We informed the public through newspapers that when these 50,000 tickets were sold, the advance sale would be no more printed, that each receipt would be good for 25 cents, and the 25,000 tickets were sold. These 50,000 tickets were sold thru banks, drug stores, and other places. We had a very busy advance sale through the State. They were all sold. We had a very busy advance sale and we had \$12,500 in cash for (See IN ADVANCED SALE on page 77)

Selden THE STRATOSPHERE MAN

WORLD'S HIGHEST NOW BOOKING 1940 ENGAGEMENTS Write today for complete information and illustrated program. PERMANENT ADDRESS: One of The Seldens, Green Cove, Fla.

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HASC Holiday Parties Click

Gifts—Trend local kiddies—Mrs. Ruth Martone directs Auxiliary activities

KANSAS CITY, Mo., Dec. 30.—Event of American Showmen's Club-sponsored ballroom parties here last week-end in the Hotel Hotel here last week-end. Thirty courtesy of Elmer Hunt, ball manager, the lobby was turned over to the club and Ladies' Auxiliary. A 30-foot tree with decorations and lights with spotlights being played on the decorations, Annual Children's Christmas Party Reception was given by Mrs. Ruth Martone, I. Levin, of Midwest Mercantile Co., in cooperation with the club. More than 500 10-pond paper bags containing six bars, candy, nuts and fruit were distributed to the children and their neighborhood.

Frank H. Cogg, of Baker-Lockwood Co., did a fine job as Santa Claus and music for the concert was furnished by Mass-Wave **HARD HAT** Parties on page 43

MSA Frolics; Ball Date Set

DETROIT, Dec. 30.—Michigan Showmen's Association held its second annual Christmas and Get-Together Party in the clubrooms here on December 27 for members and friends of the organization. Events got under way early and lasted until 2 a.m. the next day. Night's program was well received and most of the members dined turkey, chicken and steak, while the club gave a gift.

During the party officials announced the club's fourth annual ball would be held in the Main Ballroom of the Park Wayne Hotel on January 23. Betty Bryson's Melody Maids will furnish the music and plans for the outstanding show show are rapidly nearing completion. Tickets are being disposed of by mail.

Officials said they planned to stage other social functions in the clubrooms during the winter here that the organization's financial condition is sound.

W. T. Jessup Starts 10th Season With Mike Krekos

SAN FRANCISCO, Dec. 30.—Manager Mike Kerkus of West Coast Amusement Co. said here this week that W. T. Jessup had been re-engaged as general agent of the organization for 1940 and Ted Levitt, son of the late Vic Levitt, was signed to handle the press in advance and have charge of shows' advertising department.

In outdoor show business for more than 20 years, Jessup will be starting his 10th season as general agent for Kerkus.

MAX LINDERMAN, owner-manager of World of Mirsh Shows, who was elected president of the National Showmen's Association, New York, on December 27, Friday night, was elected by the auxiliary retirement of President George A. Herick, for whom the post of president emeritus was created in appreciation of his services during the show's first two years.



ELECTED OFFICERS of the Ladies' Auxiliary, Pacific Coast Showmen's Assn., at the annual election on December 27, the group is shown at the table of the organization for 1940. Photo represents a snapshot, some date, all being captured on January 2. Left to right, they are Bobe Miller, first vice-president, Pina Rodgers, president; Helen Gorman, (top), secretary-treasurer, and BEITH WATSON, second vice-president. President Rodgers has been actively engaged in outdoor show business more than 20 years and of one time owned and operated the Rodgers Amusement Co. A member of the auxiliary first year, she has been a general agent on several West Coast Shows and at present is connected with Middle River Shows and Sides. Photo furnished by Lucille King.

Talent Is Signed For IAS Shindig

ST. LOUIS, Dec. 30.—Officers of the International Association of Showmen announced this week that Ernie Vovolis' Orchestra and a band of 15 members have been engaged to furnish music and entertainment at the club's annual dance, which will be held in the Grand Ballroom of the Deloto Hotel here on February 11.

Tom W. Allen, entertainment committee chairman, said that prizes will be awarded for the best musician and ruckiest costumes at the dance.

Lawrence Signs Special Agent Frank Braunstein

NEW YORK, Dec. 30.—Sam Lawrence, owner Lawrence Greater Shows, announced signing of Frank Braunstein as special agent for 1940. Braunstein has been a. n. of West's World's Wonder Shows.

"New Law of Copyright Infringement"

See General Outdoor Department of This Issue.

St. Louis Showmen Tendered Party by Mrs. A. J. Pearson

ST. LOUIS, Dec. 30.—Joy resigned evening Thursday night in clubrooms of the International Association of Showmen in Maryland Hotel here when President Alice Jane Pearson of Missouri Show Women's Club played hostess at a big party in honor of her club and IAS. She furnished all of the refreshments, favors and prizes, and after a well-kept dancing prevailed until early morning. Mrs. Pearson made a splendid talk, which was answered for the showmen by Tom W. Allen, who referred to her as "the queen of all hostesses."

Among show people present were Mr. and Mrs. Tom W. Allen, Elmer Brown, Mr. and Mrs. Harry Cobb, Harry G. Condon, Mr. and Mrs. George W. Little, Dick Book and Bob Springs, Ark. were guests of Owner and Mrs. Sam Robinson at the show. Christmas party on the air-pretains here, where shows are quartered, on December 28. Event included a buffet supper and dance Sunday night. (See **SALOMONS FETE** on page 41.)

Solomons Fete Showfolk At Annual Holiday Party

CARLISLEVILLE, Mo., Dec. 30.—Members of Bots Little Shows, wintering here, and friends and showfolk wintering in St. Louis, Okley, Ill.; Little Book and Bob Springs, Ark. were guests of Owner and Mrs. Sam Robinson at the show. Christmas party on the air-pretains here, where shows are quartered, on December 28. Event included a buffet supper and dance Sunday night. (See **SALOMONS FETE** on page 41.)

hour more," but again they were fooled by our treasurer, who went over their heads by getting a "30-days-later" move. We later learned the reason for the "later" move was that there was a shortage of cash they thought it better to get inside town too late to recognize Christmas on Monday than to call off the festivities entirely.

With the show in town and set up on the lot by Sunday night, we had some time to figure out a way to overcome the "later" move. However, instead of the history of the show had the day passed, it would have been a long haul by stock we "ran" the show could not.

(See **BALLYHOS BROS.** on page 41.)

PCSA Members Guests at Feed

230 lbs of turkey served at annual dinner—floor show, dance features

LOS ANGELES, Dec. 30.—Annual Christmas Dinner at which the Pacific Coast Showmen's Association plays host to all members, their families and former members, especially invited to the clubhouse at Grand avenue and Wilshire boulevard here last Christmas Day. Shows were present in holiday decorations, designed by Charles Wilson, who had also contacted the editor, assisted by Mrs. Lillian Bechtel. About 200 pounds of turkey, with all the trimmings, was served. James D. Smith was head waiter, with Jack Updell, Mr. and Mrs. W. Campbell, Dick Mingo, Meyer Schless, Oscar Slavovitz, Frank Murphy, Don Slaver, Jay Coast, Joe Star (see **J.A. MEMBERS** on page 42)

MSA Stages Gala Christmas Dinner

NEW YORK, Dec. 30.—More than 150 turkey dinners were served by the National Showmen's Association in its clubrooms on Christmas Day. Ladies' Auxiliary, headed by Stella O'Neil, newly elected president, turned out on mass to serve the seven-course, usual menu which was prepared by Mrs. O'Neil and assisted by Chels William Webb and Jack Christenson and Edward Harry Barrows, who were characteristically attired in white aprons. Two turkeys proved insufficient and two more were ordered. Max Linderman, 1940 president, attended with his parties, and ringmaster for the occasion was Andre Darnost, who presented Joseph (ALX) MERAZO, Punch and Judy, Emil Jarro, the veteran magicians and Gwendolene (See **MSA STAGES DINNER** on page 42)

Dr. Bozeman Joins Art Lewis in Medical Head

NEW YORK, Dec. 30.—Dr. James Kennedy Bozeman has been received by Art Lewis (show) to supervise newly created medical unit department in line with the org's entry into the railroad-show bracket next season.

Dr. Bozeman served in a similar capacity with World of Mirsh Shows the last two seasons.

Ballyhos Bros.' Circulating Expo. A Century of Profit Show

By STARR DUBELLE

Mail No. 7, 1939.

Dear Mr. Herick: Last Saturday night the circus was a world of opposition to the "new law" of copyright infringement. The towns ordered the Ballyhos to report later than usual but our lot man insisted on an early loading. Then the office asked for the lights to be cut out and the loading done to be done in the dark, but again it met opposition when our electricity refused to obey the order. After the train was loaded the railroad-money payment was held up, but the show's treasurer walked to the freight car and paid off. The bosses then asked for a "100-more-than-10-into-an-

hour more," but again they were fooled by our treasurer, who went over their heads by getting a "30-days-later" move. We later learned the reason for the "later" move was that there was a shortage of cash they thought it better to get inside town too late to recognize Christmas on Monday than to call off the festivities entirely.

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(See **BALLYHOS BROS.** on page 41.)

FRIENDS of Missouri Show Women's Club and owner-manager Max Linderman, who was elected president of the National Showmen's Association in New York, on December 27, Friday night, was elected by the auxiliary retirement of President George A. Herick, for whom the post of president emeritus was created in appreciation of his services during the show's first two years.

Midway on Fab

BY THE MIXER
(Communications to 25 Opera Plaz, Cincinnati, O.)

WAITING now for the grand leg.

WINTERING in Jacksonville, Fla., are Mr. and Mrs. C. W. ...

CHRIS M. SMITH spent Christmas in St. Matthews, N. C.

MARVIN HUDSON, Elmira, N. Y., signed his commission with O. J. Beach Show for 1940, reports Owen Bach.

BUDDY FRANK spent the holidays with his parents, Mr. and Mrs. Alva Frank, at their fishing camp, Owen Springs, Miss.

W. M. (OSCEOLA) HANSELL, "Mayor of Miami Point, Miss.," casts Iron Cavalier, Miss., that he is doing fair business on the land this winter.

BILL POWELL goes from Vancouver, B. C., "Just returned from the bank here

"GOING outside" is often termed in midcity and not in unadvised immaturity.—Out-of-Gear Heavy.

AFTER a fairly successful season with Jack Hamilton's Ride Show, Rose Kelly-Jackson, recently, is opening the riding in New York.

SINERY AND MILKED PIERSON, of T. J. Edwards' Show, are playing a night club dance in the West after producing the girl shows for the Southwest Fair, California, in Paso, Tex.

WHAT'S the use of having an organization if you can't keep it just a little—Coast Peleg.

MRS. AND MISS WALTER JAAP and one, Archie, of Barker Show, spent the holidays with relatives at their old headquarters in Park River, N. D.

MRS. AND MISS JAMES DEVITO, who are wintering in Clearwater, Fla., have booked their four concessions with the O. J. Beach show for 1940, Owen Bach reports.

ONCE when a time, a concessioner who had become a seasonal manager gives his general agent a cigar for Christmas.—Eds McGee.

PANTHER FRODO, who closed with Cream Nuts' Hawaiian Show on the January 3, 1940, performance, is operating the water in San Antonio, Tex., playing local night clubs.

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ASTRO FORECASTS AND ANALYSES
(Complete 1940 now ready)

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Mr. T. JESSUP, general agent of West Coast Amusement Co. for the past two years, has been resigned of the same management for 1940 by Mike Krohn, manager of the show. Crohn, who is the son of the late Vic Lentz, has been engaged to handle the show in advance and have charge of the show's advertising. Jessup's more than 25 years in outdoor show business has taken him into circus, carnival and legit road-show fields.

and they are giving \$1 for \$10. Next stop will be San Valley, Tex.

THOSE who have in quarters now will be met with open arms when they come—Oscar, the Ham.

WELL-KNOWN former tromper, Jesse Blazey, came from his home in Mt. Vernon, Ill., that he expects to re-enter the restaurant business there soon.

T. A. (KID) STEVEN, now from Mobile, Ala., had his auto was destroyed by fire while on route from Jackson, Miss., to Georgia, recently.

DON (DOC) JEEB, proprietor for Beckman & Querry Show, in 1939, is being booked into the Mo. 1 sports arena for The Liberty (Mo.) Show.

THE who got caught in the lobby while it was being carried out a day earlier.—Frank-Money Dan.

SPEDDY QUICHE, electrician on Happiness Show, and wife, Parvada, as well as her two children, are to be the sole operators on the organization.

WINTERING at his home in Lenoire, Ark., is George C. Weaver, who advises that he plans to return to Beckman & Querry Show in 1940.

EXCITEMENT below the "Smith & Wesson" Show, Mrs. Edna M. Smith, who is to be featured at the spring date, are to be put all understanding.

HEAVY ATTRACTION, Mrs. Edna M. Smith, who is to be featured at the spring date, are to be put all understanding.

HAPPY ATWOOD, part from Clewton, Mich., "Have just finished another year in the role of Santa Claus in a local show, and will be back in the role until the carnival season opens. Mrs. Edna M. Smith and I are enjoying life in our new trailer."

DONAT BROS.' VARIETY REVUE, with the Dorothy Lane Girls and Nat Harvey, were in operation at the outdoor show at the El Paso Zoo, New Orleans, for four weeks after a six-week stand in the city. They have left for the Crescent City state show of the outdoor season.

THEY did play several week-end fairs last season, says Annie Fay, ball-game sales with Kansas Fairland Show, but it was the fault for not satisfying the manager not to book them.

SINCE show of the season, M. O. Whelan, has been wintering in the suburban markets of Virginia and North Carolina, and reports from Hixley. He adds that he produced a new show in the city of West Virginia and South for January 1.

WORLD OF FUN SHOWS, Joe Stebbins, tells from Hixley, Fla., that Stebbins has been good on Indian River. Among several week-end visitors were Mr. and Mrs. Edna M. Smith, Mrs. Edna M. Smith, and W. C. Carl, manager of the show's touring his name.

I HATE Leap Year, not because it is that new because it's January, you, but because February has an added day, because you will 24 hours longer before spring and the show's success.—Three-Day Kiss.

DAVID LONGDON recently appeared on a benefit show at Victory Theater, Tampa, Fla., in a Mae West interpretation under the billing, Linda Lopez, he reports from the Florida City.

AT YULETIDE dance under the act was well being carried out who didn't see it on Christmas tree.

O. J. BACEL, owner of the show being his name, has signed Mr. and Mrs. Hank Johnson, who are to be featured in the show, will present their circus, pony ride and free act.

AMONG show's wintering in Jackson, Miss., are the Mrs. and Mrs. Charles Green, Harry Bagg, Danny Kline, James H. Dow Jr., Eddie Lewis, Ray Tucker and George Lee.

FAMEL J. J. "New show has GOOD proved agent to replace one of our who built on the show, but will keep his name until for the second."

J. ED BROWN, "Ex-Mayor of the Midway" at Golden Gate Exposition, at latest reports in Hill Country, in tourist care of Mrs. Bush street, San Francisco, and would like to hear from friends.

MURBELL RAMSON, who closed his second season with J. T. Hutchins' Midway Show in Clearwater, Fla., has been managing a bowling alley in Fairfield, Fla., while he plans to remain until June 1.

A GOOD affable executive is one who can show the boss how to increase the show's success, but not with new ideas, changes that eventually hold up the show that are hard to fight.—Colonel Pat.

"ALTRIO, once political position, are still unfulfilled," says B. H. Ryan from Jacksonville, Fla., who has been in the show, says he certainly going to put two more years in the show, and will be two months gone in every work pocket.

PEUNLAND SHOWS' services agreed by Ted C. Taylor Management agent a number of repeat dates for 1940. Felix Traub is general agent for the show, Atlanta, Fla., as is Mrs. Bentley. Both admit they will return for the opening on April 1.

TO AVOID those friendly little titles that served not even the manager of the Great Western Fair, he has been told to give all his agents the title of "General" out season.

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SINCE show of the season, M. O. Whelan, has been wintering in the suburban markets of Virginia and North Carolina, and reports from Hixley. He adds that he produced a new show in the city of West Virginia and South for January 1.

WORLD OF FUN SHOWS, Joe Stebbins, tells from Hixley, Fla., that Stebbins has been good on Indian River. Among several week-end visitors were Mr. and Mrs. Edna M. Smith, Mrs. Edna M. Smith, and W. C. Carl, manager of the show's touring his name.

I HATE Leap Year, not because it is that new because it's January, you, but because February has an added day, because you will 24 hours longer before spring and the show's success.—Three-Day Kiss.

DAVID LONGDON recently appeared on a benefit show at Victory Theater, Tampa, Fla., in a Mae West interpretation under the billing, Linda Lopez, he reports from the Florida City.

AT YULETIDE dance under the act was well being carried out who didn't see it on Christmas tree.

O. J. BACEL, owner of the show being his name, has signed Mr. and Mrs. Hank Johnson, who are to be featured in the show, will present their circus, pony ride and free act.

AMONG show's wintering in Jackson, Miss., are the Mrs. and Mrs. Charles Green, Harry Bagg, Danny Kline, James H. Dow Jr., Eddie Lewis, Ray Tucker and George Lee.

FAMEL J. J. "New show has GOOD proved agent to replace one of our who built on the show, but will keep his name until for the second."

HEAVY ATTRACTION, Mrs. Edna M. Smith, who is to be featured at the spring date, are to be put all understanding.

HAPPY ATWOOD, part from Clewton, Mich., "Have just finished another year in the role of Santa Claus in a local show, and will be back in the role until the carnival season opens. Mrs. Edna M. Smith and I are enjoying life in our new trailer."

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AFTER closing with Steve Amusement Co. at Wood Beach, the Grand Old Show, Oakland joined Mack Quigg Fleming Show, for a final playing several weeks to satisfy factory people before going to London, Fla. to spend the winter with Mr. and Mrs. Evans.

POHLENS CONNECTION agent and his assistant, Lou Smith, is operating an amphetamine house in Jacksonville, Fla. and shortly received a two-month sentence from an indictment. He was warned that such a sentence would be exacted if the doctor and dentist complete treatments.

DE FABIO, Tom, owner by W. M. (Dilly) Brown for the past three seasons and a number of shows! He's seen here as usual. Frank Burke shows played the Southwestern Fair Carnival and last year also capped shows and rides, making for a profitable midway. It's out on East Tenth St.

MR. AND MRS. KILLIE GRADY, operator and ride operators on Bevis Bros' Shows for the past three seasons and a few days, Tampa, Fla. Florida, Ala., Decatur, Ga. and Miami, Fla. for a few weeks' vacation, which will be apparently fading. Killie also has The Redwood agent on the coast.

SPENDING THE time as not handling the aerial rigging. It's a waiting game to see what the others are going to do and what the nearest available talent looks like, Madrasville, Okla.

PAST SEASON correspondence on Harry Burke Show, Mr. and Mrs. A. H. McClanahan, according to the show's parents, Mr. and Mrs. Joe Colby, Malvern, Ark. spent the holidays in Los Angeles, the McClanahans will be in the Burke operation in 1940, he will be going south and she with him.

POV. THE past eight seasons with Royal Amusement Shows, Mr. and Mrs. George Haley are wintering in Ft. Pierce, Fla. where the latter has been in Florida for a long period for a few weeks after a serious illness. Physicians report it will be several weeks before he has recovered sufficiently to leave the hospital.

MR. AND MRS. C. D. SCOTT and grand-daughter, Charleston, who spent the holidays in Florida, will be in the Orlando, Fla. also visited T. O. McDonald and wife in Tampa, Fla., officers of the "Redwood" Show in Ft. Lauderdale during the coming season and to verify current contacts.

MIRAGE get into the habit of giving your communications to The Mirror. Last week we received no fewer than 15 letters which did not carry a signature. As we were unable to find the names of the correspondents which do not bear your name, they probably were published. We appreciate it very much if you'd cooperate in the matter.

MR. AND MRS. BOY GRAY, Texas Show, spent the holidays in Indianapolis, home of the better parents. Before arriving in Indianapolis the day before Christmas the Gray family with Mr. and Mrs. Lyle Richmond, Dallas, Tex., spent the holidays. For 1939 a band leader with a number of large animals, is operating a string of rides between Ft. Worth and Southwestern, Okla.

MRS. BOSS (to first executive assistant): "Please come to the showgrounds at once. The show is excellent. The show is in the European war in the kitchen and will not have time to go to the light company's office."

AFTER calling on several fair committees in Tennessee and Kentucky, Joe Oather, manager of Buckeye State Shows, reports that the Midway, Okla., operated with Mr. Oather. He planned to return quarters in Lakeland, Fla. and as a temporary he begins construction work, program of which calls for installation of a right hand purchased recently. Three light towers and at least three more light towers will be built in addition to repainting all equipment and trucks.

HERD DAVIS, who has been re-staged as secretary-treasurer of King of Shows, reports that the organization is in quarters in Sherman, Ala., and that plans are being made which will be contacted in time for opening in Oklahoma. Questions are being asked by Walter Carver and Manager Robert B.

Kilise, who has recovered from a recent illness and is currently handling advance bookings. Among recent visitors were Charles Dell, T. A. Stevens and Job Young.

CHARLES (HERB) YOUNG is in City Hospital, Nashville, Tenn., recovering from a recent gall-bladder operation and expects to be home in a few days. Joe Joseph reports these notes. Young had been working in quarters of Bingham Shows, Nashville, when he was suddenly stricken and rushed to the hospital. After the operation he was at the hospital for a week, when side pains of the organization gave him blood transfusions, enabling him to recover. Mrs. Charles Young says he'd like to read letters from friends.

SCOTT BROT'S SHOWS quarters notes by A. P. MacCamy, Manager South and West in charge of the fair in Virginia with his father, but are now in Oklawaha, Fla. with doctors' brother, Turner. They will return to quarters in Jackson, Tenn. about January 1, to commence construction work. Mrs. Scott recently purchased a new stage layout and Manager Danny Brown is building new seats and lighting equipment. C. W. Lawrence has the new talent box and Midway packing and ready to go. The general opening, The-A-Whirl and Rocket rides are ready.

AT TWO o'clock were Mitz-hiding their heads one said to the other, "This is New Year's Day! Only January, February and March to go before the show opens. Why is it only New Year's month? I can do four months!"

work is being done there and that many improvements are being planned.

American Carnivals Association, Inc.

By MAX COHEN

ROCHESTER, N. Y., Dec. 30—Association started the New Year by organizing the first street fair activities have been planned for 1940. The high officials stated that its purpose and efforts are beginning to be indicated by the carnival industry, that they are searching its approval and that they are being accepted by the industry.

It is our plan during the coming year to revivify the series of articles on the many phases of the various subjects a interest to our membership and we would appreciate hearing from the members of the association as to these subjects of the subjects to be considered.

During the past two weeks the association has received numerous holiday messages from its members and others.

Los Angeles

LOS ANGELES, Dec. 30—Showfolk staged merry Christmas parties here. At Wood Beach the Showman's Alliance was the scene of a merry party and a large New Year's reception in quarters provided. Charles 20 Big Shows tendered the annual decorations to quarters here. O. H. Hildebrand also served in quarters here. At Fisher show, George C. Crowley, of George's Grand Shows, a tour of the town. Roy Barnett and Hildebrand will return to their headquarters at the May Co. Inc. Jack and Linda will be in the Mission Street during the holidays. Jack has also returned from the East and is located at the

Charley Deje, who was recently injured at the Fresno, Calif., Thrill Show, has returned to Los Angeles and is reported he will be able to resume work in two weeks. Bob Ferguson, who was injured at the same show, came in from Pomona, Calif. and is now in quarters here. Triples is critically ill in Community Hospital, Citrus City, Calif. Charley Osterman has recovered after a short illness. Will Wright came in from San Francisco, Calif. and is now in quarters here. Charles and plans a tour beginning January 2 in Texas. Arno, William C. Lowrey and Charles Osterman in San Francisco, where they have been confined for several weeks.

Henry Jeter's Show left with Sacramento, Calif. Marie LeDoux opened this week in Knoxville, Calif. Charley Soderberg was also sighted in town. Mr. and Mrs. Frank Osterman in for a short stay. K. H. Stangland, Charley Gray, George Hill and Charles Osterman in for a short stay and H. E. Kiley are among holiday visitors. Al Anderson reports he is doing well in quarters here. Barbara and the mid March (April) leaving from Long Beach, Calif. and will be in Los Angeles next night for Aurora, Ill. where her mother is critically ill.

Fontana Remains With Beth

NORTH BIRMINGHAM, Ala., Dec. 30—L. H. With, manager of Beth Shows, said here this week that he had received word from the Birmingham manager and general agent for 1940. It will be Fontana's fourth year in this capacity. With reports that the show is doing well in quarters here. Mr. W. L. Hill, manager of the Birmingham Show, Charles Stricker, Frank Reynolds, Ed. Bowman, Joe Wilson, Paul Graham Jr. and Kay Lee, who are on the road, are in wayward way, as plans for next year are being set. The trip will include fighting a Beth air battle plan. Several past meetings in the North.

THANKS! THANKS! THANKS!
... TO YOU ALL ...

ACCEPTING, DECLARING and Buying Our AMUSEMENT RIDES
THE LOOP-O-PLANE, OCTOPUS and ROLLOPLANE
as TOP MONEY, MOST PRACTICAL and PROFITABLE equipment
make us happy beyond expression.

WE WISH YOU ALL A "MOST PLEASANT AND PROFITABLE NEW YEAR"
EYERLY AIRCRAFT COMPANY
LEE AND ABNER
SALEM, OREGON



EVANS MONEY MAKERS
Make your Christmas the LIKE A BOSS!
Buy an EVANS of your Christmas
Amusement Equipment

PADDLE WHEELS OF ALL KINDS \$7.50 UP

Long Beach Showing Ball Game on a Wheel of Fortune, Octopus, Rolloplane, etc.

FREE CATALOG
H. C. EVANS & CO.
1312-1320 W. Adams St., Chicago

FLYING SCOOTERS TOPPED THE MIDWAY

Canadian National Exhibition 1939



ENTIRELY NEW PORTABLE
Streamlined Light-weight
Loads on one track
Price and Terms You Can Easily Meet.
Write for Details.

BISCH-ROGGE AMUSEMENT CO.
2441 Colgate Drive Aurora, Chicago, Ill.

FLASHY MIDWAY RED SYNTHETIC ENAMEL

Non-Bleeding, Non-Fading
Regular \$1.50 Gal. **\$1.25**
NOW ONLY 75¢ GAL.

PAINT YOUR MIDWAY OUR WAY
AND SAVE \$\$\$

WE PAY THE FREIGHT
PAINT EXCHANGE OF CHICAGO
2355 Milwaukee Ave., CHICAGO

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

BILL BUSINESS CARDS—\$1.50 THOUSAND. Business Stationers, Book Binders, Advertising Column Text, Printing Lists, Paper Trainers, Bookkeepers, Accountants, Compositors, Clerks, Salesmen, Advertisers, Illustrators, Copywriters, Designers, Draftsmen, Engineers, Architects, Electricians, Plumbers, Painters, Contractors, etc. **WILLIAMS, 2130 Gladys, Dept. L, Chicago.**

SCENERY AND BANNERS

GENERAL AND SIDE-SHOW BANNERS and **BIG LETTER BANNERS** for all occasions. **RIEMAN STUBBINS, INC., 1232 1/2 First St., Chicago, Ill.**

THEATRICAL PRINTING

HANDLERS—ASSORTED COLORS, 1,000 Cps. \$2.75, 2,500, \$3.95, 5,000, \$5.75. **WINE PRESS, Lancaster, Ky.**

WIRELESS CARDS—14x23, ONE COLOR, 100, 250, 500, 1,000, 2,500, 5,000, 10,000. **WINE PRESS, Lancaster, Ky.**

WANTED TO BUY

CLOWN HATS, JARCO, ELEPHANT OR BEAR from one State price. **EDDIE BROWN, 318 Grand, Chicago.**

At Liberty Advertisements

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NOTICE

Due to the expense of postage necessary for the forwarding of ads addressed to "blind" ads, or when there is a box number or P. O. number, the advertiser is required to add \$1.00 to the ad, in addition to an additional charge of \$1.00 to be necessary to cover the charge of postage. Thereafter when listing the cost of publishing your advertisement kindly add 50¢ for the forwarding of copies.

AT LIBERTY ACROBATS

THE FLYING TRAPEZE—AMERICA'S NEW, new and novel theatrical attraction. Fourteen girls perform an astounding trapeze act, with a variety of acrobatic feats. **Capitol, 1540 N. Dearborn, Chicago, Ill.** **WINE PRESS, Lancaster, Ky.**

THIRTY GOOD TUMBLERS, AGES 22 AND 23, and ground routines. **Hand and Head J. J. WINE PRESS, Lancaster, Ky.**

AT LIBERTY AGENTS AND MANAGERS

CAPABLE AGENT FOR Carnival or Circus, with new car, for South, Southern or A. I. State on mileage guarantee and profit. **Available Dec. 1939, January, February, May, June, July, August, September, October, November, December, 1940.** **WINE PRESS, Lancaster, Ky.**

SELLER, AGENT, MANAGER, PUBLICITY— on CROQUET—new and attractive property. All sound risks, stable carfare market. **Fernando W. Sells, 200 N. Dearborn, Chicago, Ill.**

AGENT, Double, Full-time, Chicago, Ontario, and West. **Chas. J. Wood, 2820 N. Dearborn, Chicago, Ill.**

AT LIBERTY BANDS AND ORCHESTRAS

AVAILABLE FOR HIGH-CLASS HOTELS, CLUBS and private parties. **WINE PRESS, Lancaster, Ky.**

THE NEWEST BAND with 11 members. **WINE PRESS, Lancaster, Ky.**



HERE is a picture of a section of James Bonelli's showboat, **Water Queen**, as it appeared in 1911 while plying the Mississippi River. The boat is no longer in existence. Standing on the lower deck, left to right, are Ray Lambert, advance agent; James Bonelli; next three are not known; Harry Keller, conductor; and Charles Anley, leading man and producer. Names of remaining people are not remembered. On the upper deck, left to right, are Mrs. Kitty Kight, Oliver Kight, Mrs. Bonelli, John Gilpin (holding his son Carl) and Mrs. Gilpin.

The **Billboard** invites its readers to submit photos taken from 25 to 25 years ago. It is especially requested that pictures be CLEAR and that they be accompanied with complete descriptive data. Group photos are preferred, but pictures of individuals who are STILL LIVING will be welcomed. They will be returned if so desired. **Address Show Family Albums Editor, The Billboard, 25-27 Opera Place, Cincinnati, O.**

SIX-PIECE BAND—with orchestra leader for 1940. **WINE PRESS, Lancaster, Ky.**

TED WATSON and his orchestra—A 14-piece band for steady or casual lounge and ballroom work. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY CIRCUS AND CARNIVAL

A-1 FAST GROUND TUMBLER, also have a special feature. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY MISCELLANEOUS

CAN YOU USE A MAN that has had his own business. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY M. P. OPERATORS

PROJECTOR—Can operate 8x10 or 10x12. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY MUSICIANS

HAMMOND ORGANIST

Specializing in **Rafale Rock, Work, Jack Hammer, 480 Channah, Buffalo, N.Y.**

AT LIBERTY—organist for 1940. **WINE PRESS, Lancaster, Ky.**

"PIP-BEK"—Weekly show, new playing New Orleans. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY PIANO PLAYERS

PIANIST AT LIBERTY—EXPERIENCED ALL levels. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY VAUDEVILLE ARTISTS

AT LIBERTY—TEAM, MAN, PRODUCE. **WINE PRESS, Lancaster, Ky.**

TEAM—31P, MID OR MUSICAL SINGERS. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY—TEAM, MAN, PRODUCE. **WINE PRESS, Lancaster, Ky.**

AT LIBERTY—TEAM, MAN, PRODUCE. **WINE PRESS, Lancaster, Ky.**

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AT LIBERTY—TEAM, MAN, PRODUCE. **WINE PRESS, Lancaster, Ky.**

HASC HOLIDAY PARTIES

(Continued from page 28) got Huse's daughter, **Ms. Huse**, Sunday night, was given a party at the **Ladies' Auxiliary**, which held its Christmas party at the **Wine Press**, **Lancaster, Ky.**

Community singing then presided with **Ms. Huse** (from page 28) and Christmas dinner in one of the show's large tents, which is owned on the grounds of the **Wine Press**, **Lancaster, Ky.**

SOLOMONS FETE

(Continued from page 28) and Christmas dinner in one of the show's large tents, which is owned on the grounds of the **Wine Press**, **Lancaster, Ky.**

AT LIBERTY PARKS AND FAIRS

LADY CHIMPANZEE TRAINER—BRANES OF

WINE PRESS, Lancaster, Ky.

WINE PRESS, Lancaster, Ky.

CONVENTIONS

ALABAMA
Birmingham Assn of Southern Agri. Work-
ing Men, 1940, Jan. 12-13, Hotel Cecil, 2200
Blount B. Bldg.

Alabama State Cotton Prodn. Assn. Feb. 1-
3, 1940, Hotel Cecil, 2200 Blount B. Bldg.

CALIFORNIA
Berkeley—Orange County, April 29-30,
Berkeley, Cal.
Berkeley—California Com. of Hort. Prodn.,
Jan. 25-26, Hotel Cecil, 2200 Blount B. Bldg.

COLORADO
Denver—H. H. Stone Co., Jan. 16-18,
Hilton Johnson, Boulder Dam.

DELAWARE
Wilmington—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

CONNECTICUT
Hartford—H. H. Stone Co., Jan. 16-18,
Hilton Johnson, Boulder Dam.

FLORIDA
Jacksonville—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

GEORGIA
Macon—Assoc. of Old Farmers, Jan. 13-14,
Hotel Cecil, 2200 Blount B. Bldg.

ILLINOIS
Chicago—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

INDIANA
Indianapolis—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

IOWA
Des Moines—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

KANSAS
Topeka—H. H. Stone Co., Jan. 16-18,
Hilton Johnson, Boulder Dam.

KENTUCKY
Lexington—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

LOUISIANA
New Orleans—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

MAINE
Portland—Order of Old Farmers, Jan. 24-
25, Hotel Cecil, 2200 Blount B. Bldg.

MASSACHUSETTS
Boston—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MICHIGAN
Lansing—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MINNESOTA
St. Paul—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MISSISSIPPI
Jackson—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MISSOURI
St. Louis—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MONTANA
Butte—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEBRASKA
Omaha—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEVADA
Las Vegas—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW YORK
New York—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW JERSEY
Newark—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW MEXICO
Albuquerque—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW HAMPSHIRE
Manchester—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

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PENNSYLVANIA
Philadelphia—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

SOUTH CAROLINA
Charleston—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

TEXAS
Dallas—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

VIRGINIA
Richmond—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

WEST VIRGINIA
Martinsburg—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

WISCONSIN
Milwaukee—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

WYOMING
Cheyenne—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

ALABAMA
Birmingham—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

ARIZONA
Phoenix—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

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MASSACHUSETTS
Boston—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MICHIGAN
Lansing—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MINNESOTA
St. Paul—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MISSISSIPPI
Jackson—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MISSOURI
St. Louis—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

MONTANA
Butte—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEBRASKA
Omaha—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEVADA
Las Vegas—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW YORK
New York—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW JERSEY
Newark—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW MEXICO
Albuquerque—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW HAMPSHIRE
Manchester—Order of Old Farmers, Jan. 24-25,
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Manchester—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

WINTER FAIRS

ARIZONA
Phoenix—Live-Stock Show & Fair, Feb. 20-24,
Arizona State Fairgrounds, Phoenix.

CALIFORNIA
Berkeley—Live-Stock Show & Fair, Feb. 20-24,
Berkeley Fairgrounds, Berkeley.

FLORIDA
Tallahassee—Live-Stock Show & Fair, Feb. 20-24,
Tallahassee Fairgrounds, Tallahassee.

GEORGIA
Macon—Live-Stock Show & Fair, Feb. 20-24,
Macon Fairgrounds, Macon.

ILLINOIS
Chicago—Live-Stock Show & Fair, Feb. 20-24,
Chicago Fairgrounds, Chicago.

INDIANA
Indianapolis—Live-Stock Show & Fair, Feb. 20-24,
Indianapolis Fairgrounds, Indianapolis.

IOWA
Des Moines—Live-Stock Show & Fair, Feb. 20-24,
Des Moines Fairgrounds, Des Moines.

KANSAS
Topeka—Live-Stock Show & Fair, Feb. 20-24,
Topeka Fairgrounds, Topeka.

KENTUCKY
Lexington—Live-Stock Show & Fair, Feb. 20-24,
Lexington Fairgrounds, Lexington.

LOUISIANA
New Orleans—Live-Stock Show & Fair, Feb. 20-24,
New Orleans Fairgrounds, New Orleans.

MAINE
Portland—Live-Stock Show & Fair, Feb. 20-24,
Portland Fairgrounds, Portland.

MASSACHUSETTS
Boston—Live-Stock Show & Fair, Feb. 20-24,
Boston Fairgrounds, Boston.

MICHIGAN
Lansing—Live-Stock Show & Fair, Feb. 20-24,
Lansing Fairgrounds, Lansing.

MINNESOTA
St. Paul—Live-Stock Show & Fair, Feb. 20-24,
St. Paul Fairgrounds, St. Paul.

MISSISSIPPI
Jackson—Live-Stock Show & Fair, Feb. 20-24,
Jackson Fairgrounds, Jackson.

MISSOURI
St. Louis—Live-Stock Show & Fair, Feb. 20-24,
St. Louis Fairgrounds, St. Louis.

MONTANA
Butte—Live-Stock Show & Fair, Feb. 20-24,
Butte Fairgrounds, Butte.

NEBRASKA
Omaha—Live-Stock Show & Fair, Feb. 20-24,
Omaha Fairgrounds, Omaha.

NEVADA
Las Vegas—Live-Stock Show & Fair, Feb. 20-24,
Las Vegas Fairgrounds, Las Vegas.

NEW YORK
New York—Live-Stock Show & Fair, Feb. 20-24,
New York Fairgrounds, New York.

NEW JERSEY
Newark—Live-Stock Show & Fair, Feb. 20-24,
Newark Fairgrounds, Newark.

NEW MEXICO
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Albuquerque Fairgrounds, Albuquerque.

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Albuquerque—Live-Stock Show & Fair, Feb. 20-24,
Albuquerque Fairgrounds, Albuquerque.

NEW HAMPSHIRE
Manchester—Live-Stock Show & Fair, Feb. 20-24,
Manchester Fairgrounds, Manchester.

NEW YORK
New York—Live-Stock Show & Fair, Feb. 20-24,
New York Fairgrounds, New York.

Coming Events

Los Angeles—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW YORK
New York—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

NEW JERSEY
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Albuquerque—Order of Old Farmers, Jan. 24-25,
Hotel Cecil, 2200 Blount B. Bldg.

Dog Shows

NEW YORK
New York—Dog Show, Feb. 10-12,
New York Dog Show, New York.

NEW YORK
New York—Dog Show, Feb. 10-12,
New York Dog Show, New York.

NEW YORK
New York—Dog Show, Feb. 10-12,
New York Dog Show, New York.

NEW YORK
New York—Dog Show, Feb. 10-12,
New York Dog Show, New York.

In the Convention List appear only the names of those meetings which we feel are
of interest to the dog show public. In this category, we include the following
unclassified and listed organizations, the following:
American Legion, Veterans of Foreign Wars, Disabled Veterans and other Veterans
organizations, Elks, Knights of Pythias, Moose, Odd Fellows, and other Veterans
of American Warbirds, Eagles, Deacons, Red Men, Sons of American Revolution,
United States of America, and other Veterans organizations.
Fair and Home Organizations, Live-Stock Associations, Poultry Breeders, Boards of
Agriculture, Flock groups, Factions of Poultry, State Granges, Forestry and Outdoor
Advertising Associations.

These Lists were scheduled for the
Holiday Greetings Number but
crowded out by advertising.

Wholesale

PRIZES • NOVELTIES • PREMIUMS • SPECIALTIES

Conducted by SAM ABBOTT—Communications to 1564 Broadway, New York

1940--A Business Year

(AN EDITORIAL.)

I GO BUSINESS

By JOHN CARY

These in the wholesale merchandise industry are facing 1940 with the brightest outlook in several years. There is every reason to believe that sales during the next six weeks will surpass the records of past years.

Prize and premium users are now thoroughly familiar with the importance of sure-fire merchandise and the drama of events that bring new items which in turn bring profits. This year is a campaign year and, of course, there will be any number of items with a bearing on the presidential campaign. These items always seem to have average sales.

During the last six months of 1939 there was an upward trend in the business cycle. Authentic reports show that trade, despite war conditions in Europe, hit a peak that had not been equaled since the crash of 1929. To further underline the optimistic outlook comes the report that Christmas mailings throughout the country by far exceeded those of 1939. Stores were crowded during the holiday shopping season and the public was in a spending mood.

For the salesman-operator the return of the large card is much in his favor, pointing to a banner year. It is true that 1939 gave lay claim to some of the items that were responsible for the turn to larger boards. But these items and larger boards are starting off the year with a bang and will have much influence on activities during the year and results show when the final tabulation is taken.

The humming of factories and estimates that more people will be employed as the year grows older and the influx of the large operating and concessioner. New and streamlined merchandise, designed especially for these fields, is now being manufactured in quantities larger than ever. This fact, coupled with the one that pay rolls are larger and more regular, makes for a very bright and rosy year.

From the pickmen's angle is the fact that New York City recently permitted street sales of Christmas novelties. The action of city council not only helped pickmen but boosted the takes of firms handling the items. This action was most heartening to the trade.

Of course, there are still those in the prize field who are not doing what they consider top business. But reports that are coming in from other sections of the nation are not shame—they are based on facts. The business there, at the present time, is doing well and the outlook for working for larger takes. Start now and keep up the good work, because 1940 is off to a big start toward a record year. Let's go!

Merchandise Shows Eyed by Prize Men Seeking New Items

NEW YORK, Dec. 30.—With the new year come announcements of a number of gift and novelty shows to be held during the latter part of the winter and early spring. While bright and saleable toys, novelties and other items of promise are available at these shows, wide-awake buyers generally find it in their own shops long after the event. Presently they observe numbers that later become hot hit.

First the nation's largest trade show is scheduled to open January 8 in William Penn Hotel, Pittsburgh. This is the fifth annual and eighth season. The first New York show is the New York Lamp show, to open in Hotel New Yorker January 22-25. Also to be held in Chicago known as the Merchandise Mail Lamp Show, which opens and runs simultaneously with the Pitt show, but closes one day later.

Advance reports are that several hundred lines of merchandise from leading markets of the nation will be presented. Ample merchandise coverage will demand attention. From prize users and concession operators, toy, stationery, toys, stationery, leatherware, men's wear, china, toys and gift novelties.

1939 Jewelry Sales Higher Than in '38

NEW YORK, Dec. 29.—Jewelry sales this year will show a sharp increase over 1938, it is said. It is reported that orders to wholesalers for kinds of jewelry

Merchandise Shows Set During January

CHICAGO, Dec. 29.—Prizes and date for national merchandise, gift and lamp shows to be held in various cities through the coming year. The shows were announced this week. The events this year are expected to become more than a few hot numbers. Will also be the remainder of the year. Wide-awake salesmen and buyers, concessionaires and other users of prizes, novelties and previous merchandise, are expected to get into it. In general, numbers than ever to look over exhibits and take part in sessions. Many buyers who generally visit to European markets are planning to attend these domestic expos.

The most important of the events scheduled include Pittsburgh, Glass and Pottery show, Hotel William Penn, January 8-11. Chicago, Merchandise Mail Lamp Show, Chicago, January 8-30. New York Lamp Show, Hotel New Yorker, January 22-25. Chicago, Merchandise Mail Lamp Show, Chicago, January 22-25. Chicago Gift Show, Palmer House, January 26-February 15. Merchandise Mart Gift Show, Chicago, January 29-February 10.

This year will run hotter than those of last year. The upward trend was caused by the black and gold fashion accessories that were so popular.

General property over the nation, with business reported to be in 10 years, has been reported. With orders reopening there was a decided spirit in the market. It is reported that demand for watches ran high, putting several American factories on full time. This year, it is reported that several reports to have taken precedence over imported ones, despite reduced price on the latter.

A Column for OPERATORS & BUYERS FOR TABLES, SALES-CARDS & TRADE STIMULATORS.

By BEN SMITH

These usually are a bit of a hull rattle after the first of the year, what with most operators suffering from more or less of a lull-over and a depleted treasury. However, the appeal of the salesmen is so great that it will not be long before deals are moving briskly again and the boys are on the way to building a new slant.

That's the beauty of this business. No operator need ever be idle over long stretches. It is in fact, in fact, not ahead of pointing payments in search for something to do. If you have an idea of making good turkey novelties, you can keep going 12 months of the year with something concrete in the way of cash to show for his efforts.

There was a time some years ago when novelties were slow and unproductive. But even that has changed, opening the hearts of men, especially with the casual owners and other items that the big boys can get in production of items offered. And when the going gets tough, then they know they can go to the resorts, build resorts and maintain, and pick up a few dollars by filling in the blanks.

That treatment of continued employment, in addition to low investment requirements and the opportunity for a healthy and lively life, the premium is cornered, which has kept operators from filled in with their own business flourishing in the future.

Do wonder whether operators will make this condition for the new year? It is in fact, the business is not so often. We know of no group of business men who cooperate more in an industry and there is probably no group which could benefit more from full co-operation.

A nice fellow an operator, describing what he is doing at the moment, the type of business he is running, the method and which is going well in his business, or how he would be suited a personal operating business, he is sure to give you a percentage help to others. It never hurts to know what another is doing. However, the only way to get him in some respect regularly in for you to come through with good information yourself. How about it?

HARRY LANDRO.

Bingo Draws 6,000 At End of Shrine Game

Pt. Wayne, Ind., Dec. 28.—Popularity of bingo in the Woodrow Wilson established something of a new slant at a charitable party staged by uniformed bodies of Missis. Many "trouble boys" recently, which is reported to have created an overwhelming success of the event to the point of a 6,000 at the end of the evening drawing of the night. Two automobiles were top prizes, preceded by many other big prizes, including a 1937 Buick sedan, with complete accessories, radio, vacuum cleaners, watches, furniture and electrical household appliances.

Play in all locations was co-ordinated by an executive public address system. It is reported to have created an overwhelming success of the event to the point of a 6,000 at the end of the evening drawing of the night. Two automobiles were top prizes, preceded by many other big prizes, including a 1937 Buick sedan, with complete accessories, radio, vacuum cleaners, watches, furniture and electrical household appliances.

HERE WE ARE IN 1940 and bingo operators are looking for a good year and year. The blow singers are still with it, but bingo continues to gain in popularity. Reports regarding the reopening of territories are frequent and games are being popular in those sections where bans have been lifted. In Irvington, N. J., the people are up in arms over a ban to stop bingo.

RECENTLY a crowd estimated at more than 5000 attended a bingo game at the Irvington Hotel. That is good evidence at one game. If games are discontinued it is to be expected. Many of those who banned the activities, who banned the activities, were turned away because of lack of room.

A COORDINATED EFFORT is under way to continue bingo, the excited reply is reported as saying, and petitions have been signed by the State, which are and letters of protest have been filed.

THE LEGS are actively considering putting the whole thing on a charitable basis, which would make it tax free and result in an estimated \$7,000 net in county revenue. Money received from games has not only afforded the county money, but has also been instrumental with upon-the-minute items. These articles will bolster attendance at games.

Pre-Christmas Sales Of Pitchmen Tops

NEW YORK, Dec. 30.—Basing reports on the number of orders received by wholesale merchandise houses in this and other areas, the holiday season of 1939 was one of the largest and most profitable in recent years. It is reported that some operators were responsible in a large measure for success of the boys, who built their own pitches around this type of item and skyrocketed the sale of novelties.

Importance of the pitchman in the scheme of holiday business was clearly shown. With stores doing increased business, with the result that some operators were unable to accommodate the large number of people seeking to take the boys on the street. To be in the case of the overflow business to add to salesmen in the pitch.

Thus the efforts of Jack Epstein and several other novelty dealers and pitchmen, who contributed to a fund, the right to sell Christmas wreaths and other decorative novelties in streets of this city was granted. The matter was taken to court and following presentation of the case Mayor La Guardia consented to allow peddling in the streets.

The pre-Christmas trade in the section was by no means limited to toys. Listed among items that checked were many of the new year novelties.

More pre-Christmas trade proved profitable the boys are already making plans for protection of broader lines during the new year.



Send for Our BIG GENERAL CATALOG

• PRECISION DIERS
• SPECIALTY MEAS.
• BALLBEARING OPERATES
• STRENGTH
• DURABILITY
• AUTOMATIC
• NOVELTY WATCHES

You may be asked to view the hundreds of "General Catalogs" that are being sent out by the thousands of mail order concerns. Why not get the "General Catalog" from Gellman Bros. This year's "General Catalog" is the best you will ever receive. It is the most complete and up-to-date catalog you will see. Send for your free copy of this catalog today.

GELLMAN BROS. 119 North Fourth St. MINNEAPOLIS, MINN.

WATCH OUR ADVERTISEMENTS IN 1940

AGAIN WE WILL OFFER YOU . . .

THE BEST VALUES FOR YOUR MONEY

N. SHURE CO. 200 WEST ADAMS ST. CHICAGO

OAK - HYTEX BALLOONS

Enjoy some real pleasure by sending this order form while the picture is looking a lot. Ask your jobber about balloons, or write us for details.

Oak Rubber Co.
Kewanee, Ill.

ELGIN & WALTHAM REBUILT WATCHES \$175

Send for Price List, Money Back or Not Refund. RESIDENTIAL 5171 WATSON BLDG. ST. LOUIS, MO.

FREE NEW CATALOG

of latest jewelry and watches. Write for a free copy of our new catalog. Ask for a free copy of our new catalog. Write for a free copy of our new catalog.

JEWELRY, BRIDGES, RINGS, WATCHES, ETC.

1185 Broadway, New York 19, N. Y.

BELL SIGNS

to homes, taverns, gas stations, etc. The friends of my friends. MY FRIENDS.

Write for the booklet you will also send for FREE. 527-2233 Hamilton St., Chicago, Ill.

BIG PROFITS

Write for our new catalog. Write for our new catalog. Write for our new catalog.

HART MFG. CO.
Baltimore, Md.

NEW TURN SIGNAL

FLASHES FROM BEAR WINDO—DASH Control AGENTS. A mechanical signal. Perfect for all cars. Write for our new catalog. Write for our new catalog.

WATSON MFG. CO.
Waukegan, Ill.

MEDICINE MEN

Write for our new catalog. Write for our new catalog. Write for our new catalog.

GENERAL PHARMACEUTICALS
127 S. Spring St., Columbus, Ohio

NOTES from SUPPLY HOUSES

William Gross, of Lehigh Specialty Co., and Mrs. Gross spent the Christmas holidays in Florida. During his absence his sister and office manager, Mollie, conducted the business. The Lehigh company has had a successful year, sales exceeding by far those of 1938, and Gross anticipates further expansion in 1940.

Thomas Novelty Co. is mailing a pamphlet of "on of this season's Greatest Premiums, Gifts and Prize Values." Such items as clocks, cigar trays, electric shavers, waffle irons, toasters, comb and brush sets, dolls, stuffed animals, radio sets, traveling bags, etc. and lists are listed. Free low prices are offered and the pamphlet will be mailed to any one requesting it, the firm reports.

Radio Wire Television, Inc. announces that it has a moderately priced sound system that will appeal to large operators because it allows single source to

PITCHMEN

A department for Fishermen, Sportsmen, Novelty Salesmen, Medicine Showmen, Agents, Broadcasters and Giftmen.

by **BILL BAKER**
(Cincinnati Office)

CHRISTMAS TAKE

on Wisconsin avenue, Milwaukee, was good for the picture show. Among the horse worked were walking dogs, crawling rubber babies and holly.

HAY (REDFY) POWER

in St. Mary Hospital, Duluth, Minn., that he worked the three two weeks to good results. The spot was good, says Brundy, and looking, press and promoter did claim. Foster is in the hospital following injuries sustained when hit by a car.

WHAT SHOULD BE

of interest to manufacturers and jobbers is the fact that this is the time of the year when phytoblog begins making up their minds on what type of merchandise to handle for 1940.

GEORGE DUBIST

of Junction, N. Y., is still fighting for a union of fishermen and says that organization will be needed for 1940.

FISHING

from Fort Worth, Tex. Charles H. Wilson speaks: "Closed the Christmas in South Texas after a good season. Lawrence Darling has just left for South Texas. Allen and Vidua Carrivall have been with us all season, also T. O. Wilson, my brother, and his wife and daughter. There are lots of slow people in Park Worth. I would like to see a Jack from the Texas South."

JACK (HOYTLES) STOVNER

and N. Black, Houston, are together again, getting into for the Southern

Florida in the high spots of West Virginia, Penn. Rover from Martinsburg, W. Va., C. C. Maudslayi, Spencer, Va., May Natl. Harry Hodder is keeping the house fire burning, Indianapolis.

MR. AND MRS. P. ROYER

are in Park Worth, Tex. for the winter, as are Mr. and Mrs. Orvett P. Queen.

WATCH THE LETTER

list weekly and please send for your mail promptly.

SEWARD VINDICHS

in Pittsburgh were chased off the streets December 19 when the latter Russians Russian declared war on them and police revoked their temporary permits. The infuriated politician promptly invaded the mayor's office to protest, but so to wait. Many of the best fish with a large amount of stock on hand. Worried Oremburg was dealer of the protestants.

STANLEY NALDRYTT

will be in the N. L. Green, Atlanta, until January 6. He will spend in Green's, Augusta, Ga., January 8 for one week. Marty Robinson is asked to pipe in.

SOME OF THE boys and girls

that 1939 was very for them, but none in Fishmen will be advance to having a better year in 1940.

N. W. REED

tells this paper and other lines are well represented around Dublin, Ga. He worked conditions there to fair business records. Many of the workers are open to clean workers. He will be there until

"Pitchmen's Rights as Citizens"

Ninth and Final Installment To Appear in the Next Issue of The Billboard

Can Pitchmen be victorious in a fight against the unjust taxation that has been inflicted upon them?

Is it impossible for itinerants to have an effective organization because of excessive cost, or the fact that they are spread all over the country?

These and other questions of paramount importance to all who sell are answered in a series of articles by E. L. Kish.

The ninth and final article of the series, entitled "Pitchmen's Rights as Citizens," will appear in the January 13 issue of The Billboard.

REVERSIBLE WOOL PLUFF RUGS

Lowest manufacturer price offers them the most value. Write for our new catalog. Write for our new catalog.

U
G
S

ELGIN, WALTHAM, BULOVA

Wholesale Jeweler Since 1794. 200 West 4th St. CHICAGO, ILL.

LOUIS PERLOFF
300 Walnut St., Philadelphia, Pa.

meet all requirements for audiotapes. System consists of a beam-power amplifier, microphone, two loud speakers, cables, plugs and carrying case of airplane-luggage type, which when closed provides housing for the system and when opened expands to provide industrial buffer for loud speakers. Instructions are packed with each system, the firm reports.

Just Out! NEW CATALOG No. 14

FEATURING

88 or 140 year guaranteed-warranted watches, pocket, hand, gold, silver, and metal, leather, rubber, and plastic, and many other types. Write for details. No. 14.

HARRY PAKULA & CO.
5 No. Wabash Ave. Chicago Ill.

SOCIAL SECURITY

No. 14

Write for details. No. 14.

RELIABLE SALES CO., U. S. DIST.
Dept. 838, 1152 Broadway, New York 10, N. Y.

Yes! YOU CAN MAKE BIG MONEY WITH HOOPER UNIFORMS!

Write for details. No. 14.

WHOLESALE CATALOG 4,000 BARGAINS

SPORS

Write for details. No. 14.

SPORS CO.
1-40 Riverside Blvd., New York, N. Y.

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

With the Ladies

By VIRGINIA KLINE

KANSAS CITY, Mo., Dec. 30—Mr. and Mrs. Harry W. Metzman were being guests at a turkey dinner given by Mr. and Mrs. Chester Levin in their apartment on December 17. Mr. and Mrs. Jack Zuber, Harry Stein Johnson and Alice and I (Theodore) Metzman, Mrs. Mattie Donaglier and Mattie Rowe. Mattie Buzinger and the Metzmans were guests in the lobby of the Hotel Met. Regularly are called the Metzman Club by our husbands because one of the members is late the next brother her thereby would be allowed to come and when the reason for her absence. Therefore it will be come early and stay late and is when she will be seen.

Tights-Spangles Trimmings The LANQUY COSTUME CO.

121 N. HOUSTON OHIAGO (Just off Gieseler)

INSURANCE Charles A. Lenz "Woman's Insurance Man"

AT23 Insurance Exchange CHICAGO — TRUCKS AND PASSENGER CARS —

FOR SALE-FUN HOUSE Mrs. Frances Halverson 3217 KENWOOD ST. SHEWEEPORT, LA.

ALL-AMERICAN EXPOSITION SHOWS Mrs. Beulah Stone and Associates for 1940. Address: H. V. PETERMAN, Imp., No. 742.

NOW BOOKING SHOWS AND ORCHESTRAS FOR 1940. WANT TRAVELING ACTS, FOLKS SINGERS, AND AN ACT OF ANY KIND. WYSE GREATER SHOWS WAYLAND, IOWA

WANT BUY WHITE HORSE THEATRE

UNITED SHOWS

WANT FOR MERCHANDISE EXPOSITION FOR 1940. WANT TRAVELING ACTS, FOLKS SINGERS, AND AN ACT OF ANY KIND. WYSE GREATER SHOWS WAYLAND, IOWA

WANT FOR FLORIDA FAIRS AND NEXT SUMMER

CORTEZ LOROW

709 1/2 GRAND CENTRAL AVE. TAMPA, FLA.

In the Bold World and one in Ladies' Auxiliary of the Heart of America Showmen's Clubhouse. Mattie Buzinger is being called the Metzman Club by our husbands because one of the members is late the next brother her thereby would be allowed to come and when the reason for her absence.

THE FOLLOWING editorial tribute was published in the columns of circus and vaudeville fame. In the Milwaukee (Wis.) Times-Leader recently: "Circus, recalls the spectacular career of Joseph and the three Fritz brothers, of whom was his husband. Wilkes-Barre Pa. recalls the spectacular career of Joseph and the three Fritz brothers, of whom was his husband. Wilkes-Barre Pa. recalls the spectacular career of Joseph and the three Fritz brothers, of whom was his husband.

ROUTES

(Continued from page 21)

- Pedrick, Ritz (Big Bag) NYC, N. Y. Page, Grand Circuit (Great) NYC, N. Y. Perry, Grand Circuit (Great) NYC, N. Y. ...

QUINCY, KATHLYN (A) CHL, N. Y.

- Noble Ann, The (O'Connell) CHL, N. Y. Noble & Hauke (The Top) Montreal, Que. ...

ROBERTA, TWENTY (O'Connell) Wash., D. C.

- Johnson, Joseph (Cohen) NYC, N. Y. Johnson, Joseph (Cohen) NYC, N. Y. ...

Robert, A. International Outing NYC, N. Y. Robert, A. International Outing NYC, N. Y. Robert, A. International Outing NYC, N. Y. Robert, A. International Outing NYC, N. Y.

Dr. G.A. Cramer (The Jungle) Kansas City, Mo.

- Dr. G.A. Cramer (The Jungle) Kansas City, Mo. Dr. G.A. Cramer (The Jungle) Kansas City, Mo. ...

Dr. G.A. Cramer (The Jungle) Kansas City, Mo.

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- WIPRA, Dersky (Stolen) Philadelphia, Pa. WIPRA, Dersky (Stolen) Philadelphia, Pa. ...

TEAR & TRAPS (Earl Carroll's) Hollywood, Cal.

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MISCELLANEOUS

Doan, Harry; Maguire, Ed; Conroy, J.; Helms, J.; ...

CARNIVAL

Doan, Harry; Maguire, Ed; Conroy, J.; Helms, J.; ...

The Curtain

BREWSTER—Robert Shanon, 24, president of the Metropolitan Opera at East Orange, Oct. 26, died at his home in New York. He was a leader in the move to have opera at the Metropolitan. He is known as the "saver" of the Metropolitan. He leaves his wife, the former Mildred M. Tremain, and three children.

CARPENTIER—W. D., 72, former conductor, died in a hospital in Boston. He was born in Northford, Conn. for 40 years. He was in Boston since 1910. He died December 23. Two children survive. Services December 26, with burial in Northford.

COOPER—Wiley, congressman of the House, died December 23, 1939, at his home in New York City. He was born in West Chester, Ohio. He was in Congress from 1894 to 1918. He was also in the House of Representatives from 1921 to 1931. He died December 23. He was buried in Chicago December 27.

EARLE—John E., 60, prominent for many years in theatrical and music circles of Seattle, recently in Los Angeles of a heart ailment. Earle played in orchestras at the old Grand Theater, Seattle, for many years. His last engagements, Olympic, Coliseum and Moore theaters there. He had been concert soloist with the U. S. Navy at the Exposition, Seattle, and was at one time a member of the Seattle Symphony Orchestra. Deceased. He was formerly vice-president of the Musicians' Association of Seattle. Local 70 survived in his widow, Mrs. Lillian Earle. Two brothers and three sisters.

FOULKE—Edwin, 63, business straight man, of prominence in Palm Springs Hospital, Brentwood, L. I. N. Y., died in his home in New York City. He was born in New York. He was a member of the Local 70. He was buried in Chicago December 27.

HERMAN—Sigmund, 52, owner of Music Theater, Omaha, at his home there recently of a heart ailment. He had been in Omaha for 25 years, starting as organist, and had managed the Orpheum and Grand Hotel, Omaha in Omaha. He was buried in Omaha.

HONEY—Emily, 86, formerly part of the Fifth Street Museum, Philadelphia, in Philadelphia, December 23, of a heart ailment. He had been in Philadelphia for 30 years, starting as organist, and had worked on various papers, including The Washington Post, as a advertising man and reporter.

HUTCHINSON—William, 70, of Chicago, prominent in theatrical circles for 35 years and at some fairs in Indiana and publisher of *Play's Guide*, at his home in Cambridge, O., December 23.

Bert L. Feibleman

Bert L. Feibleman, 64, retired theatrical manager and associate of George M. Cohan and Sam Harris, died at his home in Philadelphia after several months at the Pottsylvania Sanitarium. He had been married to his wife, who he had been residing at the Lamb Club. Feibleman started as an assistant manager in Philadelphia at the age of 15. He was a member of the Pottsylvania Sanitarium. He was buried in Philadelphia. He was a member of the Pottsylvania Sanitarium. He was a member of the Pottsylvania Sanitarium. He was a member of the Pottsylvania Sanitarium.

26 after a long illness. Survived by his widow, Emma, and son, Orr, of San Diego, Calif.
STANLEY—Gordon, 55, veteran character actor, recently in Los Angeles, died at his home there on Dec. 23. He was in Los Angeles for 20 years on the stage, mostly with the federal theater in Omaha for several years. He was buried in Los Angeles.
WAGNER—Alfred, 67, singer and dancer, died at his home in Los Angeles, Calif. December 17, of a heart ailment. He was born in New York. He was in Los Angeles for 20 years. He was buried in Los Angeles.

Harold C. Johanasud

Harold C. Johanasud, 36, actor and one of the principals in the current Broadway production *Key Largo*, died in a hospital in New York. He was born in New York. He was a member of the *Key Largo*. He was buried in New York.

the plane into a nose dive. He was the son of Jack Leizer, who formerly did domestic work. Burial in Hollywood, Calif.

LEHMAN—Fred, 78, once prominent circus clown, December 22 in Elk National Home, Bedford, Va., of a heart ailment. He was born in New York. He was in the circus for 40 years. He was buried in New York.

O'CONNOR—Billy, 27, member of the O'Connell vaudeville family, December 23 at his home in New York. He was a member of the O'Connell family. He was buried in New York.

PALKA—Samuel, 50, former theater owner, December 29 in Beth Israel Hospital, New York, after a long illness. He was born in New York. He was in the theater for 20 years. He was buried in New York.

ROGERS—Henry, honorary member of the Milwaukee Musicians' Association, December 29 of a heart ailment at his home in Milwaukee. He was born in Milwaukee. He was a member of the Milwaukee Musicians' Association. He was buried in Milwaukee.

WAGNER—Ed, John Benjamin, 24, member of the Alfredo Colombo Tent, Civilian War Association, of San Antonio, Texas, died at his home in San Antonio. He was born in San Antonio. He was a member of the Alfredo Colombo Tent. He was buried in San Antonio.

LEITER LIST

(Continued from page 23)

- Barth, E. J.
- Barth, F.
- Barth, G.
- Barth, H.
- Barth, I.
- Barth, J.
- Barth, K.
- Barth, L.
- Barth, M.
- Barth, N.
- Barth, O.
- Barth, P.
- Barth, Q.
- Barth, R.
- Barth, S.
- Barth, T.
- Barth, U.
- Barth, V.
- Barth, W.
- Barth, X.
- Barth, Y.
- Barth, Z.

- Farr, A.
- Farr, B.
- Farr, C.
- Farr, D.
- Farr, E.
- Farr, F.
- Farr, G.
- Farr, H.
- Farr, I.
- Farr, J.
- Farr, K.
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- Farr, S.
- Farr, T.
- Farr, U.
- Farr, V.
- Farr, W.
- Farr, X.
- Farr, Y.
- Farr, Z.

- Gibson, David
- Gibson, E.
- Gibson, F.
- Gibson, G.
- Gibson, H.
- Gibson, I.
- Gibson, J.
- Gibson, K.
- Gibson, L.
- Gibson, M.
- Gibson, N.
- Gibson, O.
- Gibson, P.
- Gibson, Q.
- Gibson, R.
- Gibson, S.
- Gibson, T.
- Gibson, U.
- Gibson, V.
- Gibson, W.
- Gibson, X.
- Gibson, Y.
- Gibson, Z.

Marriages, Coming Marriages and Births appear on page 27.

Smith, (Thomas E.) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ... Smith, (John) ...

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MAIL ON HAND AT NEW YORK OFFICE 1934 Recovers.

Women

Allen, Vida ... Allison, Margaret ... Anderson, (Miss) ... Anderson, (Miss) ... Anderson, (Miss) ...

MAIL ON HAND AT CHICAGO OFFICE 424 Wood Bldg., 42 West Randolph St.

Women

Adair, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ...

Men

Adams, (John) ... Adams, (John) ... Adams, (John) ... Adams, (John) ... Adams, (John) ...

Men

Adair, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ... Adams, (Mrs.) ...

MAIL ON HAND AT ST. LOUIS OFFICE 320 Avenue B.

Parcel Post

Women

Adair, Mrs. Evelyn ... Adair, Mrs. Evelyn ... Adair, Mrs. Evelyn ... Adair, Mrs. Evelyn ... Adair, Mrs. Evelyn ...

Men

Adair, (John) ... Adair, (John) ... Adair, (John) ... Adair, (John) ... Adair, (John) ...

HARTMAN'S BROADCAST

(Continued from page 22)
the duty of such and every fair man to make a study of what his public views said if his fair is not properly supported by having pertinent letters "in a class he set aside with it. ... we cannot omit one of Howard Power's advertising passages of a late magazine printed before our arguments in favor without having made a thorough investigation of its merits at least that has been having it, and on top of that, the investigation uncovered the suggestion without objection from the floor, which would indicate that the delegates were conversant with the subject. However, if Power or any other member of the Ice Box Association were the secretary of fact that have per-particular letters would like to express their opinions on this question, we would be glad to give space to them.

COIN OPERATED • VENDING • SERVICE • MUSIC •



AMUSEMENT MACHINES

A Department for Operators, Jobbers, Distributors and Manufacturers

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

THE YEAR 1939

In a review of the year 1939, it is possible to say that the year was generally favorable. It had some optimistic surprises for at least two branches of the industry, and the general optimism at the end of the year was a real evidence of trade vitality.

It is hardly possible to select one outstanding event or development of the year and comment on it in detail. Because of commercial competition, it is not permissible to comment on mechanical ideas and machines, as it would not be possible to do justice to all.

The music division has reason to be most appreciative of all for the year 1939. A majority of those in the music field had fears at the beginning that perhaps the year would bring "the inevitable drop" in the music field. But the phonograph manufacturing industry was able to mark up its second best year with an estimated production of 77,000 machines. While selling may have been highly competitive as to terms, there was no wave of price competition. Patent adjustments took a favorable turn and manufacturers were well able to gauge their production to the demands of the industry.

From the distributing field came the report that operators had grown more systematic in their replacements, that new uses for phonographs gave promise of absorbing any machines that might tend to saturate the market. The appreciable decrease in foreign sales seemed to have been well taken care of by the home market.

Music operators have their troubles, but close observation shows that comparatively they had less to complain about in 1939 than such a large group of operators has had in the industry in many a year. Music operators became fairly well organized in the more populous centers, and were thus able to adjust some of their difficulties. Contacts with the electrical unions did not produce the agitation that might have been possible. In fact, agreements were completed in several large centers very quietly and in good working order. In the background, the most serious conflict in music operating circles seemed to be that of the "large" operator in competition with the "small" operator. This is a problem that is common to most businesses and it may be a music problem for many years.

The use of records in automatic phonographs served to draw attention to the phonograph field in 1939 as nothing else could. Perhaps this is the outstanding development for the entire industry in 1939. Not since the balmy days of 1929 has so much publicity been showered upon the coin machine industry in general publications as has been given to records and their use in automatic phonographs. For the sale of popular records and popular music, the automatic phonograph was recognized as perhaps the outstanding medium. Its full commercial possibilities had not been demonstrated at the end of 1939.

In the vending machine field, the most progressive move was the effort to revive the candy bar vending machine field. The manufacturing industry introduced some new and modern

machines for dispensing candy bars, as there had been a lack of machines since the depression. While there is much to be accomplished yet in the way of vending candy bars, an excellent start was made in 1939 and good results are expected to follow in 1940. The candy manufacturing industry has seen a few remarkable demonstrations of what can be done in vending candy bars, improved machines have been developed and greater attention will be given to this field. The real need at present is a system or method whereby the small, independent operator can secure supplies to good advantage.

Cigaret vending machines scored a real victory and have had a good year. With rapidly spreading State and city taxes on cigarettes, vending machines demonstrated their feasibility for selling cigarettes in establishments where taxes and small volume make them unprofitable. Machines make possible a small margin in such places and also furnish the accommodation of cigarettes to the consuming public. This was a strong recommendation for cigarette vending machines, and if special taxes are not placed on the machine units separately, they will help maintain the total sales of cigarettes at a high volume.

The most constructive fact about the amusement games section was the development of new ideas and machines to meet many unfavorable legal situations. But for these new machines the year 1939 might have been recorded as an unfavorable year to games.

On the legal front, Arkansas passed a new 1939 license law which is the most workable State law now in existence. North Carolina and South Carolina added State license laws, which was a decided gain in one year. The Vermont law of 1937 was finally interpreted favorably and put into operation. The minority opinion of the South Carolina supreme court late in the year gave the industry the finest statement of basic defense in its history. The supreme courts of Pennsylvania and New Jersey handed down opinions favorable to pinball games. Juries were generally favorable to pinball games during the year. All this makes a real progressive year after all, altho the games market received some pretty hard blows.

Minneapolis saved its city license from an election assault. Detroit saved its city license from one of the most sensational attacks made since its passage in 1934. City licenses seemed to lose in importance, while State license laws gained considerably in importance. The most sensational case in the history of the trade, of course, was the crusade in Los Angeles, which really started in April and led to the special city election, December 12.

Newspaper criticism of pinball games set a pretty high mark during 1939. Some of it, as in the case of "The Memphis Commercial Appeal," was rather bitter and unfair in spirit. But "The San Francisco Chronicle," in commenting on the pinball election in Los Angeles, gave the industry its most favorable newspaper editorial for the year. This was a potent and unusual defense of the rights of people to play pinball if they want to.

These are some of the high points of the industry in 1939. Its record in detail would fill a book.

South Carolina's Supreme Court Sees the Difference

High court approves 1939 tax law but suggests that earnings differ on locations—divides on the question of legal pinball games

COLUMBIA, S. C., Dec. 30.—In its second decision recently on appeals by coin machine interests, the State Supreme Court held the 1939 tax law to be valid. Operators had instituted proceedings, contending that the State law was discriminatory. The 1939 law assesses \$15 a year on amusement, music and other machines, excepting vending machines (5 cents each) which are assessed \$10 a year. The high court in its opinion said that the tax imposed by the statute is more in the nature of a privilege tax than an occupational tax. . . . And, of course, the law attaches only to machines operated—not to those in storage."

Important Point

The high court gave recognition to the fact that earnings of coin machines vary considerably, depending on location, and suggested that the point was a very difficult one to settle. In its final decision, however, it approved the law.

On the point of variations in earnings, the court said:

"In the light of the statements contained in the record reflecting the returns of the machines and the expense involved in connection therewith, we admit we have been perplexed as to whether the tax is confiscatory, but the thought occurs to us that these machines could be located for operation that any law would be confiscatory. In the same manner that section 5347 of the code confiscates the members of pool or billiard tables in operation in the confines of municipal corporations, so will this statute economically regulate the number of these machines placed in operation."

Pinball Decision

In a decision shortly previous to this, on a tax appeal case relating to pinball and other amusement machines, the high court divided in a three to two decision on the legality of the machines. The majority opinion said that the games are illegal. The dissenting opinion, however, advised some basic arguments in favor of pinball games that are likely to go far in establishing the final status of the machines all over the country.

Current opinions as to the effects of the court decision on pinball games are that the State does not have the right to interfere with machines on which a license has been paid unless there is overt gambling. This means that the final regulation of the games will be left up to city and county authorities. Only city or county authorities can revoke licenses or seize machines, according to current opinion.

Due to the need for revenue, it is said by many that only one county will interfere with the licensed operation of machines.

Distrib Sets Big Quota for 1940

CHICAGO, Dec. 29.—"Our sales volume for the coming season has been set at just a figure in relation to last year in our history," says Joe Schwartz, head of the National Coin Machine Exchange, Inc.

"We plan to keep a larger stock than ever before, not only of hit games but also of reconditioned, second-hand—all mechanically sound and ready for location. The welcome mat is in front of our door and we will hold open house at the 1940 Coin Machine Convention. We are anxious to open up and talk things over with a view to outlining our annual plan for a better and bigger season both of us."

Bally To Display Big Line at Show

CHICAGO, Dec. 29.—"With half a dozen hits in production—and orders enough to keep us in a frenzy for at least 60 days—a 'raw line' is not Bally's major problem." Thus George Jenkins, Bally Mfg. Co. sales manager, declares in reference to plans for the 1940 Coin Machine Show.

"Bally Alley is destined to be the outstanding machine of the show," Jenkins continued. "We are stepping up production daily and by show time several thousand Bally Alley machines will be on location in every section of the country. Operators will know exactly what genuine bowling thrills are as speculative of profit as the fastest machine goes over ball."

"Bull's Eye is, I predict, will be our 1940 hit. It is a new game, already in production. Bull's Eye will be one of the main talked about games at the show. For free-play operators we have our Gold Cup, multiple free-play game, available in table or console style. Gold Cup can be operated as a one-shot or with any number of balls up to five. Popular operators have their choice of Gold Medal, bumper style, and Grand National, three-and-pockets style. Also there is Royal Flush, our five-card poker layout game."

Big 1939 Volume Tunes Up for '40

CHICAGO, Dec. 29.—"I am freely convinced that 1939 will be one of the best years the coin machine industry will ever have known," believes Al Stern, of the Monarch Coin Machine Co.

"I feel that every branch of this great

industry is going to feel the effects of much-improved business conditions. There are two standpoints which I am convinced have made 1939 a banner year in Monarch history. First, the total volume of sales, and second, the total volume of Monarch customers."

"I am convinced that a new peak has been reached with regard to both. Today more operators all over the country are buying more equipment from Monarch than at any time in the past. These operators have found that they can absolutely depend on Monarch's new and reconditioned equipment. They have found that Monarch prices make every purchase a real bargain."



Thanks Operators!

—you've made 1939 a banner year in Keeney history. We sincerely wish you, for 1940, Happiness and Prosperity, and promise to do all in our power to make this wish come true."

Jack Keeney

WHEN BLACK IS WHITE

Very often things are not really what they seem . . . like "get-rich-quick" profits that end up nowhere in the long run. You're always in the black when you operate PHOTOMATICS—they've been making steady, solid profits for 6 years! No more this year!

INVESTIGATE
International Mutoscope Reel Co., Inc.
44-01 11th St., Long Island City, N.Y.

GET KIRK'S GUESSER-SCALE

(PENNY BACK IF YOU ARE RIGHT)
with the WATCH YOUR HEART BEAT feature

GREATEST MONEY-MAKER EVER BUILT

C. R. KIRK CO. ALL—MECHANICAL OPERATION
2325 WASHINGTON
BOSTON
CHICAGO, ILLINOIS

BARGAINS FROM DAVE RATION

2 Game	5.00	5 Bonus Wild	12.00
3 Game	6.00	5 Bonus Wild	12.00
4 Game	7.00	5 Bonus Wild	12.00
5 Game	8.00	5 Bonus Wild	12.00
6 Game	9.00	5 Bonus Wild	12.00
7 Game	10.00	5 Bonus Wild	12.00
8 Game	11.00	5 Bonus Wild	12.00
9 Game	12.00	5 Bonus Wild	12.00
10 Game	13.00	5 Bonus Wild	12.00
11 Game	14.00	5 Bonus Wild	12.00
12 Game	15.00	5 Bonus Wild	12.00
13 Game	16.00	5 Bonus Wild	12.00
14 Game	17.00	5 Bonus Wild	12.00
15 Game	18.00	5 Bonus Wild	12.00
16 Game	19.00	5 Bonus Wild	12.00
17 Game	20.00	5 Bonus Wild	12.00
18 Game	21.00	5 Bonus Wild	12.00
19 Game	22.00	5 Bonus Wild	12.00
20 Game	23.00	5 Bonus Wild	12.00

Send Your Correspondence to: Advertisers by Mailing The Billboard.

JONGO

EXHIBIT'S

1 or 5 BALL MULTIPLE COIN FREE PLAY TABLE
DOUBLE and TRIPLE ODDS • CONVERTIBLE 1 TO 5 BALL
GAME By Merely Reversing Plugs • FASCINATING
TO "Fast-Play" PLAYERS • MIRROR METAL PLAY-
FIELD • ILLUMINATED LOUVERS ON SIDES OF CABINET

Exhibits
Sensational

Free Play

plus - AND WEEKLY FEATURE
DIRECTIONAL SPINNING BALL CONTROL

It will **PAY YOU** to WAIT for **THIS GAME!**

EXHIBIT SUPPLY CO., 4222-24-26-28-30, WEST LAKE STREET, CHICAGO

WIRE
for
FURTHER
DETAILS

Variety--the Spice of the Show

By A. E. CEBERT
President Advance Machine Co., Chicago

The above caption could well be used as a slogan for the 1940 coin machine show to be held at Hotel Sherman January 15 to 18.

Coin Machine Industries, Inc., under whose auspices this one and only show is to be held, has thru its committee conducted its plans in a spirit subservient to the interests and welfare of the numerous distributors, jobbers, operators and other interested persons who will spend time and money to visit the show.

Among the various factors that enter into such a program is that of presenting new and complete lines of coin-operated machines and devices in order that those who attend may in the few days comprising the show period gain as much information as possible about coin machine development.

At this show, I am informed on good authority, many new coin machines will be demonstrated, some of which are outstanding and sensational.

Among the machines to be displayed are such as astrobee, amusement, apples, books, pamphlets, bottles, candy, concussions, cigars, cigarettes, coin mechanisms, electric shockers, fortunes, gun, handkerchiefs, marbles, matches, music novelties, nuts, parking meters, toy toilet locks, perfumes, pencils, pictures, photo-makers, postcards, sanitary napkins, skill and amusement toys, lining devices, toilet articles and many others.

And don't forget that suppliers of merchandise for use in the manufacture and operation of machines will have their latest products on display. It is of especial importance that operators, jobbers and distributors keep informed of all products suitable for use in connection with coin-operated machines.

Information is one of the key-

words to success in any business, and no one interested in the coin machine industry in any form should fail to attend this show.

As a guarantee of the potential advantages to be gained, consider the following list of exhibitors covering every branch and phase of the coin machine industry.

St. Louis Coin Men Plan Show Special

ST. LOUIS, Dec. 30.—Missouri Amusement Machine Association has completed arrangements for a special train to take

three from St. Louis to the Windy City Sunday, January 14. According to Abe Jeffers, chairman of the show committee, reservations limit for exceed 150. The party will leave on the Alton railroad at 11:35 a.m. Sunday, January 14, arriving in Chicago at 3:22 p.m. Besides Charlie Stonehouse and other officials of the Alton Railroad will make the trip to see that the wants of the coinmen are well taken care of.

Several groups coming en masse from the South and Southwest have signified their intention of joining the St. Louis Special. The St. Louis Photograph Owners' Association, the Cigar and Machine Association of St. Louis and the Southern Illinois Photograph Owners' Association will join the mass party.

The Missouri Amusement Machine Association will also hold open house at the Sherman Hotel, as it has reserved several large rooms, which will be the scene for St. Louis address and their friends. Anyone wishing to get in on the St. Louis Special to Chicago at the special rates being made by the Alton Railroad is invited to get in touch with Abe Jeffers, G. J. L. Sales Co., 2820 Washington avenue, St. Louis.



THREE ACES! Jerry Mathers, round-the-world flyer, and Rogers Mills, one exhibitor at Mills Novelty Co. and also an actor, stepped with the Mills Throne of Noah.

Planning "Grand" Surprise for Show

CHICAGO, Dec. 30.—"One of the most interesting things about any business show, particularly in the coin machine industry, is the element of surprise. Manufacturers will hold their pet winners until show time and then the winners will be the new ones," declares Al Schering, head of Grand National Sales Co. "We at Grand National are also a little holding back," Schering said. "We prefer not to disclose the nature of the surprise until show time. At the present time activity at Grand National is intense in preparation for the 1940 show. We are anxious to serve our customers and friends in the usual 'grand manner' at the 1940 Coin Machine Show."

FREE PLAY GAMES

EVERY ONE RECONDITIONED AND READY FOR LOCATION

If you need Free Plays, Novelties, One-Balls, Consoles, Counter Games or Regular Slot Machines PHONE, WIRE OR MAIL YOUR ORDER QUICK AND SAVE MONEY. All equipment listed is offered subject to prior sale.

FREE PLAY GAMES

Table listing various free-play games like 10 Basketball, 10 Football, 10 Baseball, etc. with prices ranging from \$10.00 to \$50.00.

ONE BALL AUTOMATICS

Table listing one-ball automatic machines like 10 Football, 10 Basketball, 10 Baseball, etc. with prices ranging from \$10.00 to \$50.00.

NOVELTY GAMES

Table listing novelty games like 10 Pin, 10 Football, 10 Baseball, etc. with prices ranging from \$10.00 to \$50.00.

CONSOLES

Table listing console machines like 100 1022 Ball Time, 100 1028 Ball Time, etc. with prices ranging from \$10.00 to \$50.00.

COUNTER GAMES

Table listing counter games like 10 B.B.T. Tennis, 10 Bowling, 10 Pool, etc. with prices ranging from \$10.00 to \$50.00.

GUARANTEED SLOTS

Table listing guaranteed slot machines like 17 Writing to Mystery, 28 Pin, etc. with prices ranging from \$10.00 to \$50.00.

TERMS: To send delivery 1/3 certified deposit must accompany all orders. We ship collect C. O. D., F. O. B. Fayetteville, N. C.

REFERENCES: Don D. Bredford; Any bank in Fayetteville, N. C., at your own bank.

THE VENING MACHINE COMPANY 205 1/2 FRANKLIN STREET - FAYETTEVILLE, N.C. Cable Address COINSLOTS

Exhibit Busy on Two New Machines

CHICAGO, Dec. 30.—Swedish action making final preparations for introduction on Exhibit's Bowling Alley and Conge in the main of factory lights during night at the Exhibit Supply Co. "This item in the 'new', what make games for a living on the production line, are so enthusiastic about both games that..."

had a display in charge of William Cook. Joe Fishman came from New York City, as did Louis Goldberg, business manager of the Amusement Trade Machine Operator's Association. Joe Hirsch, president of Amalgamated, Bob Stevenson, manager of Chicago City, Bill Gersh, of Irvle, Richard & Freund, Louis Tatham, Max Biersch, Mr. and Mrs. Eddie Silverman, Dan Cohen, John Foley, of Troy, N. Y., Paul Kraus, Al Nelson, and Sam Schindler were also on hand to greet the crowd.

At 4 p.m., Dave Sperber, Joe Hoffman, Joe Holler and Max Grinnin, of Troy, were also among those present, as were A. Schroeder, of Asheville, N. C.; E. H. Mabery and J. McLaughlin, of Troy, N. Y.; Warren Smith, of Colton, N. Y.; Chester Vetter, Jack Miraglia and Johnny God Jr., of the George Brown Co., officers here. Dozens of wires and botanists of favors flooded the office.

"You is bowed in one of the most modern showrooms and offered arrangements here. According to visitors, the quarters compare with the finest coin machine quarters in the country." Sam Schindler, it is reported, will remain here to manage the new offices.

Oomph Selling Like Hotcakes

CHICAGO, Dec. 30.—According to reports from Don Anderson, sales manager of Western Products, Inc., the firm's latest release, Oomph, a counter game is "selling like hotcakes."

"Operators all over the country are order Oomphs in large quantities," said Anderson. "Although we announced Oomph for the first time last week, the response to our announcement has far surpassed our expectations. We know that we have a real market as a real money maker for operators in every section of the country because it is 100 per cent legal."

"Oomph is the kind of game operators have been waiting for. It is quick and new. Different, unique, fascinating. Oomph is an entirely different type of game that has never been before to operators." Aside from the absolute legality of

one of the most important factors in its moderate price.

"Oomph's convenient size makes it possible for operators to place Oomph in the very heart of business, yet earn the same high profit from it. Don's was not an insignificant part of the great opportunity in the offer we are giving all operators. It's the most sensational counter game ever built."

New Commodore Surpasses Hopes

CHICAGO, Dec. 30.—"If we hadn't seen Commodore we probably never would have believed it. You ask what we've seen? Well, we've seen a game that is a great hedge in popularity to us individually as well as—," declares Chicago Coin Machine Co. officials Sam Osending and Sam Weibling. The game under dis-

tribution was the latest Chicago Coin release, Commodore.

"Two weeks ago we introduced the game to operators and the number of orders that have already been placed for Commodore is almost unbelievable."

"There are plenty of reasons why the smart operators want this great new machine. Most important, Commodore is a counter quality game at no additional cost. We've put six extra hours of labor into every Commodore unit. In addition, we've added better quality materials, so that Commodore is not only better constructed but better working."

Pomper at Miami Beach

CHICAGO, Dec. 30.—George Popper writes from Miami Beach, Fla., that he is enjoying a real fun and great vacation. Famous by popping at the Park Central Hotel on the ocean front, Popper chatted with the words, "Will you see you all at the convention."

WHY HOLD YOURSELF IN SUSPENSE!



TURN TO THE BACK COVER

Folsom & Brown Win Sales Contest

MOBILE, Ill., Dec. 30.—When distributors make up their minds to win a notable styling can in 1939, believe it or not, the Northwestern Corp. of Milwaukee was the first to make can choice among their distributors during the months of October and November. Prizes were awarded for various achievements under an arrangement where distributors had equal opportunity to share in the prize.

With 25 distributors participating it was a battle from start to finish. The late-arrived dealer and fourth action, a group of more contestants as the deadline drew near, and only after a final check-up was it possible to determine the actual winner.

Folsom & Brown, of Dallas, by virtue of a last-minute avalanche of orders managed to agitate past the Automatic Sales Co., of San Diego, for first place. Following closely was the Northwestern Cigarette and Service Co., Brooklyn, and the American Cigar Machine Co., Pittsburgh. A number of others made a creditable showing and were right up to the winner's neck.

Razor Blade Sales Premium in Big Package Brings Suit

MILWAUKEE, Dec. 30.—Ray Nearing has filed a \$5,000 suit in circuit court here against Elmore J. Macosko, cigaret vending machine owner. Mr. Nearing allegedly obtained when a razor blade inside a cigaret package cut his index finger.

Nearing claims that he crumpled the cigaret package, purchased from a vendor of machines owned by Macosko, to his right hand without knowing that a razor blade was inside. He alleges that his right index finger has been seared permanently maimed as a result of the accident.

Macosko denies any liability, claiming that a printed notice on his machines advised that blades had been used as razor blades instead of razors prior to the accident. He says he is the inventor of a device that a physician who examined Nearing's finger said that the numbness would disappear.

TOR NOW MAKES IT POSSIBLE TO OWN MORE UNITS AND EARN MORE PROFITS!

New, Direct From Factory **\$2.40** AND UP Over \$5,000 Sold

"King Jr." **\$3.95**

Model, No. 11
Answer for all the
other machines
Right side 2 x 4
Left side 3 x 4
Weight 16 lbs.
Volts 110
Cigs. 400
Net. 300
Net. 100



Vending Firm Inquires About Label Law and Vending Machines

"To the Editor: We understand that after January 1 vending machines for gum and chewing tobacco will have to have a label on them specifying the maker of the gum, what they were made of, the name of the manufacturer of gum and the ingredients of gum, under the new Food and Drug Act.

"Can you verify this or find out for us? Do you furnish these labels for vending machines? We understand that the owner of the vending machine must have his name on each machine." (A large Texas vending machine firm.)

Manufacturer's Reply

A manufacturer of chewing gum wisely used in vending machines referred the above letter to us, also the maker of vending machines which must have his name on each machine. The manufacturer's letter, in part, is as follows:

It is our personal opinion that you have been misinformed, because the United States Pure Food Act relates to vending machines from one state to another state, at which time the goods are transported to be labeled to show they comply with the law, ingredients, etc.

After the goods arrive at destination and the vendor takes the goods from the property labeled packages and places them in vending machines, we do not know of any United States law that would apply to the machines.

However, if there is a local or State law, that is a different matter. In our State, the law is the same as the United States law, but relates to shipments and not to sale after taking from the shipping containers.

"We do not think it necessary for you to supply labels for the gum placed in vending machines. You understand, of course, that after January 1 plain boxes for shipping ball gum or other products in interstate commerce will not be allowed."

No Vending Instructions

When the new Food and Drug Act received its greatest publicity last summer several questions arose as to vending machines. The best opinion available then was that federal agencies had no authority over vending machines, and some instructions might be given by the States.

These papers contacting the vending machine field have not received any special reports or regulations.

relating to vending machines under the new Act. It is definitely understood also that vending machines that are purely a local matter and are not under Federal law. Due notice will be given to the vending machine trade and if any special regulations are issued under the new law.

Vending machine operators should remember, however, that several groups, such as the National Bolus Corp., makers of DeClerke's Bolus Cigars, and these laws would naturally apply to vending machines within the State.

Walter H. Mann Ready for Show

NEW YORK, Dec. 30.—Walter H. Mann, president of Edgewater Bolus Corp., manufacturer of DeClerke cigar novelties, is preparing to meet cigar machine operators at the DeClerke show.

According to reports from the firm, Mann will have an important message for cigar machine operators. He has passed laws similar to the new Federal Act, and these laws would naturally apply to vending machines within the State.

Feinberg Joins Distrib Sales Force

CLEVELAND, O., Dec. 30.—National Vending Machine Co. Inc. has announced the addition to its sales force of O. C. Feinberg, formerly with a large New York manufacturer.

He is one of the most experienced and best liked vending machine dealers in the country, and National Vendors can count on him to give his full assistance in securing his services.

Feinberg is now representing National to a number of States, including Indiana and Illinois. He is an engineer and a mechanical technician, which gives him well in rendering this service to the merchants who require such technical service. He is an old timer in the vending machine business and has lived for many years with the purchase of operators.

See Fight to Discontinue N. Y. Cig Tax

ALBANY, N. Y., Dec. 30.—A vigorous campaign to have the recent State tax on each pack of cigarette will be waged at the State Capitol by the Legislature when it convenes January 3.

Authoritative sources revealed that there is a 10 percent tax on cigars to extend the cigaret tax beyond June 30, 1940. "The cigaret tax," said a source, "was increased to 40 percent by the 1895 Legislature to avoid the same State tax on cigars as the Federal tax on real estate and business transactions."

The cigaret tax was imposed to help meet the year's \$15,000,000 State deficit. There is little doubt, however, that this deficit is more than doubled by June 30, 1940. Present laws therefore after extending the cigaret tax should be sufficient to meet the expense for the 1939-40 fiscal year."

Bulk Vendor Mir. Stresses Modernity

CHICAGO, Dec. 30.—The manufacturer in these months has been laxed to the sight of the two paramount requirements of all equipment, be it automatic or manual, doesn't it? That of automatic change. These two requirements are first, stability, and second, modernization.

The outstanding success of the Silver King is the modern, and has proved that operators everywhere favor a strong, simple machine which has few moving parts. These can be entirely removed and replaced, if necessary, within a few minutes. Such work is interchangeable so that it can be used on any machine and any type of vending manufacturer—and fit.

Modern styling, which is neither too conservative nor operator eye-straining, but both popular and operator effective, will be given to the vending machine trade and if any special regulations are issued under the new law.

Every operator knows that good looking, trouble-free equipment makes the largest profit per cent. And that's the truth.

"Packing these issues of stability, modernization and easy-to-change mechanism has introduced three models of the new Silver King v. vendor. One is for persons and easy to change, and a long line, and a third is for ball gum."

Detroit Coinmen Charter Special Car for Chi Show

DETROIT, Dec. 30.—Detroit operators are en route to the Chicago Coin Machine Show in a body. It was made known this week. General and operator alike are being taken in the direction of the A. P. Sauer Co., local distributors, according to Charles Heppner.

It is reported that a special car has been chartered on a Chicago-bound route. An 11-passenger, open-top car furnished on route. Operators have been requested to make their reservations for the trip as early as possible. The Sauer office in order that a complete check-up of all who plan to make the trip may be made.

NATD Discussion On Distribution

CHICAGO, Dec. 30.—Research as there has been a tendency during recent years to cut out the middle man in the industry to various distributors to a select number of distributors to be added to all wholesalers, serious consideration will be given to this development. The National Convention of the National Association of Tobacco Dealers will be held at the Sheraton Hotel, Chicago, Illinois, on January 27-30. It has been announced by the NATD show committee. The dates have been confirmed by the show committee, which will be held at the Sheraton Hotel. Registrations for either side will be closed at 5 P. M. on January 25.

In their deliberation, the delegates will be asked to recommend a change in the policy is justified and should continue, or whether the general policy of selling to all wholesalers should be maintained.

St. Louis Cigaret Tax Nets \$392,185

ST. LOUIS, Dec. 30.—Estimates that the new St. Louis cigarette tax would net an increase of \$750,000 to \$800,000 annually in the city. These figures are substantiated with the publication of a report showing the receipt of \$392,185 from the cigarette tax during the month of December, 1939.

According to reports during the following six months approximate those of the 1939-40 period from the date the law went into effect. The revenue from the tax, the city will have received more than \$600,000.

The cigarette tax requires that packages of 30 cigarettes be stamped with two-cent individual stamps, or two-cent stamps with one-cent stamps and five of 10-cent stamps with five-cent stamps. Dealers who do not use a stamp. The number of dealers is about 10,000.

SEMPER PARADISUS

Domes Crowned 1939 Innovations

CHICAGO, Dec. 30.—"Another year draws to a close in fine outdoor recreation," says a Chicago distributor. "We are seeing those crowded but happy days in the light of accomplishment and achievement." Aided, certainly, by Paul Gertner and Max Glaser, of the Chicago & Glaser Distributors Co.

"It has been one of the happiest years of our business and one of the best for the industry," says Glaser. "During 1939 we pioneered developments that have meant greatly increased music business volume. We brought into the market new products that enabled them to pay back to work many of their old-style phonographs."

"We designed and manufactured new, more beautiful chrome-plated grilles that put the word 'style' right back into these old machines. We went another step forward when we introduced photograph domes. These domes certainly show more than others, especially putting the dollar signs back into the collection bins of these machines."

Firm Enlarges Photo Department

FAYETTEVILLE, N. C., Dec. 29.—Joe Clavett, of the Vending Co., reports that his firm will double the size of its photographic department in operation for 1940 season. "Due to the tremendous success beyond beyond our expectations in the Music Division of music in our own territory, we have decided to enlarge our present photo department to almost double its present size to handle the business we expect in 1940," remarks Clavett. "The fact that among the finest new introduced to the industry, the new and new Chicago record specialties enjoyed during 1939 is proof that they will enjoy even greater sales in 1940. Our display and pack display will be so increased that we shall be in a position to supply the demand for stock out of stock on every want and with immediate delivery."

Cabel To Announce New Photo Models

CHICAGO, Dec. 30.—John Cabel Mfg. Co. will soon announce its new photograph models, according to reports from the "Cabel" firm. The new models are phonographs, which will be the most outstanding machines to date produced in 1939. The models are expected to be available for public observation," said Cabel.

While no advance information has been released on the new models, it is reported that the Cabel factory has been flooded with requests for distributorships. The firm has been reported to have forwarded to the Maged year in its history.

Report New Plan On Used Records

Business has been carried for several days in Chicago that a record manufacturer would soon announce a new and important sales plan for operators of phonographs. The plan has as one of its purposes to secure the return of old records to the manufacturer rather than let them drift into used record channels. The plan is being reported to reports the plan would be tried out first in the Chicago area. On December 18, the distributor of Chicago was reported to not then been finally approved at the Chicago office. The details of the story are withheld at this time.

Phonograph operators listed on this column's interest in the list of the 15 best selling records, in the opinion of the Chicago office, are as follows: 1. Maurice Serenade, Glenn Gray; 2. Sweet Lullaby, Bing Crosby; 3. Sweet Lullaby, Bing Crosby; 4. Sweet Lullaby, Bing Crosby; 5. Sweet Lullaby, Bing Crosby; 6. Sweet Lullaby, Bing Crosby; 7. Sweet Lullaby, Bing Crosby; 8. Sweet Lullaby, Bing Crosby; 9. Sweet Lullaby, Bing Crosby; 10. Sweet Lullaby, Bing Crosby; 11. Sweet Lullaby, Bing Crosby; 12. Sweet Lullaby, Bing Crosby; 13. Sweet Lullaby, Bing Crosby; 14. Sweet Lullaby, Bing Crosby; 15. Sweet Lullaby, Bing Crosby.

Disk Gift for Wounded

NEW YORK, Dec. 30.—Press The New York Times, December 28: "Photographs are coming into vogue again." Records could be purchased readily and sent to hospitals for the entertainment of wounded soldiers. "As former transportation difficulties could be traced out, the benefit gained in the pleasure of giving war-torn and pleasing gifts would be enough compensation for the extra work that would be entailed." —Mary Small, New York.

Dick Robertson; 2. Sweet Lullaby, Bing Crosby; 3. Sweet Lullaby, Bing Crosby; 4. Sweet Lullaby, Bing Crosby; 5. Sweet Lullaby, Bing Crosby; 6. Sweet Lullaby, Bing Crosby; 7. Sweet Lullaby, Bing Crosby; 8. Sweet Lullaby, Bing Crosby; 9. Sweet Lullaby, Bing Crosby; 10. Sweet Lullaby, Bing Crosby; 11. Sweet Lullaby, Bing Crosby; 12. Sweet Lullaby, Bing Crosby; 13. Sweet Lullaby, Bing Crosby; 14. Sweet Lullaby, Bing Crosby; 15. Sweet Lullaby, Bing Crosby.

The Deets report was said to be based on all sales, for the public as well as operators. Operators disclosed that they had made inquiries in this area. There was a close tally, they said.

It is being pointed out that several hundred advance orders for Dick Robertson records were placed by phonograph operators before the records were being turned out. This is shown in a recent history. Public demand led to the recording by Jensen.

increasing sales of records. The firm is expected to bring the profit that classical records had lost for by 75 per cent of their dollar sales volume.

London

LONDON, Dec. 8.—Shortage of equipment, both new and used, is becoming more acute, and several dealers are striking every device to buy machines to replace those that can no longer be kept their doors open. However, of spare for American operators are also getting low and it looks like a winter season will face both dealers and operators early in 1940.

Cigaret manufacturers have met problem of vending machines and finished products. The problem has been solved by supplying special packages of single cigarettes for the British market, rather than the normal size to fit machine magazines.

Decision of Amusement Caterers' Association to hold 11th annual banquet, had and canceled January 7 has met with general approval. Parties are being organized and many workmen registered from London will return for the occasion.

Several London sportsmen have closed down their bad business. Meanwhile others continue to do fairly well and most benefit by a thinning down which, even without a fair, is beneficial over the long run. Those closed have had no difficulty in disposing of their equipment.

has been introducing and getting around Park Street, with William B. White, of the Star Coin Machine Co. Stanton gets about of playing the 1940 coin machine bowling games display at the Star's showrooms.

Music ops are going to town with My Partner, by the Ink. The new addition to the music business has not got to a slow start but seems to be gathering more interest. **♦♦♦♦♦**

Parley Sales Co. is enjoying an increase in business due to the new device for holiday sale shows. This has been a big year for amusements operators in this area.

Operators report the best holiday business in several years. Property seems to be waiting right down main street and operators are getting their share of its attention. The Community Chess quota went far beyond the set three and business activities are at a new high for December.

A heavy demand for used coiner games is in evidence along the way. Operators keep they have been cleaned out of every piece of used stuff they have had. On some types of coiner games a bonus offered for good used game.

Dallas

DALLAS, Dec. 30.—Local coin machine business is in a boom. This is the result of the advancement in trade and the new equipment that is being introduced. Photographs and target skill machines are leading the parade, while cigarette vending is a popular business. Merchandise vendors are increasing in number and are reporting a steady increase in the past two years.

Dallas and Texas coin machine men are looking forward to the 1940 coin machine show to be held in Dallas, Texas, January 13 to 18. A record attendance is predicted from the Lerner Bros. Co., Dallas, as the exhibitor for the statement that he has heard from Texas operators say they were planning to attend. It is believed that he had even planned to attend any other meeting of coin machine men.

Arthur Hughes, head of the Philadelphia Division of Phoenix-Ball Co., announced the appointments this week of J. W. Sweeney to the general management of the Electro-Ball Co. Houston division. Sweeney, formerly of Dallas, will succeed E. C. Smith as Houston branch manager. He has been actively associated with the coin machine business in Texas for the past 10 years.

Philadelphia

PHILADELPHIA, Dec. 30.—Two Legionnaires Division of Phoenix-Ball Co. Philadelphia Association, Al Diverse and Max Bushwick, have been again honored by the Electro-Ball Co. Houston division of the Jewish War Veterans. Al has been elected commander, and Max has been elected vice commander. Max will tender the position formerly occupied by Sweeney.

Add new members to the Philadelphia Association has been reported to include a new member who has taken over part of the route formerly held by John H. Smith. The new member is a member of the rank of entrepreneur, but is already showing great promise. He is a member of the Electro-Ball Co. and is planning to bring his route up to date and has made a favorable impression among the fellow operators. He was elected into membership at the last meeting.

Jack Gross, associated with his brother Bill at Lehigh Specialty Co., took two days off from his business to attend the first of the column to take a brief vacation in Florida this season.

Max Budwick, of the Capital Amusement Co., has transferred to include restaurant operation along with his coin machine activities. Budwick is reported to be a member of the Electro-Ball Co. and is planning to bring his route up to date and has made a favorable impression among the fellow operators. He was elected into membership at the last meeting.

Fort Worth

FORT WORTH, Tex., Dec. 30.—Show talk proved daily, with a number of parties who are looking to make the trip. Some will travel with the regular caravan, which leaves Fort Worth Saturday 18, while others will go on ahead, some leaving on the 15th in order to attend the big exhibition on the evening of the 12th.

Brian Stanton, star of radio and stage,

then Chicago operators board that the record was in the making and began placing advance orders.

W. E. Smith, a veteran of Music Corp. of America, has added his definite testimony that records on automatic phonographs will have a big factor in building up business.

Egon & Healy, Chicago's largest retail record store, has been notified of its publicity in local newspapers about its recently enlarged record department and

Foreign Buyers in Numbers . . .

CHICAGO, Dec. 30.—A Chicago manufacturer of phonographs stated recently that "more visitors from foreign markets had been callers at our plant in the last two weeks than we have seen this year."

The company also said officials in London and Paris are especially interested in phonographs. But the buyers from other lands are also looking over all types of machines while they are in the coin machine center of the city.

Many of them expect to remain for the 1940 Coin Machine Show. The existence of war in Europe means, of course, that coinmen who are unable to visit Chicago will not get to make the trip this year. The American trade will extend its deep sympathies to them.

A large number of coinmen than ever in the history of the trade is expected from Mexico, Central and South America. Canada will also be well represented, altho the seriousness of war has affected its business.

LET'S GO

**TO MODERN'S
GRAND AND GLORIOUS
SURPRISE CELEBRATION
JAN. 8-9-10**

SEE the New, Streamlined offices for MODERN Music Merchants — the largest and most beautiful in the entire industry — just completed!!

**THRILL TO THE BIG
PREVIEW SHOWING OF THE
SENSATIONAL, NEW, 1940
WURLITZER
AUTOMATIC PHONOGRAPHS**



HEAR the world's leading recording artists in PERSON singing and playing the songs that made them famous!



FREE PARKING for Modern Music Merchants at MODERN'S Broadway & East Houston Street Parking Lot!



EAT, drink and be merry! There'll be food and refreshments galore!



LISTEN to the plans MODERN has to help you to bigger, better and steadier PROFITS with Wurlitzer in 1940!

"The World's Largest Automatic Music Sales Agents"

MODERN VENDING COMPANY
656 Broadway, N. Y. (All Phones: GRamercy 7-4100)
Southern Branch: 822 Fifth St., Miami Beach, Fla.



ATTENTION, OPERATORS!

your next big money maker

DICK ROBERTSON'S

DECCA RECORD NO. 2926

**"PUT YOUR LITTLE FOOT
RIGHT OUT"**LARRY SPIER, INC., MUSIC PUBLISHERS
NEW YORK CHICAGO LOS ANGELES**50,000,000 MOVIE-MUSIC
MACHINE**

are waiting to hear

THE 1940 NOVELTY HIT!

from Kay Kyser's RKO-RADIO Film, "That's Right—You're Wrong!"

There's A Favorite Record Name For Every Location!

THE LITTLE RED FOX

(N'Yo N'Yo Ya Can't Catch Me)

Recorded by

KAY KYSER—Columbia
(132295)HAL KEMP—Victor
(26416)DICK JURGENS—Vocalion
(5263)VAN ALEXANDER—Varsity
(8102)

BOB CROSSBY—Decca 2924

ORDER TODAY FROM YOUR DISTRIBUTOR!

LEO FEIST, Inc., 1629 Broadway, New York

THE FIRST *Smash Hit* RECORD OF 19408143 WOULD'NT YOU I BUT KISS THY
HAND, OH BABA, F.T. V.C.

THE MAN WHO COMES AROUND, F.T. V.C.

WILL OSBORNE AND HIS SLIDE MUSIC

DOUBLE TALK ANOTHER OSBORNE SENSATION!

8113 BETWEEN 18TH AND 19TH ON CHESTNUT STREET, F.T. V.C.
HUNGRY FOR A SHRAPSODY F.T. WILL OSBORNE AND HIS SLIDE MUSIC

Now Available! 5000 copies of the 97-... JED JACK CLARK—Dexter McPherson & George White

United States Record Corp. 3780 BROADWAY, NEW YORK, N. Y.

KY. SPRINGLESS SCALE CO.

516 S. 2ND ST., LOUISVILLE, KY.

KENTUCKY'S Distributor of WURLITZER PHONOGRAPHS
AND COIN-OPERATED AMUSEMENT MACHINES OF LEADING MANUFACTURERS.

A large display of New and Reconditioned Novelty and Free-Play Machines on hand at all times.

Advertise in The Billboard—You'll Be Satisfied With Results.

Record Buying GuideAn Analysis of Current Songs and Recordings From the
Standpoint of Their Value to Phonograph Operators**GOING STRONG**

Recordings listed below are currently the biggest money-makers in automatic phonographs. Selections are the numerous reports gathered each week by representatives at The Billboard from at least four leading phonograph operators in each of the 20 most important operating centers in the United States. The following analysis or explanation are those that have appeared under this heading for one week or more and have thus become well established successes that require no further explanation.

Stop, It's Wonderful. The history of this song, as far as music trends are concerned, goes back again, what has often been demonstrated in the past. That is simply that when a band sticks in a big way with the nickel dropouts its success carries along with it a number of other records that may be best to the charts if it weren't for the band's initial hit. Orin Tucker made a national name out of the title, Oh, Johnny, Oh, and now he fits himself with another big hit in "Stop, It's Wonderful" as he had been around for some time, getting to place very successfully what you jammed on the Tucker record. Now, in a couple of weeks it has climbed up into the big time. You're missing out on plenty of Buffalo heads if you're not playing this one.

Scatterbrain. Frankie Masters, Freddy Martin, Helen Goodman, Guy Lombardo.

South of the Border, Ship Fields, Ash Grove, Guy Lombardo, Tony Martin, Sammy Kaye, Herman Hadji.

Oh, Johnny, Oh, Orin Tucker.

My Prayer, Glenn Miller, Ink Spots.

Yodelin' Joe, Andrews Sisters-Bing Crosby.

In the Mood, Glenn Miller.

COMING UP

Recordings listed below are those which operators report are not yet top-notch money-makers but which are growing in popularity on automatic phonographs. Selections are the numerous reports gathered each week by representatives at The Billboard from at least four leading phonograph operators in each of the 20 most important operating centers in the country.

Canoe. A "possibility" last week and now the fastest rising recording on the charts in Phonograph's version of the "Top 100" list. It was introduced by Edward and Lou Gooding's band. There is something about this melody, title and lyric that cannot possibly miss hitting universal favor. From its program to the installation in the automatics it is bound to be a smash very soon, not only under the routine but in the other departments of song popularizing radio and sheet music. This is practically a must for operators right now.

Bluebirds in the Moonlight. Also including in a particular way, keep and jump up the ladder of phone popularity this week. The hit has been around during the last seven days as being among the strongest possibilities on the list of novelty titles. It is a very profitable one very much in the record picture again with this item, leading Benny Goodman by a two-to-one ratio on reports coming in this week.

Billy. The continuing to give a good enough amount of airplay, this follow-up to Oh, Johnny, Oh from the Orin Tucker factory (since it actually preceded that hit by a number of weeks) is not as big as it might be. It is a different sort of song like his new reigning success, Stop, It's Wonderful, some one is finding Billy a profitable enough venture tho, and it has a good chance of growing in power.

I Didn't Know What Time It Was. Billie Gardner more than his share of niches in a nice, quiet, refined way in this superior ballad, whose very nice pop selection takes away from the occasional appeal and therefore makes its chance of becoming a great-running hit in the machine. It's doing surprisingly well, with a good amount of airplay from reports this week mentioning Artie Shaw's recording as threatening the supremacy of the Jinsay Dancy and Benny Goodman discs.

Chattanooga. The second of last week's "possibilities" to report that balladists state and surge ahead into the more tangible classification of a number that is definitely on its way up. This may be operators' follow-up to the tremendous success of "Chattanooga" in the past few weeks. It is a very nice pop selection to help it along rather than hinder it. Kay Kyser takes the lead in the field of the most favored records, with Dick Jurgens, Guy Lombardo and Sammy Kaye.

Last Night. Billie pretty much in the running in this ballad. It's not setting any high-water marks but going along to good enough returns to keep it around for a little while yet. Glenn Miller and Bing Crosby are the most important contributing factors to its success.

The Little Red Fox. Climbing ably slowly, this item from Kay Kyser's Red Fox group. It's very much in the running in the automatics. It's not a little too soon to tell whether it will be a quick climb or whether it will live up to advance expectations. Kay Kyser has the leading disc, followed by Van Alexander and Hal Kemp.

POSSIBILITIES

Recordings listed below have not as yet shown any strength in automatic phonographs but are the most likely prospects for made music success among new record releases. These selections are based upon performance reports from leading automatic music publishers as to the relative importance of certain songs in their catalogs as well as on the judgment of The Billboard's music department.

Woodpecker. Here is a new one by Will Osborne, who gave you good-sized up to the bottom the last time. It's a very nice pop selection. It's a very nice pop selection with contrary just what the future of this new one will be, but if it's only a quarter as good for the house as its predecessor, that will be enough to send it surging the charts.

Johnson Rag. Will outlasts the rage among popular songs of the day, this is one that may have a good chance for ultimate success. As recorded by either Larry Gray or Guy Lombardo, it is a very nice pop selection. It is a title that fits very nicely with the demands of phone addicts.

Your Feet's Too Big. One of the best recordings turned out by Paul Waller and his band. It is a very nice pop selection. It is a very nice pop selection. It is a very nice pop selection. It is a very nice pop selection.

(Double-meaning records are purposely omitted from this column.)

NEW
HIT RECORDS
JUST RELEASED
BY

PENNY PHONO
TEN TUNES ON
A RECORD... 75¢

America's top tunes — by
big-name attractions — direct
from our Hollywood Studios

"Ciri Biri
Bin"

MARtha TILTON, Vocal

"Last
Night"

CHUCK FOSTER'S ORCH.

"Stop! It's
Wonderful"

ROBBIE ENNIS, Vocal

"El Rancho
Grande"

GARWOOD WAYS ORCH.

SEE
PENNY PHONO
-1940's Biggest
Money-Maker
at the National
COIN MACHINE
SHOW

Hotel Sherman, Chicago
January 15-16-17-18

See why thousands of signed or-
ders are pouring into our plants,
from all parts of the globe — pre-
ceding the faith of distributors
and operators in this overnight
musical sensation! A flood of the
public's lightning response to
"Music for a Penny" will be given
you by PENNY PHONO'S sales
representatives — together with all
vital facts and figures. Remember
— you haven't seen the Show till
you see PENNY PHONO!



For names of near nearest
PENNY PHONO dealers, write
CINEMATONE CORPORATION
1107 No. Highland Ave., Hollywood, Calif.



CARL A. HOOPER, Rock-Ola distributor, believes in showmanship. Hooper's
Louisville, Ky., establishment recently featured the annual display shown above.
"The display always has brought me numerous inquiries regarding the Rock-
Ola phonograph for 1940," says Hooper.

made the grade. Scatterbrains, which
was very good several weeks ago, is now
on its way down. The same may be
said of Whizz's New and Address Dis-
turbance. The Ink Spots, who scored
with the latter, have not been steady in
hit terms. Their success has been rather
spotty and their personal appearance
here didn't help to boost their disks.

MICHAEL DE LAURO,
Chippewa Amusement Co.
WHEN ROBBIE ENNIS was in Buffalo,
operators report, an advance publicity
agent did much to boost records by
promoting personal appearances, such as
concerts and displays, to announce records
engagement, as well as the names of his
latest recordings. As a result, Ennis rose to
public favor there. His records got more
play and his week's stand at the Buffalo
Theater ground booster than any other
personal appearance in years.

Newspaper editorial
IN AN EDITORIAL entitled "A Hit of
Frenchie" The Hudson (Pa.) stated that
"the song, 'South of the Border,' is a
sensational ballad hit here and on a
battered piano in New York's Tin Pan
Alley. It has nothing to do with
anything very much, least of all the
mysterious strip of land between the
English and the French. It is a song
yet it has become the favorite song of
the British troops now in France."
The editorial goes on to tell how the
addition was in everywhere on the
radio, in shops and in motion picture
theaters. The editorial writer says he
can see no connection between the
song and "South of the Border."
However, he closes his editorial saying:
"South of the Border" . . . may have
nothing in the name of France. There
is the answer. Perhaps it owes its
meaning to the neighborhood far away
from the road of France. War is bad
enough without singing songs about it.
The old time "South of the Border,"
ah, there's the place to be."

EASTERN FLASHES

(Continued from page 62)
long," says Bill, "because Tom Striker is
the greatest machine in the industry has
ever."

EARLY BIRD

Bert Lane, of Newark Sales, is on the job
right and early every morning these
days. The reason is he has thousands of
Columbia's Million of 1940 hits he's
putting into New York's quarters. "This
issue's clicking on me," says Lane. "It
looks as if we'll pass the mark we set
with Mr. Chip."

BUDY DAYS

That's not true for Pat Cohen and
Harry Rosen, of Modern Vending Co.
Both boys are on the jump supervising
the work of the corps of electricians,
carpenters and plasterers who are en-
gaged and installing the machines.
They'll be the most well-oiled stream-
lined offices music ops have ever seen
when they're finished, they maintain.

GRAND OPENING

Jack Berge, of Newark Odeon Distribu-
tion, threw a grand opening party, com-
ing with the "Rock-Ola" machine. Over
200 were on hand before 6 p.m., Jack

reports, "and more continued to arrive
into the late hours. We work to thank
all who attended and hope the long
evening held to our office every day in
the week."

NEWARK NOTES

Ops in Newark get much better now
that the new connections are working as
one. One letter from Lefty Green, man-
agement: "A special meeting with plenty
of action." And action is what the boys
want, according to leaders. . . . An ex-
cimer is opening jobbing headquarters
here. It's Dave Engel. New headquarters
will be on 40th avenue, just off
Clinton, under the name of D. & R. Dis-
tributors. Dave says he'll have a swell
grand opening for the New Jersey col-
lection in the near future. . . . Jack Roy
of Jack Fingert's Newark office, is back
in here in three days telling the boys
about Early Alley. . . . And if it's
of the Pioneer office, is so proud as a
new piece of his new subscription for
Millie Thorne of Music. . . . Sanford
Childs is now the floor sales manager
for Newark. Sanford takes over Fred
Lew's spot, now that Able has gone to
work for the New York office. . . .
he's so busy he's actually helping with
the repairs and reconditioning. . . . Al
J. Collins, of Andy's Operating Machine Ex-
change, offers one reconditioned vendor
free with 10. "This is our Christmas
present to all the vending machine ops."



ACME REMODELING & PARTS
THE NEW 1940

ACME DOME \$895
EX.

FOR 412 AND 616 WURLITZERS
616 COMPLETELY \$2950

REMODELED AS SHOWN
(ACME DOME EXTRA)

FOR SALE!!
Columbia Set of Parts
(Dome Extra) \$75 1st
Columbia \$100 2nd
De Luxe Remodeled \$12
with turners, 40¢ ea.
1 with extra set, 50¢ ea.
F.O.B. Bklyn.

Complete Set of Parts
(Dome Extra) \$75 1st
Columbia \$100 2nd
De Luxe Remodeled \$12
with turners, 40¢ ea.
1 with extra set, 50¢ ea.
F.O.B. Bklyn.

ACME SALES CO.
New Address: 1735 CONY ISLAND AVE., BRUNY, N.Y.
N.Y. CITY SHOWROOM — DEPT., 625 TENTH AVE.

STREAMLINE BOXES

\$300.00 Being Collected Weekly by One Operator
From SHYVERS STREAMLINE BAR and
BOOTH BOXES

Proven, Tested and Maintained in hundreds of Phonograph locations using
an average of six (6) STREAMLINE BOXES per set. This is a West
Coast average. Eastern operators are reporting earnings as high as \$9.00
per week per STREAMLINE BOX. One Operator Showing a Profit of
\$104.00 in 6 Months on a \$7.39 Investment.
The More a Phonograph Plays — The More It is Played
Order in ten boxes, 5 Bar and 5 Wall, with what amount cable you
want and make a bet. If the boxes earn 73c a week each, cover every
spot you have. YOUR INCOME GOES UP! YOUR PROFITS ARE
CRANKED DOWN. YOUR BUSINESS IS ADVERTISED ON EVERY
BOX WITH A GENTLE URGE, "PLAY IT TO 20 NICKELS."

NATIONALLY PRICED

Streamline Wall Box, \$6.75 Streamline Bar Box, \$7.50
Cable 5c Per Foot Instrument Casing, 85c "T" Joint Boxes, 45c
New Also Available With National Slug Ejector

SHYVERS MANUFACTURING COMPANY
2315 W. HURON STREET CHICAGO, ILLINOIS
PHONE: ARMtage 0892

WURLITZERS

REBUILT WITH NEW LIGHT-UP LOWEST PRICES
FRONTS AND GRILLS AT

WILL TAKE 412'S IN TRADE
LARGE SELECTION OF THE FINEST RECONDITIONED CIGARETTE MACHINES

BABE KAUFMAN MUSIC CENTER
500 E. 124th St. (at 124th) 250 W. 54th St., N.Y.C.

he says. . . Frank Hart is doing a swell job. It means, with a new coin changer that counts both pennies and nickels.

CANT HEAT . . . A bad cold is not keeping Jack Anseloni from the stack of work confronting him these days at the George Foyner headquarters. "Can't rest now," Jack says. "I'm jammed with work as the year comes to the end due to the demand for the new quarter-of-penny model of Thales of Maastricht."

THE YEAR AHEAD . . . Joe Ash, of Active Amusement, Philadelphia, reports his firm has never been more active than it is at this season, preparing for the machines it expects to see on the market with the entrance of the new year. "We can't just wait to see how many machines that will be shown at the convention. Believe me, these machines are really going to give up the biggest year they've ever had."

ONLY THE BEST . . . Turner Specialty, of Philadelphia and Pittsburgh, reports that it will adhere strictly to its slogan, "Introduce only the best more than ever during 1940." "We feel that the new equipment which will be presented in 1940 will need experts to determine its true worth," say Turner officials. "Because of this we are going to make it our business to stick strictly to our famous slogan."

MEAN MACHINES

Wherever two or more ops gather these days the talk turns to the coming convention and where it will be held. Judging by the advance interest this year, CMA certainly has to be prepared to accommodate the largest crowd of ops ever to come out of the East for the Big Show. Jack Anseloni, of Thales, Brooklyn, is busy checking over amusement park lists. . . Bill Heiser, Eastern representative for Henry Ford, was assumed to see Jack Berger's opening in Newark.

CHRISTMAS PARTY

International Miscellaneous staged a gala Christmas party at its Metropole headquarters in Philadelphia the past week. Bill Rubin, Bill Winters, Murray Leitch, Al Blumberg and the rest of the stars met Friday in Metropole's hall. "That new machine gun of ours is capturing the attention of everyone," Bill Rubin states.

INCREASED SALES FORCE

Ray McClinton reports that his firm will expand its distribution set-up this coming year with the addition of several experienced men in the sales department. "Right now we have Ray Hoffmann and Harry Brown doing a fine job on our present territory. But we've been receiving so many inquiries from ops beyond this territory that we're going to have to add more men to the sales staff."

COMMERCIAL INTEREST

Eastern districts of the Chicago game, Commodore, reports that no let-up has come in the game. "Business is good at this time of year, but Commodore sales continued on their high tide," they say, and the factory continued to



AT A COCKTAIL PARTY sponsored by Tommy Dorsey for Chicago music machine operators, Bill Heiser (left) talked things over with the band leader. Above are Larry Burdick, photographer engineer; Mandator Tommy Dorsey; Al Mason, advertising manager; Alvin Schaefer and Mr. Cole, Bill photographer sports. "Cole machine operators like clear pain straight from the shoulder," said Dorsey.

question to the end of year, still orders are about a week behind. Much out-of-season demand for a game is considered unusual, Chicago claims.

REVIEW OF RECORDS

(Continued from page 12)

Dance Discs

FOR getting on polished floors, Glenn Miller's sweet style is as his better advertisement on Bluebird for Columbia and Honey Conchert's "Fadedout" (Decca) is the name label also giving Blue Baron for Johnny Mercer's "Pop Smoke" and "What My Young Girl Should Know," the emphasis of both on its lyrical appeal; and Chas Nelson up to standard for a new hit ballad, "Little Shepherd of My Dreams," coupled with a long-drawn low wong, "Flower of Ours." The composition label, Victor, gives Sherry Noyce rousing carnal inspiration with a couple rhythmical ditties, "Cantabro and Nourthy Pans. And on Columbia there's smoothness in the song and symphony of Betty Driscoll for All in Fun and All the Things You Are, both from Tony Martin for Mercury, and Corin Tucker's top treatment for the pop, "My Dreams Ago and "Night Night," both without Horne Baker.

For the more applied stepping, Tommy Dorsey takes it true old way to prove that his beatings have lost none of their fire for "Key Door 21, the influence of My Crew's" addition to the swinging set. Oliver carried this one over with him from Columbia (Loring) and the record coupled is complete with rhythmic tooting for "A J'Frend," Anita Brown adding to the vocal punch. At long last, Henry Goodman reveals his thump song for Columbia, "Let's Dance" being a standing invitation to the dance. For the platter-making, Goodman for the first time dips into Duke Ellington's archives but gets the worst of it on the winning, "Swirling Snow." "Merry Men," a trumpet concerto, Ziggy Elman takes over the Rex Stewart

notions—and we'll bet he's glad it's over. For "Key Door Here, it's still Duke's disk in the class by itself. . . .

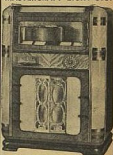
Or.

The Columbia classic adds to your Marlene Ravel shift with *My Mine* 2048, Howard Hallow conducting the Columbia Broadcasting Symphony, Two 12-inch records packaging the album, the suite in Ravel's sensitive and delicate impressions of Maurice Ravel, originally composed in 1908 for piano (concerto) with Marlow capturing the composer's sensitive imagery for a permanent record.

As a single item, Columbia's classic list offers America's most popular story, the far from the best, Nelson Kelly singing two beautiful, expressive songs, *Now* that the *Lonely Heart* and *Pilgrim's Song*. And an equally must item, a Victor 304 Good offering the Alvin Janor set featuring for a brace of Victor Herbette, *I'm Falling in Love With Someone and Things Alone*.

PEP-UP

YOUR EARNINGS WITH MIRABEN SUPREME MASTERCRAFT LIGHT-UPS!



YOUR WURLITZER 416 completely reloaded as above with plate top covers \$24.50
Materials Only No. 416 M-1 18.50
19.50 freight

YOUR WURLITZER 416-A
Coin Operator 26.50
Materials Only No. 416 M-1 20.50
Coin Operator 21.50
19.50 freight

1/8 Deposit, Balance C. O. D. F. O. B. Chicago. We also need cash and complete sets of Sounding Materials for your Wurlitzer 24 and Sockets Imperial 20.

SEE OUR COMPLETE LINE AT THE COIN MACHINE SHOW BOOTH NO. 52

MIRABEN COMPANY
829 Milwaukee Ave., Chicago, Ill.
Phone: Noyes 2443

START THE NEW YEAR RIGHT

WITH

MILLS THRONE OF MUSIC

FOR A HAPPIER AND MORE PROSPEROUS 1940—WRITE, WISE OR PHONE ANY OF OUR 4 OFFICES TODAY!!

MAKE A DATE TO SEE GEORGE PONSER AT BOOTH 163 OR SUITE 1884-1886 COIN MACHINE SHOW—HOTEL SHERMAN

GEORGE PONSER COMPANY

517 West 47th St., NEW YORK, N. Y. 11-15 F. Bureau St., NEWARK, N. J. 154 Broadway, ALBANY, N. Y.

ANNOUNCEMENT

MORRIS HANKIN

In 1940—will personally serve as exclusive distributor for Wurlitzer Phonographs. Mr. Hankin will carry a complete stock of all models and parts.

All former activities will be confined to the Hankin Music & Cigarette Service—who will continue to serve their patrons as in the past, under the capable management of Mr. Arthur Weinsberg, Mr. DeWitt Yancy and Mr. Lester Black.

MORRIS HANKIN, 258 Pryor, S. W., ATLANTA, GA.

Get The BIG NEWS NOW



TURN TO THE BACK COVER

WE GOT 'EM Ready for Delivery!

Western's New De Luxe BASEBALL

THE GREATEST LEGAL GAME EVER MADE! We know it's the Year in and Year out BIG MONEY MAKER—that's why we have them in stock. They hold their locations for YEARS, not weeks. Get wide, brother. Get started NOW!

BANNER SPECIALTY CO.
1530 PARRISH STREET
PHILADELPHIA, PA.

the most outstanding coin game hit of the year.

This is really an interesting idea, and here's what this operator suggests: The Academy Award Idea, which is used in the moving picture industry and the best production of the year, could well be adopted by the coin machine industry in recognition of the game that has benefited operators the most during the year just passed. This would do much to encourage production of machines that have real merit.

"I have never seen an award for coin games I know which would be the winner for 1939. It would be Gottlieb's Lute-o-Card, by a mile! This conceivable free play novelty certainly has proved the outstanding hit of the year for us. And if Nobel prizes were awarded for coin game achievements I'm sure D. Gottlieb & Co. would get one for their Bowling Alley novelty game, which is the greatest thing of the kind in existence. These two titans have done a great deal to make operation prosperous during 1939."

Natchez, Miss.

NATCHEZ, Miss., Dec. 30.—As a whole, machine business in Southwest Mississippi and Northeast Louisiana continues to improve satisfactorily and with the exception of the Satchel is about as good as ever. The best business centers are generally at night machines, games and beverage machines.

Sam Soria, of the Hermann Novelty Co. and various divs of the fire truck for Protective Co. No. 3 of the Natchez Fire Department, has again been elected as

MOTORIZED MERCURY



Check Motor gives Mercury a constant speed at all temperatures. Each click into play with all coin 1-2-3 and out pays a value on a winner.

In need of thousands of dollars to develop this clock—It's a home-and-out patent theory has been a hot item in the past several months as it now meets the hot taken patent market—There is only one condition's HIDE-CURT—All others are made obsolete by this Clock Motor.

Who has had the slow track by a month of "MOTORING" MERRY?

Send order today—attach a Postal Money Order for \$6.00 down—within a few days you will receive one of the hottest bumper machines you ever had ago—only a mechanical model.

GRETCHON TOOL CO.
150 N. UNION STREET, CHICAGO

JUST LIKE NEW

(Used Only Five Weeks)

123 GINGERS W/4 WEATHER BUSES EXTRA BUSES
\$16.50 ea
90 MERCURYS **\$18.50**

Wholesale Office, Balthasar C. G. Co.
OHIO SPECIALTY CO.
113 E. Broadway, LOUISVILLE, KY.

Suggest Academy Award for Games

CHICAGO, Dec. 30.—Here's a great idea from one of the leading big operators of the business. He told Eddy Gottlieb, president of D. Gottlieb & Co., he has referred to a letter sent received. "There ought to be some sort of award that size that a prize—an Academy Award for

ATTENTION!
BALLY ALLEY

Now
Ready For Delivery
To
LOUISVILLE,
KENTUCKY,
and
CLARK-FLOYD
COUNTY, INDIANA,
OPERATORS

B. & B. Novelty Co.
621 WEST MAIN ST.
LOUISVILLE, KY.

LATE GAMES—BARGAINS

FREE PLAY	Ball, Chicago	\$14.00
Ally	Dot Speed	\$16.00
Ball	Blue Dots	\$16.00
Ball	Green	\$15.00
Ball	Orange	\$15.00
Ball	Red	\$15.00
Ball	White	\$15.00
Ball	Yellow	\$15.00
Ball	Pink	\$15.00
Ball	Purple	\$15.00
Ball	Black	\$15.00
Ball	Grey	\$15.00
Ball	Brown	\$15.00

REVEALLY
Bally Novelty

\$7.00 Cash: Boston, Green, 1411
Blue, 1411
Red, 1411
Yellow, 1411
White, 1411
Black, 1411
Grey, 1411
Brown, 1411

Free Truck, Motor, 1411
Free Truck, Motor, 1411
Free Truck, Motor, 1411

MARC HUWES, INC.
123 W. Lake St., CHICAGO

SLUG PROTECTION

For Table Games
EXHIBIT'S
Slug Ejector
Price **\$16.50**

Quickly Fitted, Right on Location,
to Any Table Game
Using **A.B.T. 500 Sht.**
Send for Circular.

Order Now—Prompt Shipment
EXHIBIT SUPPLY COMPANY
4231 W. Lake St., CHICAGO

FREE PLAY—Chicago, 5th Street, Detroit, St. Paul, St. Louis, 1411
Ally, 1411
Ball, 1411
Blue, 1411
Green, 1411
Orange, 1411
Red, 1411
White, 1411
Yellow, 1411
Black, 1411
Grey, 1411
Brown, 1411

MARC HUWES, INC.
123 W. Lake St., CHICAGO

MORE NEW MACHINES
AND GREATER VARIETY
THAN ANY PREVIOUS SHOW

EQUIPMENT FOR EVERY THEATRE
AND OPERATING CONDITION

**BIG PROGRAM OF
ENTERTAINMENT**

Don't Miss It!
REGISTER IN ADVANCE!

COIN MACHINE INDUSTRIES, INC.
2925 JACOBSON BUILDING ST. LOUIS, MO.

SHERMAN HOTEL — CHICAGO

JANUARY 15, 16, 17, 18

SHOW POSTER NOW ON DISPLAY in headquarters of distributors and manufacturers from Coast to Coast. The poster, which is 35 by 28 inches, printed in black and red on a golden yellow paper, was produced under the direction of Frank Jones, advertising manager of Bell, Niz, Co. and chairman of the 1940 Show Publicity Committee.

driver of the company. Sam McBride, also of Peasano, at the same meeting was elected as boss director of the coast line station. Both Buzza are ardent fishermen, and while machine business interests them, as do football, basketball, fishing and other sports, their first love is fire fighting.

E. E. Twine, an across-the-river operator in Vidalia, La., accompanied by Mrs. Twine, was a recent visitor to New Orleans. While there they attended the annual football classic between Tulane University and Louisiana State University.

Big Bill Hill, coin machine man and owner of Windsor Theater, attended at noon to the bench show and the fifth meeting of the Mississippi-Louisiana Fair Business' Association to the place of business from December 3 to December 7. Hill and some other operators took part in five hours in Adams County, rolling tables.

Visitors to the Winthorn Club Casino, sponsored for the Underpinnings Children's Fund, took advantage of opportunity to play machines on board. Troupe played two days, December 3 and 4. They presented Valley Center, a novel comedy in four acts, with worldwide features and Western folk in machine business getting better and better.

Natchez ops and others sponsored a Santa Claus ball for benefit of The Natchez Democrat's Poor Children's Christmas Tree Fund. An operator of Bill Hill's Winthorn Club December 14. Al Burdette and his orchestra played. The crowd attended Valley Center, a novel comedy in four acts, with worldwide features and Western folk in machine business getting better and better.

Allan Miller, manager of La-Rick-Tee Co. has returned from a business and pleasure trip to Vicksburg, Miss.

Letter From Cuba

To the Editor:

I have just become established in Havana as a manufacturer's representative and find what appears to me to be an excellent market for the introduction of several types of coin-operated amusement machines.

I am addressing you now to ask that you be kind enough to give me the address of the _____ Co. I am desirous of communicating with this concern on the subject of Cuban representations. I may say that I can furnish this concern with excellent references and information concerning my qualifications which I think will be likely to interest it.

Some time ago The Publisher published a special edition which carried an unusual amount of advertising matter designed for the attention of firms in the foreign field which might wish to purchase coin-operated amusement machines of American origin. If you have a copy of this number available I would be very glad indeed to receive it, as I should wish to communicate with several of the advertisers.

B. S. E.
Havana, Cuba.

Counter Game Gets Ops' Okeh

BROOKLYN, Dec. 30.—"As usual, our first announcement of Totalizer, the new counter skill game, appeared in The Billboard. To say that we have been swamped with orders is putting it mildly," declares Dave Robinson, of D. Robinson & Co.

"In less than two weeks we have taken advance orders in New York alone for a very large number of games. The new score totalizer on this game amazes every operator with its simplicity and the accurate scoring of all balls entering the baskets."

"I predict that Totalizer will be the biggest selling counter skill game for 1940. We are distributors for Totalizer in New York, New Jersey and Connecticut."

Texas Assn. Official Dies After Assault

HOUSTON, Dec. 30.—Walter A. Niemczki, 49, executive secretary of Associated Photograph Operators of Harris County, died December 13 from a bullet wound in the left eye. The shooting occurred the previous Saturday night at the Sea Oull Club, owned and operated by Niemczki, while he was sitting with a 39-year-old cab driver for possession of a revolver. He was rushed to a hospital, where he died 40 hours later. An attempt to murder charge against the cab driver was changed to a murder charge immediately after the death.

Niemczki is survived by his wife, son, daughter, father and one brother.

NEW MONEY-MAKING SENSATION!
PICK-A-PACKCOUNTER CIGARETTE GAME
Producing amazing earnings
in all types of Locations!

PENNY PLAY

Beautiful appearance!
Sturdy, long-life construction!\$23.75
F. O. B.
Chicago

GUARANTEE

Try PICK-A-PACK for 10 days. If not satisfied, machine price will be returned.
BAKER NOVELTY CO., Inc.
2022 Washington Blvd., CHICAGO

15 Eureka's (free Plays),
\$39.50 Each15 Fairgrounds (Equipped with
Large Packs), \$19.50 Each

Terms: One-third deposit, rest C. O. D., cash f. o. b. New Orleans.

All of these machines are in first-class condition. How to use:
B. AND M. SPORLAND
611 Canal St., New Orleans, La.

— riding high
ali-baba

► Tops in novelty appeal. High score, 30,000 to 50,000 (adjustable). Eight skill lane roll-over switches — Two are mystery and one a free ball return — 24 beautiful and entirely new type bumpers. Play is thrilling — tantalizing — exciting — the perfect game for player competition.

Convertible \$99.50

STONER CORP.
AURORA - ILLINOIS

A BASKETBALL TREAT

ANOTHER OF
CONTAINER'S COLORFUL CREATIONS

Not Just Another Board, but an Unusually Interesting Basketball Play.

2600 HOLES—GOAL SHOTS

Taken in 2,000 Holes @ 5c.....	\$10.00
Free Out (Average).....	75.00
PROFIT (Average).....	\$ 84.00

"THE OPERATORS' MANUFACTURER"
CONTAINER MFG. CORP.

1825-1833 Chestnut Ave., St. Louis, Mo.
MEET US AT THE COIN MACHINE SHOW, BOOTH NO. 137



Join the big parade to the
COIN MACHINE SHOW
SHERMAN HOTEL, CHICAGO
JANUARY 15-18, 1940



"WATCH ROCK-OLA FOR 1940" is more than just a slogan, says Rock-Ola officials. As you be seen in the above picture, representing a small part of new machinery already installed for 1940 production, Rock-Ola is prepared for a much increased business on Luxury Light-up phonographs in 1940.

ATLAS VALUE PARADE

NEW YEAR SPECIALS!!

GOTTLEB TRIPLE GRIPS..... \$ 8.50
 A. R. T. 1c TARGET MODEL F (Latest Model—Like New)..... 19.50
 FACTORY REBUILT 1-2-3 Free Play..... \$9.50

RECOMMENDED COUNTER GAMES

Atlantic 40 Standard..... \$14.50
 Boston Home (Patent)..... 15.50
 C. J. Miller..... 7.00
 C. J. Miller..... 7.00
 Frisco..... 7.00

PHOTOGRAPHS

Beston's #10 (15 Frames)..... \$ 8.00
 Beston's Model..... 12.00
 Beston's Model..... 12.00
 Beston's Model..... 17.50
 Beston's Model..... 17.50

Write for Color Catalogue and Free Film Sample Form. Ask for Our Illustrated Photograph Selection. Terms: 1/3 Cash, Balance on Delivery, O. D.

ATLAS NOVELTY CO.

2220 N. Western Ave., Chicago, Ill. (General Office)
 1801 PUN AVE., PITTSBURGH, PA. (Pittsburgh Office)
 1222 N. Western Ave., Detroit, Mich. (Detroit Office)

AMERICA'S LARGEST DISTRIBUTORS

Good Planning in Show Programs

CHICAGO, Dec. 30.—The officers and committee of the Coin Machine Industries, Inc., sponsor of the 1940 Coin Machine Show, have been hard at work to plan a well-balanced convention, with something on schedule to make each day worth while to operators who come to Chicago during the week of January 15.

The Home-Coming Luncheon on opening day, Monday, January 15, is something unusual in the way of giving the industry a boost. The speaker is Dr. Preston Bradley and the broadcasting of the program in part is well designed to attract favorable attention to the industry.

The Celebrities Breakfast, tried as an innovation last year, will be a time of surprises this year. Enough big names already have been announced to make it a historic occasion. The theatrical, stage, music, radio, business and political world will be drawn on for farcical surprises.

On Wednesday the CMI will have as guests representatives from various operators' organizations at a dinner. The day will be devoted to various meetings also. It is organization day.

The annual banquet closes the convention on Thursday evening. H. W. (Dick) Hood heads the entertainment committee, so that means a floor show worth coming 2,000 miles to see.

Houston

HOUSTON, Dec. 28.—On December 1 the Houston branch of Commercial Mating Co., Wurlitzer distributor in South Texas, held an all-day operation celebration at its new headquarters. The affair was well attended by operators in the territory. Complimentary telegrams and flowers were also received from several Texas cities. Wurlitzer honorees were officials present included Mike Harnover, general sales manager; H. B. Blackwood, district manager; T. B. and E. Pawlek, factory service manager. The Houston office of Commercial Mating Co. was opened November 15, with Paul P. Beardsley and Veronica Harrison named manager and secretary, respectively.

In answer to numerous questions, Public Chief L. C. Brown has recommended

the installation of 30-minute parking meters around Houston's new city hall. Another request for parking meters came from a section on South Main street in the vicinity of several business edifices. Merchants complained that students were using all available parking space.

John A. Beckman, of Dallas, secretary of Texas Amusement Machine Operators' Association, was in Houston December 1. He attended the Wurlitzer opening in the street car business, which is held at the offices of Associated Photograph Operators' Association of Harris County and spent the balance of the day greeting and calling on the host of friends that he has in the city.

Another distinguished visitor of December 1 was W. M. McCormick, of New Orleans. Dallas official McCormick made the local Decca office his headquarters. With Joe McColl, H. B. Campbell, of Houston, and Bill Morris, San Antonio representative, he made plans to take care of increased Johnny business.

A. M. Debevoise entertained an honored guest recently. It was his 14-year-old son, a student of T. R. I. (Texas Military Institute), of San Antonio. The youngster cut a grand figure dressed in the dressy uniform for which the Academy is noted.

Record Distributing Corp., specializing in records for music operators, opened December 4, with headquarters on South Main street. This is the third major record distributing company for Houston. Personnel include Charles C. Womack, president; J. O. Bradburn, vice-president, and J. Anderson, secretary-treasurer.

George A. Parker, 32, pleaded guilty to burglary of three food restaurants in which he had installed the coin-operated machines. He was sentenced to two years in State penitentiary on each count by Judge W. H. Boyce of the District Court. The sentences were allowed to run concurrently. Parker had originally been sentenced on five similar charges, but two were dismissed by district attorney's office.



THE OOMPH GAME
FOLLES
OF 1940

MAKING MORE MONEY EVERYWHERE!

FREE GAME \$99.50 CONVERTIBLE

GENCO-INC. 2611 N. ELSTON ST. CHICAGO



WONDER F-5280 JACKPOT 3-BAR

1025 hole—Takes in \$51.25
 Pays out \$27.76—Average Profit \$23.49

PRICE \$1.80½ EACH

OTHER FAST SELLERS

1640 hole F-5240-3 Bar Jackpot at \$2.28½
 1200 hole F-5275-Horses at 2.58
 800 hole F-5370-Pocket Dice at 1.41½
 720 hole F-5255-Pocket Jack at 1.30½
 600 hole F-5205-Royal at 1.32

CHAS. A. BREWER & SONS
 Largest Barrel and Card House in the World
 6320 Harvard Ave., CHICAGO, U. S. A.



VICTOR PETERFESA, of New York, writes that he recently found the above picture while rummaging through old papers. Those in the picture are, left to right: Willers A. Chetka, now head of the Central Amusement Music Co., Inc., New York; Captain Joseph Flannery of the 69th Regiment, and Jack Kravberg, of the East Coast Photograph Co. Peterfesa writes that after the first world war, he and Kravberg went into the coin machine business and have been in it ever since.



TIME TO LOOK NOW

TURN TO THE BACK COVER

THE SECRET'S OUT.

PACE SCORES AGAIN

WITH

AN ENTIRE NEW SCALE LINE

YES, SIR—IN ADDITION TO OFFERING NEW, BEAUTIFUL DESIGNS ON THE FAMOUS ARISTO-SCALES AND MIR-O-SCALES—PACE GIVES YOU A REAL TICKET SCALE.

AT 1/4TH THE USUAL PRICE!!

YOU CAN NOW ENJOY THE GREATER PROFITS OF THE FORTUNE TELLING SCALE WITHOUT LAYING OUT TWO YEARS' PROFITS IN ADVANCE TO BUY IT. FATE PLAYS AN ACTIVE PART IN THE FORTUNE EACH PATRON RECEIVES.

Write for Beautiful New Circular and Latest Prices

PACE MANUFACTURING COMPANY

Incorporated

2909 INDIANA AVE.

CHICAGO, ILLINOIS

SAVE WITH SAVOY! RECONDITIONED AND GUARANTEED

NOVELTY GAMES	FREE PLAY	SAVOY JAMES BOARD
Aspen \$29.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00
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Big Game \$18.00	Wally \$25.00	Wally \$45.00
Big Game \$18.00	Wally \$25.00	Wally \$45.00

SAVOY VENDING COMPANY, INC.
501 ATLANTIC AVE., BROOKLYN, N. Y. (Tel. N. 6-7012)

WE HAVE A REPUTATION TO MAINTAIN

An 11-year record of honest service and fair dealing is a credit with every coin or nickel. We do not buy our machines from the "fly-by-night" operators. We buy from the best sources available in the world. **ALL PLAY WITH OUR MACHINES!**

Aspen \$29.00	Arrow-A-1 to B \$10.00	1/2 Size W. G. D. B.
Big Game \$18.00	Arrow-A-1 to B \$10.00	1/2 Size W. G. D. B.
Big Game \$18.00	Arrow-A-1 to B \$10.00	1/2 Size W. G. D. B.
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Big Game \$18.00	Arrow-A-1 to B \$10.00	1/2 Size W. G. D. B.

HERCULES MACHINE EXCHANGE, INC., 1175 BROAD STREET, NEWARK, N. J.

HURRY! FREE PLAY GAMES!

Day Jones \$27.00
Keno-Ball \$45.00
Tombola \$35.00
1/2 W. G. D. B. Balance G. D. B.
Write for Special Price List of Novelty Games!

Season's
Greetings
to All
HERMAN S. BUDIN



BUDIN'S, INC. 174 SO. PORTLAND AVE., BROOKLYN, N. Y. (N. 6-3748)

Baker Employees Hold Xmas Party

CHICAGO, Dec. 30.—Harry Hepps, vice-president of the Baker Novelty Co., Inc., reports that "The spirit of increasing back orders, the Baker employees employees passed to stage a Christmas party."

"Mrs. McLaugh, secretary, and her office force acted as hostesses for the festi-

ty employees, and the party turned out to be a happy and thankful gathering," said Hepps. "We specify such affairs because we believe that contented and happy employees produce good merchandise."

"How that the machine is wrong," he continued, "The Baker games is impossible again and working overtime to fill the demand. The Double Bakery Machine as well as novelty and counter games are continuing in demand—due to their overloading. They're typical, precision building and sturdy construction."

IMMEDIATE DELIVERY! SCIENTIFIC'S 12 FOOT COIN OPERATED BOWLING ALEY



A REAL MAN'S GAME! The player rolls the balls himself! None of that "game" that persists all the time and falsification of genuine bowling. No computerized electrical units to give results. Amusingly large profits reported on games NOW in factories. Write, now or at once!

The player rolls the balls himself! None of that "game" that persists all the time and falsification of genuine bowling. No computerized electrical units to give results. Amusingly large profits reported on games NOW in factories. Write, now or at once!



SCIENTIFIC GAMES CORP. 21 STUBBEN STREET, BROOKLYN, N. Y. Tel. N. 7-9030

Two New Counter Games for Daval

CHICAGO, Dec. 30.—Announcement shortly before the end of the year from A. B. Douglas and D. Helfenbain, founders of Daval, reveal that the Daval Co., Inc., has been reorganized. The firm is located in new quarters at 2024 Carroll avenue, Chicago.

In the announcement to the trade, Daval officials said: "We take pleasure in announcing the reorganization of the Daval Co. Since all our efforts will henceforth be devoted to the development and manufacture of counter games exclusively, we can assure you prompt and courteous service as well as the

same precision-built quality counter games which made the Daval Co. famous."

Accompanying the announcement were releases on new counter games. The familiar Penny Pack will continue to be manufactured. Two new counter games, Jiffy and Ersky, are being released by Daval. Both utilize cigarette cards and ball game awards and both are penny machines.

Jiffy and Ersky are modernistic in design and feature the latest device, according to Daval. Ersky has an interchangeable award whereby the machine either yields a token or shows the cigarette award token thru a glass window. Ersky is also available in 2-cent play with a choice of cigarette strips on the reels.

COME!

TO THE GREATEST COIN MACHINE SHOW OF ALL TIME—

100% Manufacturer Representation . . . Revolutionary New Amusement Games . . . New Photographs . . . New Vending Machines . . . New Merchandise, Salesboards and Supplies.

AT THE SHERMAN HOTEL CHICAGO, JAN. 15-16-17-18

AVOID THE RUSH—SAVE VALUABLE TIME—MAIL THIS COUPON

THE BILLBOARD, 54 W. Randolph St., Chicago, Ill.
Gentlemen: Please help my Admission Badge ready for me at the Registration Desk.

Name _____ (Please write or print plainly with pencil)

Address _____ City and State _____

Check whether Operator Jobber Distributor

Check type of machines used:

Amusement Music Merchandise Scales

Other types, if so list _____

Please enclose letterhead or business card as identification.

Signature _____

You may register for others in your firm by listing on a separate piece of paper and attaching to this registration blank.

NEW YEAR'S SPECIAL

10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢

MOSELEY VENDING MACHINE EXCHANGE, INC.
300 BROAD STREET, CHARLOTTE, N. C.

Day Phone, 2-4811 — Night Phone, 5-5328

10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢
10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢	10 Game Electric Double Crown, 25¢

MOSELEY VENDING MACHINE EXCHANGE, INC.
425-427 SOUTH TRYON STREET, CHARLOTTE, N. C.

The above machines are offered subject to prior sale. They are available on an optional January 6, 1940, basis. All machines are guaranteed to be in perfect working order. All machines are guaranteed to be in perfect working order.

WATCH FOR OUR AD IN THE SHOW ISSUE

"Waitin' for the Show!"

—By BILL GERSH—

Director of Sales Promotion, Byrde, Richard & Pound Advertising Agency, N. Y.

A FEW more than two weeks spent in flying from city to city, speaking with operators, jobbers, distributors and manufacturers regarding present coin machine conditions as well as their thoughts for the forthcoming 1940 coin machine show, the writer felt impelled to the extent that he returned to his office with greater optimism and faith in the future of the coin machine industry than at any time in 1939.

Everywhere optimism seemed to be on the coming 1940 show, and the writer felt that the industry was actually stepping in "waitin' for the show!"

The new type of legal equipment which the manufacturers have presented has met with approval everywhere. Not only are the operators happy that the manufacturers are breathing a sigh of relief and point to the accumulation of deposits for orders as an indication that at last the industry has started on the right road.

Operators are happier everywhere. There is greater confidence. There is a more relaxed atmosphere of opinion. The industry seems to have actually boosted itself by its proverbial bootstraps.

Never before have so many of the larger distributing firms spent so much money in preparation for what they believe will be one of the greatest years in their history. The conservatism of a year ago were not considered outstanding economies by the industry. It seems to have sharpened the appetite of the men for the 1940 show. With the new

equipment which has already appeared on the market, plus a promise in the air of even more and better equipment, the rush is on to be present at the 1940 show.

Better Averages

The past two weeks were convincing proof that the greatest crowds of coin-machine attenders and operators will be on hand to greet the manufacturers. The biggest orders in coin machine history will be written at the show, not only because the machines are better, but because the men have greater confidence. They have had a good year; they have enjoyed better machines; they expect that they are thankful to the manufacturers for the type of equipment produced the past year.

There seems to be a more definite demarcation of the industry's various divisions. For example, the amuse machine operator is looking forward eagerly to what the manufacturers of pinboxes will have on display. He wants to buy. This he is interested in other equipment, he is most interested in pinboxes—the main division of the industry.

The same is true of the merchandising machine operator. The cigar machine men are eager to see the new merchandising machines which will come out. There have been no new machines for some time and therefore operators look forward to the show. They have many problems to solve. The law problem is a major one. They want to know about solutions for the new "king" size cigars. They want to know whether the introduction of the "king" size will mean that all popular brands will swing that way. They want machines that are new, conservative, sturdy and that embody all the latest merchandising principles and modern design.

Amusement machine men are the most enthusiastic of all. They have been lousy up by the entrance of the new ray guns and the bowling alleys. They foresee an era of machines which are sure to bring them greater profits than they have ever enjoyed. They look forward to machines that will stimulate refreshments and that will bring them into closer harmony with the retailer and officials in their communities.

"Waitin' for the Show"

The penny arcade was just as enthusiastic of all. They have been lousy up by the entrance of the new ray guns and the bowling alleys. They foresee an era of machines which are sure to bring them greater profits than they have ever enjoyed. They look forward to machines that will stimulate refreshments and that will bring them into closer harmony with the retailer and officials in their communities.

"Waitin' for the show." That's the general sentiment around the country. Distributors, operators and officials at their offices right to the last minute

THE ORIGINAL 5 "BELLS" IN ONE! EVANS' LUCKY LUCRE

IMITATED—BUT NEVER EQUALED!

- 5 SIMULTANEOUS PLAYS!
- 5 SEPARATE PAY-OUT CUPS!
- 5 COIN HEAD—GYF-PHO!
- 55 GUARANTEED JACKPOT FOR EACH PLAYER!



WHY BE SATISFIED WITH LESS!

Equipped with Evans' famous coin head and Evans' precision engineering throughout! Magnificent! Earliest type—proved by its long unexcelled record! Available with Peck Bad or Scott's Symbols. Turn to—Platt or with Bill Evans!

AT YOUR JOBBER OR WRITE, WIRE OR PHONE
HAYMARKET 7630

H. C. EVANS & CO. 1520-1530 W. ADAMS ST. CHICAGO

ONE-BALLS	2 Grand Prize	\$10.00
1 Double Prize	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00
1 High draw, with clock	1 Party Prize	\$5.00

AUTOMATIC COIN MACHINE CORP.
328-40 CHESTNUT ST., SPRINGFIELD, MASS.

DON'T WASTE ANOTHER MINUTE

TURN TO THE BACK COVER NOW

BILL GERSH, Director of sales promotion for Byrde, Richard & Pound, directs a large show, which is now in progress over the country.

have left for Southern locations to get more rest. Just before the show, others are planning, clearing away and dressing up their place, getting ready for the new equipment which they expect to buy. Many distributors have also arranged to take along their best customers as well as their salesman and assistants and make it one great grand, pin party. But, most important of all, it is the one year when everyone seems to have a new outlook on the coin machine industry. It is a year of super-optimism and expectancy the greatest

of unique surprises at the show. Operators regarding new equipment that grows, operators oversight. More than one operator has made up his mind to be present at the show and to see for himself the powered machines.

There is a tidal wave of potential show "goers" and it's gathering great force. Manufacturers, distributors, exhibitors, operators and the allied industries all point to the 1940 convention as certain to be the greatest convention in all the history of coin machines.

BOWLING ALLEY • LITE-O-CARD



SMART
MONEY
still going on
**BOWLING
ALLEY!**

Simple as a-b-c!
3 ways to score!

FREE PLAY

\$99.50
(Convertible)

IMMEDIATE
DELIVERY

If the Industry
were to have an
**ACADEMY
AWARD**
for 1939

LITE-O-CARD
would win by a mile!

Alluring
Selector
Feature!

FREE PLAY
\$104.50
(Convertible)



STYL IN
PROPO-
TION IN
DE LUKE
GRID SCALE
GREATEST
LEGAL
QUINER
GAME

D. GOTTLIEB & CO., 2736-42 N. PAULINA ST., CHICAGO, ILL.

J. H. WINFIELD CO.
1822 Main St. BUFFALO, N. Y.

BUFFALO'S

Distributor of
Wurlitzer Phonographs

and Coin Operated Amusement Machines
of Leading Manufacturers.

A good display of new and reconditioned
Novelty and Free Play Machines on hand
at all times.

Big Demand for Genco's Follies

CHICAGO, Dec. 30.—Few times in the history of the coin machine industry has there been such a demand for a game as there is for Genco's new creation, Follies of 1940, declare officials of Genco, Inc.

"From every section of the country location reports are exceptionally good," says Meyer Gensberg. "Operators, jobbers and distributors claim that locations never seem to tire of the appeal of the game."

"One thing stands out as the reason for the great success of Follies of 1940. That thing is the 'voo-oo' of four ways to win on the game. The player is fascinated because he always comes close to winning. This appeal, which every manufacturer strives for, is what we have fortunately achieved in Follies of 1940. There is no question that the game is one of the outstanding hits of all time." Bert Laska, Genco factory distributor for the Eastern territory, reports that his firm, Bensbord Sales, is being swamped with orders for Follies of 1940.



PRICE
EACH **\$5.92**
Send for Catalog of Other
Novelty-Machines

Boost YOUR Kiffy WITH POKER KITTY

A definite pay-out board with 130 winners to keep players shooting! Easy-to-open, easy-to-read Poker Hand tickets. Striking color combination stands out in any location.

No. 1402 1400 Hales
Takes In.....\$70.00 GROSS **\$32.25**
Delicite Pay-out.....37.50 PROFIT

HARLICH MFG. CO. 1413 W. Jackson Blvd.
Chicago, Illinois

Ohio Court Okes On Bumper Games

NEW PHILADELPHIA, O., Dec. 30.—A pinball machine which uses bumpers is not a gambling device, Common Pleas Judge E. E. Lindsay ruled here December 30 in an injunction suit filed against the local trader and publisher.

The ruling, which leaves the way clear for installation of the machines, was made in a suit filed by William F. Coughlin, of Dublin, operator of the Buckeye Novelty Sales Co., who police persuaded from placing the machines in the New Philadelphia area.

Coughlin alleged the new machines were non-gambling devices because they do not pay the players and are played only as games of skill. J. C. Marshall was his attorney.

The ruling excludes officials from interfering with sale or lease of the machines in New Philadelphia.

DONT
PARK
HERE

TURN TO
THE BACK
COVER

REBUILT AND CLEAN

14 Keweenaw Handicappers (Cash Pay)	\$49.50
12 Keweenaw Handicappers (Coin Pay)	\$45.00
3 Derby Clocks (Cash Pay)	\$5.00
10 Five Pin Games (Cash Pay)	\$5.00
9 Field Goals (Cash Pay)	\$5.00
8 Mini 5-0-5 (Cash Pay)	\$5.00
8 Baseball Shooters	\$5.50
2 Keweenaw Truck Times	\$5.50
Brand-New Keweenaw Motor Truck, Greenhead Motor Type	

Write Today and 1/2 Dollar
Reference: Walker Book & Post, Co.

**THE R. F. VOGT
DISTRIBUTORS**

21018 Main Bldg., SALT LAKE CITY, UTAH

SALSBORAD OPERATORS

Read

"DEALS"

A column about new salesboard ideas, deals
and personalities. In the

Wholesale Merchandise
Department

THIS WEEK AND EVERY WEEK



Mills Throne of Music Brings You the Biggest Cash Boxes Month After Month!



**BERT
LANE
Says:**

WITH THE WINNERS WE'VE
GOT LINED UP FOR 1940
IT'S GOT TO BE A
**PROSPEROUS
NEW YEAR**
FOR ALL OUR
CUSTOMER FRIENDS!

SEABOARD SALES, INC.

619 Tenth Ave., New York
Phone, Wisconsin 7-5688

CLEARANCE

1/25 DEPOSIT—SAL. & C. O.	
50¢ Bonus	1.50
5¢ per play	12.50
1 Hour, Four Play	12.50
5¢ per play, Four Play	12.50
Parlay Machine	27.50
Exhibit, Special	25.00
Exhibit, Free Play	25.00
Exhibit, Special, Free Play	25.00
Exhibit, Special, Free Play	25.00
Triple Threat	25.00

**MILWAUKEE COIN
MACHINE CO.**

1825 W. Ford St. La Crosse,
Wisconsin, Wis.

Des Moines

DES MOINES, Dec. 30—Down will be well represented at the 1940 convention in Chicago, with many operators in the territory already making plans for the confab. Most operators have set aside for new machines to help boost business. Feeling is prevalent here that with new models and coming of cold weather business will hit peak.

Dave Pflizer has moved his Iowa Amusement Co. office and workshop to a downtown spot in order to handle speedy service for his downtown business locations.

Hotel locations have been getting the heaviest business during past month, with corporations keeping lobbies filled and machines going. Target machines getting good share of business.

**Penna., New Jersey, Mary-
land, Delaware Operators**

WE HAVE THEM



KEYSTONE NOVELTY & MFG. CO.

2815 S. Hollings St., Philadelphia, Pa.



**FOR REAL PROFITS!
WORLD OF SPORTS**

Most amusement boards ever put out by any manufacturer. Board filled with colored rymed tickets, representing all sports. Has all the features that bring steady play and fast action. Winning combinations repeat from 12 to 192 times. 217 winners in

Board Takes in 2,600 Holes @ \$c \$150.00
Per Slot, Average \$ 75.76

Average Profit \$ 20.24
Thick Board, Easily Attached, Celluloid Protector
Over Ink Pad.
LIST PRICE, \$9.68 EACH.

AJAX MANUFACTURING CORP.

119-125 N. 9th Street, Philadelphia, Pa.
Write for 1939 Catalogue.



**READY
SET
GO!**

**TURN TO
THE BACK COVER**

THE LAST "WORD" IN YOUR LETTER TO
ADVERTISERS, "BILLBOARD"

Nationwide Sales of ROCK-OLA *Luxury Lightup* PHONOGRAPHS

Sold by the greatest distributorship organization in the industry

ALABAMA

Birmingham Vending Company
2117 Third Avenue, North
Birmingham, Ala. (Tel. 3-2881)

ALASKA

Northwest Sales
314 Elliott Avenue
Seattle, Wash. (Tel. Garfield 0450)

ARIZONA

Bonetti's Music Company
316 West Washington Street
Phoenix, Ariz. (Tel. 3-2491)

ARKANSAS

Standard Automatic Music Co.
1205 W. 7th St., Little Rock, Ark.
(Tel. 6284-728-2260)

CANADA

Zony Specialty, Inc.
202 Notre Dame, West
Niagara, Ontario, Canada

COLORADO

Davies Distributing Company
1549 Argonne Street
Denver, Colo.

CONNECTICUT

Ben D. Palasantz
1232 Washington Street
Barton, Mass.

FLORIDA

Deluxe Coin Machine Company
1022 Northwest 34th Street
Miami, Florida
Tallahassee Music Co.
Midway, Florida

GEORGIA

Edgar I. Woodfill
1590 McLendon Avenue, N. E.
Atlanta, Ga. (Tel. Dearborn 1318)

IDaho

J. H. Butler
22 S. 4th East, Salt Lake City, Utah
(Tel. Warfield 2182)
Standard Sales Company
177 South Park Street
Spokane, Wash. (Tel. Maine 4904)

ILLINOIS

Consort Sales Company
416 South Superior Avenue
Kankakee, Ill. (Tel. Main 260)

N. A. Monteil
1017 Fourth Avenue
Moline, Ill.

Ideal Novelty Company
2318 Market Street
St. Louis, Mo. (Tel. Garfield 0072)

John Baker
820 Washburn Avenue
Terre Haute, Ind.
(Tel. Crawford 3101)

INDIANA

Frank Wood
456 Massachusetts Avenue
Indianapolis, Ind.
(Tel. Lincoln 4244)

John Baker
829 Washburn Avenue
Terre Haute, Ind.
(Tel. Crawford 3101)

IOWA

A. A. Becker
4941 Shurey St.
Omaha, Neb. (Tel. Glendale 2079)

KANSAS

Maple Concessions
562 West Douglas
White, Kan. (Tel. 3-9458)

KENTUCKY

Carl A. Helwig
345-51 S. 2nd, Louisville, Ky.
(Tel. Walsart 400-3400-2499)

LOUISIANA

Sam Cavallish
217 Canal Street
New Orleans, La.

Louisiana Amusement Company
822 Canal Street
New Orleans, La. (Raymond 1730)

MAINE

Major Automatic Service
311 Talbot Avenue
Buckland, Me. (Tel. 65)

MARYLAND

The Hub Enterprises
48 South Liberty Street
Baltimore, Md. (Tel. Calvert 3429)

MASSACHUSETTS

Ben D. Palasantz
1232 Washington Street
Boston, Mass. (Tel. Hancock 7298)

MICHIGAN

Ben J. Marshall
1720 Woodward Avenue
Detroit, Mich. (Tel. Temple 1-4111)

King Film Concessions Company
822 Mills Street
Kalamazoo, Mich. (Tel. 4014)

MINNESOTA

La Beau Novelty Sales Co.
1965 University Avenue
St. Paul, Minn. (Tel. Nessler 2830)

MISSISSIPPI

United Novelty Company
504 West Howard Avenue
Bloom, Miss. (Tel. 101-1023)

MISSOURI

United Amusement Company
3610 Main Street
Kansas City, Mo.
(Tel. Valentine 2424)

Ideal Novelty Company
2314 Market Street
St. Louis, Mo. (Tel. Garfield 0072)

MONTANA

H. B. Brink
825 East Front Street
Butte, Mont. (Tel. 8720)

NEVADA

Nevada Novelty Company
706 B. Street
Sparks, Nevada (Tel. 2507)

NEW HAMPSHIRE

Ben D. Palasantz
1232 Washington Street
Boston, Mass.

NEW JERSEY

Universal Amusement and
Distributing Company
44 Riverside Road
Passaic, New Jersey
(Tel. Passaic 452)

NEW YORK

Thos. L. Anderson
1443 Main Street
Buffalo, New York
(Tel. Garfield 7700)

Interside Coin Mach. Sales Corp.
245 W. 51st Street
New York, N. Y.
(Tel. Circle 7-2094)

Square Amusement Company
62 Main Street
Poughkeepsie, N. Y.

Roy Amusement Company
710 South Selma Street
Springer, N. Y. (Tel. 2-3692)

NORTH CAROLINA

Monroe Vending Machine Exchange
60 Broad Street
Richmond, Va. (Tel. S-3328)

OHIO

Ohio Specialty Co.
13 W. Court Street
Cincinnati, O.

Art Nagel
2428-22 Prospect Avenue
Cleveland, O. (Prospect 4931-2)

Manual Service Company
1211 1/2 East Third Street
Dayton, Ohio

OKLAHOMA

Rock Amusement Company
272 Northwest Third Street
Oklahoma City, Okla. (Tel. 7-5631)

OREGON

Coast Amusement Company
1812 West Burnside
Portland, Ore. (Tel. Broadway 1571)

PENNSYLVANIA

Keytone Vending Company
1314 Spring Garden St.
Philadelphia, Pa.
(Tel. Stevenson 1450-Race 2796)

B. D. Loefer Company
1625 Fifth Avenue
Pittsburgh, Pa. (Tel. Grant 3688)

RHODE ISLAND

Ben D. Palasantz
1232 Washington Street
Boston, Mass.

SOUTH CAROLINA

Edgar I. Woodfill
1590 McLendon Avenue, N. E.
Atlanta, Ga. (Tel. Dearborn 1318)

TENNESSEE

Earl Montgomery
1024 Union Avenue
Memphis, Tenn.

H. G. Payne Concessions
314 Broadway
Nashville, Tenn. (Tel. 6-4545)

TEXAS

Fisher Brown
2708 S. Harwood Street
Dallas, Tex. (Tel. 4-6131)

Saifee and Harlan
1213 Louisiana Street
Houston, Tex. (Tel. Fairfax 4096)

Hans Van Buren
2910 Main Street
Houston, Tex.

United Amusement Company
310 South Adams Street
San Antonio, Tex. (Cathart 1431)

UTAH

J. H. Butler
22 S. 4th East, Salt Lake City, Utah
(Tel. Warfield 2182)

VERMONT

Ben D. Palasantz
1232 Washington Street
Boston, Mass.

VIRGINIA

Monroe Vending Machine Exchange
60 Broad Street
Richmond, Va. (Tel. S-3328)

WASHINGTON

Northwest Sales
8146 Elliott Avenue
Seattle, Wash. (Tel. Garfield 0460)

Standard Sales Company
723 South Park Street
Spokane, Wash. (Tel. Maine 4904)

WISCONSIN

Ryder Novelty Company
2246 North 20th Street
Milwaukee, Wis. (Tel. K. Brown 3020)

WYOMING

Davies Distributing Company
1856 Argonne Street
Denver, Colo. (Tel. Cherry 4800)

CALL YOUR NEAREST DISTRIBUTOR TODAY — Make more money with Rock-Ola



LOOK TO ROCK-OLA
FOR LEADERSHIP!



What does the New Year promise

The past year has seen remarkable progress in the coin machine industry. We can expect that progress to continue during the coming year. We can anticipate new developments, new advancements, and with it all, new encouragement.

In looking forward and forgetting the past, our pathways will be easier to tread. Naturally, we carry onward with us increased experience, knowledge and better means to attain the heights of success we have set for ourselves. At the same time, it will be our advantage to

carry over to the New Year nothing that will clutter up the way.

As a united whole, the New Year will yield tremendous benefits and satisfaction to the coin machine industry. For our strength lies in a general, co-operative, and constructive endeavor between operator, distributor and manufacturer.

The Rock-Ola organization is here to co-operate with you in an earnest endeavor to assist you in attaining the full measure of a promising future.

David Rockol

LOOK TO ROCK-OLA FOR



LEADERSHIP - IT'S ROCK-OLA *Luxury Lightup* PHONOGRAPH FOR '40!



This Is Your Invitation To

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at any of
**47 WURLITZER PREVIEW
SHOWINGS**

or

NATIONAL WURLITZER DAYS

Monday, Jan. 8th. — Tuesday, Jan. 9th. — Wednesday, Jan. 10th

THESE AUTHORIZED WURLITZER DISTRIBUTORS WILL UNVEIL THE 1940 WURLITZERS JANUARY 8, 9, AND 10TH

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|--|--|--|---|---|
| <p>ALABAMA
Mansuet Sales Company
2822 7th Avenue S.
Birmingham, Ala.</p> <p>ARKANSAS
Commercial Music Company
328 Center Street
Little Rock, Ark.</p> <p>CALIFORNIA
DeLore O'Brien
1268 Balboa Street
San Francisco, Calif.
Wm. Conner
1137 Paul St.
San Francisco, Calif.
General Music Company
3377 W. Pico Blvd.
Los Angeles, Calif.</p> <p>COLORADO
Western Music Company
383 Milwaukee Street
Denver, Colo.</p> <p>FLORIDA
Simplex Distributing Co.
Gen. Washington Hotel
Jacksonville, Fla.
Modern Vending Company
812 5th Avenue
Miami Beach, Fla.</p> | <p>GEORGIA
Harkin Music Company
358 Pryor Street, S. W.
Atlanta, Ga.</p> <p>ILLINOIS
Chicago Simplex
Distributing Company
2430 S. Parkway Drive
Chicago, Ill.</p> <p>INDIANA
Excelsior
Distributing Company
2451 N. Meridian Street
Indianapolis, Ind.</p> <p>KENTUCKY
Kentucky Springless
Scale Company
814 S. 2nd Street
Louisville, Ky.</p> <p>LOUISIANA
Service Novelty Company
897 DeLard Street
New Orleans, La.
J. H. Ferez
Amusement Company
922 Poydras Street
New Orleans, La.</p> <p>MARYLAND
Finner Cahn-O-Matic Company
3 W. Center Street
Baltimore, Md.</p> | <p>MASSACHUSETTS
Hub Automatic
Sales Company
26 Brighton Avenue
Boston, Mass.</p> <p>MICHIGAN
Wurlitzer Music & Spec. Co.
1010 Beaubien Street
Detroit, Mich.</p> <p>MINNESOTA
Acoma Novelty Company
1124 Hennepin Avenue
Minneapolis, Minn.
Mount Sales Company
1555 University Avenue
St. Paul, Minn.</p> <p>MISSOURI
Central Distributing Company
105 W. Liverpool Blvd.
Kansas City, Mo.
Wal-Ed Novelty Company
24 E. 10th Street
St. Louis, Mo.</p> <p>NEW YORK
Art Novelty Company
29 Baret Street
Albany, N. Y.
Dawn Sales Company
195 Livingston Avenue
Syracuse, N. Y.
I. S. Woodfield
1023 Main Street
Buffalo, N. Y.
Modern Vending Company
674 Broadway
New York, N. Y.</p> | <p>NORTH CAROLINA
Southern Music Company
O'Harey Hotel
Greensboro, N. C.</p> <p>SOUTH CAROLINA
Acoma Novelty Company
Spurtenberg, S. C.</p> <p>OHIO
Tolanga Music Company
4505 Prospect Avenue
Cleveland, Ohio
Shubing, Inc.
Cibola Hotel
Cincinnati, Ohio</p> <p>OKLAHOMA
Commercial Music Company
104 N. Broadway
Oklahoma City, Okla.</p> <p>PENNSYLVANIA
Pena Cahn-O-Matic Company
831 N. Broad Street
Philadelphia, Pa.
Emsay Specialty Company
1508 Fifth Avenue
Pittsburgh, Pa.
Basil, Sterling, Jr.
Roub Glen Park
Scranton, Pa.</p> <p>TENNESSEE
Authomatic Amusement Co.
883 Union Avenue
Memphis, Tenn.
G. O. S. Amusement Company
121 Fourth Avenue
S. Nashville, Tenn.</p> | <p>CANADIAN SHOWINGS BY RCA
VICTOR, LTD.</p> <p>Jan. 10th—Mont-Royal Hotel
Montreal, Que.
Jan. 11th—Royal York Hotel
Toronto, Ont.
Jan. 12th—Fort Galt Hotel
Windsor, Mich.
Jan. 13th—Palmer Hotel
Calgary, Alta.
Jan. 13th—Vancouver Hotel
Vancouver, B. C.
Jan. 13th—Burravick Hotel
Newton, N. B.</p> <p>TEXAS
Commercial Music Company
728 N. Ervey Street
Dallas, Texas
Commercial Music Company
3616 Tavis Street
Houston, Texas
Commercial Music Company
308 Seventh Street
San Antonio, Texas</p> <p>WASHINGTON
Pacific Distributors Co.
4 & 8 Broadway Street
Spokane, Wash.
Western Distributors Inc.
3124 Elliott Avenue
Seattle, Wash.</p> <p>WISCONSIN
Kama Novelty Co.
1119-21 S. 16th Street
Milwaukee, Wis.</p> |
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