Lack of Disk Cooperation Hits Music Biz

NEW YORK—The growing lack of cooperation between local record distributors and automatic music operators has caused many in the industry to vehemently protest current practices, The Cash Box learned this past week.

A recent case brought to light caused one music operator in New Mexico to cut down on record buying to such an extent that the operator, after a time, was literally besieged with requests to "come into the fold again."

Case for chief complaint was the vast territory a music operator in Texas, Oklah. am, Arkansas, New Mexico and adjoining states has to travel in order to purchase records. The operator in many cases finds that the expense involved in such a trip is much too expensive, and he therefore will substitute any fairly decent records he has around rather than make such a trip. The loss involved in these cases to all concerned, the music publisher, artist and record manufacturer, who all lose in profits and royalties.

Butch Stone

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