



Business practice • Paul G. O'Friel, WBZ Boston general manager, said he sent two station employes to New York to solicit major record companies for free records to restock a "sparse" station library. This way of getting records is a "long-standing business practice" in broadcasting, he said.

director of Americana Hotel, Miami Beach, Fla. • Mr. Eicher verified subpoenaed hotel records showing record companies paid \$117,664 to that hotel for various expenses. He said Americana had reserved 2,000 rooms in the Bal Harbor area of Miami Beach for delegates (he estimated 2,000 to 2,500 attended the disc jockey convention), but that only 753 were used. He felt this was because the five Bal Harbor hotels refused to use "due bill" arrangements (furnish hotel facilities in exchange for advertising on the stations represented at the convention).

He said the hotel suspected one promotion planned by RCA Victor involved gambling; warned RCA and the convention sponsor, Storz Stations, that no gambling would be permitted. He said he was assured gambling was not involved.

He acknowledged record companies paid for the rooms of some disc jockeys and said they also paid for rooms occupied by singer Pat Boone and wife and former Gov. Frank Clement of Tennessee. Rep. Harris brought a big laugh by saying, "Maybe, I'd better stop there."

Mr. Eicher said Mr. Clement called the convention "dignified and proper" and made a speech on the "importance of disc jockeys in today's way of life."

Mr. Eicher said 2,000 bottles of bourbon were served during an eight-hour

recording session by Count Basie, sponsored by Roulette Records.

Counsel Lishman said the information furnished by Mr. Eicher was being entered into the record and that the convention would get further exploration later during the hearings.

Stan Richards, former disc jockey at WILD Boston, now unemployed • Mr. Richards admitted accepting \$6,225 from Music Suppliers of New England Inc. and \$50 from Mutual Records Inc., but said no payola was involved because the companies handled all labels and he played those he wanted to.

He also acknowledged staying at a hotel at the Miami Beach convention at the expense of Roulette Records and charging \$117 worth of clothes to the hotel tab.

The subcommittee members almost forgot about payola as they listened, fascinated, to Mr. Richards' fast patter. He told them, among other things:

- He played good music, not rock and roll. Frank Sinatra, he said, is his favorite all-time singer.

- He knew nothing of talk that Tommy Leonetti, a guest star on a show he conducted on WBZ-TV, had received a check for his appearance, endorsed it and returned it to the show's producer. He said WBZ-TV didn't like the show but was "forced" to put it on when a sponsor was found. The station did everything possible to destroy the show because "they couldn't take the bows for it." He concluded: "I guess I'll never work for Westinghouse."

- He wasn't on record companies' payrolls because his show (on WILD) had a low rating. "One time I owed Pulse six listeners for a month."

- He likened payments by record companies to disc jockeys to payments by political contributors to a candidate. Each, he said, "hopes something good will happen." This, he said, is the way of American business: "I do it for you and you do it for me."

- He told the congressmen that "you haven't had much of a shake so far" and added: "This is a great trip for me."

- He charged that newspaper stories make disc jockeys "look like vicious characters, as if we're toting a gun." He said, "We're being tried by newspapers." (Several newspaper reporters, writing furiously to keep up with his talk, stopped scribbling at this). Before the payola headlines, he said, he made a deposit on a house and the developer, who thought a disc jockey would be an asset to the neighborhood, cut the price \$1,000. But after the newspaper headlines, he said, he lost his job, tried to get his deposit back and was refused.

Mr. Richards said his contract at

WILD was not renewed last December because the station was losing money. He predicted "fly by night" record companies would fold as a result of the investigation and said he'd always played records by established stars, not by somebody named "Ookey Ook."

The hearing resumes today (Monday) at 10 a.m. and is scheduled to run through Friday. Witnesses scheduled this week:

William C. Swartley, WBC regional vice president; Don Masters, WHIL disc jockey; Lou Goldberg, who is librarian at WEZE Boston; Maxwell Richmond, president, Robert S. Richmond, general and commercial manager, and disc jockeys Mel Miller and Arnold Ginsberg, all of WMEX Boston; disc jockeys and executives of WHDH Boston.

Donald DuMont, president of DuMont Record Distributors, Boston; Harry Carter, president-treasurer, Gordon Dinerstein, vice president; Edward Smith, attorney, director and clerk, and Harry Weiss, promotion manager, all of Music Suppliers of New England Inc., Boston; Samuel Clark, president of Am-Par Records (AB-PT), who formerly held interests in Music Suppliers; Cecil Steen, Records Inc., Boston; Irwin B. Goldstein, general manager, Mutual Distributors, Boston, and other record company officials.



Advice & consent • Former KYW Cleveland disc jockey Wesley Hopkins (r) said the money paid him was for his expert advice on whether a record "had it and would make it," not for putting it on the air. Charles Young (l), former KYW record librarian, said he consented to accepting money from record companies, knowing they wanted special consideration, but that he didn't let that influence his selection of records for airing.