Air Skullduggery  
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Deejays who have interests in record manufacture, sale, or any other phase of music ownership will be closely questioned.

Lishman's assistant Raymond W. Martin Jr., told reporters the com- mittee's aim is "to get a picture of the entire payola racket," top to bottom. The Subcommittee counsel- ed the deejays and the members both indicated to reporters that there is strong likelihood of Sub- committee hearings very early in 1960 on the payola issue.

Washington observers feel that any doubt by Subcommittee members concerning the importance of the music rigging aspects of broad- casting and TV is being hushed by the avalanche of nation- wide comment on the investigation. The Subcommittee, which recently ended hearings on the TV scan- dals, will again be thrashing out practices, this time in the music industry, which affect the taste and buying habits of all Am- ericans — particularly teen-age Americans.

Magnussen (D., Wash.), chairman of the Senate Commerce Committee, in a brief at the Federal Com- munications Commission, said there are "no excuse" facts in going into broadcast programming as well as into network TV. He noted that FCC and the FTC that they will be called be- fore his panel on an ongoing investigation on failure to police fraudulent programming and unfair trade prac- tices in TV and radio.

In January — unless they take effective action against any additional legislation, unnecessary, Industry sources indicate that if it fails to cease soon, Magnussen told Washington State Association of Broadcasters last week.

Ready to Make Like Canaries  
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sions serving the record, phonog- raphic, and fidelity industry. Prior to his three-year stint with The Billboard, he was editor of Record Retailing and Radio Retailing.

In the future, The Billboard's audio services will be developed by Editor Paul Adkerson. Billboard staffers will operate as a team in reporting on happenings on the phonograph and high fidelity equipment scene.

Tape Recorder Ups Disk Sales  
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the phonograph amplifier, rather than using the microphone.

Record distributors proved interested in the unusual idea, providing sample records for The Billboard to have been returned, as soon as the requisite record had been made. A single copy of each item was added to tape the entire top 40 on this parade. By having each copy closely on the counter with the tape recorder, it was thus pos- sible to spin the tape backward or forward in order to test any de- sire to listen to the list.

Almost from the beginning, this unusual stunt began to show dual advantages. In many instances, Daven and his employees found, record customers who asked to hear a particular number in this way had either never listened to music or were highly skeptical of the machine's performance. Putting the record on tape was a powerful "convincer" particularly when the same record was played from a record player to allow the customer to make a side by side comparison. After the beginning, tape recorder sales be- gan increasing. It wasn't long be- fore some budget-minded customers began to see that with tape rec- orders, if they are kept at this level, they could have just as much pleasure from owning a tape recorder themselves and re- ceeding their favorite music, as from owning a phonograph, and buying one record album after another. As a result, tape recorder sales have zoomed along with a not inconsiderable increase in re- cord sales. Also, of course, in the program had been originally planned, there is no problem of record wear, which could be solved with — and each customer gets a brand new record in a sealed sleeve, after deciding from the tape ver- sion that he wants to buy it.

Nathan, proxy of King Records, one of 11 companies whose records and books were subpoenaed by New York District Attorney Anthony M. Hogan Wednesday (18). Nathan said Friday that his company has gotten ev- ery all over the country and that one time his "payroll" was $5,000 a week, that would be 50 statements. Nathan quickly ac- knowledged that "I know one of the small ones by comparison.

The Barrel-Hound Another interesting point dealt with the matter of late payments to deejays. "When I was late with one of them, it was a matter of days beyond the 15th of the month, he told reporters at the grocery store without money I couldn't ex- pect to buy any food. So I had to put up," Coln said. He also noted that in every case except one, he had paid jocks by check. He added that he was "called up for income tax de- cisions on these payments by the Internal Revenue people so each year I just show them the checks," he said.

On another development in the Quaker City, Tony Marnisella also revealed that he was the An- thony September listed as one of three writers of the tune "Butter- fly," a hit by Charlie Gracie in 1957 on the Caruso label. Man- nisella said he had the song re- leased under his pen name at the request of the two others who actually wrote the tune. He said his share of the profit has amounted to $7,000 on the song.

In Cincinnati, another who proved a readiness to talk was Sylv-Ralph Freas  
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