

# SHEET MUSIC AND RADIO

## TELLING THE PUBLIC

### Making the Music Buying Public Acquainted with Certain Pictures of His Business Is Wise Procedure of Dealer.

The sheet music dealer should make his stock as comprehensive as possible, of course, and at the same time he should strive to make his place a recognized bureau of information about music, composers and publishers. The dealer himself and every member of his organization should be cognizant of what is going on locally and nationally in music. When a sheet music dealer becomes closely associated with musical people, musical organizations and events, he acquires a standing in the community which is a valuable asset in his business.

The dealer who gets close to the music buying public need not make the bluff of advertising "we keep everything published," or a claim to that effect. There are limitations to a sheet music stock with even very big houses and the dealer of the lesser kind plays safe if he is wise. The dealer who knows his business knows what is certain to be sold in standards and populars and what things carry the element of risk.

The store which people trust for information about music is one where they are not disappointed when a certain number is not in stock. The dealer frankly explains when occasion offers why his sheet music stock is necessarily limited in extent and variety. They realize that he is in business for profit and that "safety first" is the watchword therein. But in all his free talk to the public he impresses the facts that his knowledge of the music business in all its phases is big; that he knows exactly where every requirement of his customers may be located and procured in the quickest time possible.

But the wise dealer should make it a point to carry in stock the numbers that the music buyers are clamoring for at any particular time. It is as wise to notice the feverish demands for this and that piece as it is judicious to note the wane of popularity. The dead popular is the sourest of lemons.

## NEW BOOSEY & CO. SONGS

### A Choice List of Late and Older Popular Songs for the Particular Singer.

Boosey & Co., Ltd., Steinway Hall, 111-113 West 57th street, New York, and 295 Regent street, W. I., London, England, have some admirable new songs on the market. They include:

Autumn Leaves, words by Charles Dickens, music by Chas. Wakefield Cadman; the Second Minuet, words by Aubrey Dowdon, music by Maurice Besley; All My Very Own, words by Louise McDermaid, music by Barbara Melville Hope.

The Little Dreams, from "Three Songs of Fantasy," words by Eileen M. Reynolds, music by Michael Head; Upon a Gay Morning, words by Dena

Tempest, music by Vernon Eville; Come to My Dreams, Beloved, words by John Tattersall, music by Colin MacLeod Campbell.

Sung by John McCormack, After Long Absence, words by Dena Tempest, music by Wilfred Sander-son; Enchantment, words by Louise Platte Hauck, music by Laura Slade-Innis; Give Ear to My Words, sacred song, words from Psalms V and XVII, music by Sumner Salter.

Sung by John McCormack, Love's Home-Coming, words by Fred E. Weatherly, music by Kennedy Russell; The Faithful Heart, words by G. Laurence Groom, music by Raymond Quirke; O Mistress Mine, from "Three Shakespeare Songs (1st set), set to music by Roger Quilter (Op. 6, No. 2); To Welcome You, words by Royden Barrie, music by Marjorie Meade.

Also An Old French Carol (Quelle Est Cette Odeur Agréable?), English version by Faith Liddle, music arranged by Samuel Liddle.

Other successful songs by eminent composers in the list are: Sittin' Thinkin'; Crossing the Bar; Linden Lea; Danny Boy; L'Amour De Moy; Now Sleeps the Crimson Petal; How Lovely Are Thy Dwellings; I Heard the Voice of Jesus Say; For Every Day; Be Still, Blackbird; The Hole in the Fence; The Song of the Lark; Cara Mia; The Challenge of Spring; Rain! Rain! Rain!

Port of Many Ships; Trade Winds; Mother Carey; It Was a Lover and His Lass; Give a Man a Horse He Can Ride; Music When Soft Voices Die; Slow Horses, Slow; Why Shouldn't I; The Jealous Lover; June; To Daisies; Duna; Drumadon; Has Sorrow Thy Young Days Shaded?; Mountain Voices; Once in a Dreamland Garden.

Macushla; I Hear You Calling Me; Mavis; A Little Prayer for Me; When Love Fills Your Heart with Song; Abide with Me; Alleluia; Out of the Deep; The Lord Is My Light; Supplication; A Fairy Went A-Marketing; My Heart Sings to You; When the Dew Is Falling; Little Holes in Heaven; Bird of Love Divine; Until; I Sent You a Song; The Stars Have Eyes; The Valley of Laughter; "Break o' Day"; Kashmiri Song; Once in a Blue Moon; Were You to Call; The Enchanted Glade.

Tell Me at Twilight; Wish Blossoms; Just That One Hour; You Came at Dawning; You Along o' Me; A Little Coon's Prayer; A Piper; The Ships of Arcady; Sometime; We Shall See; A Caution; Time, You Old Gypsy Man.

## SHEET MUSIC TRADE NOTES

### A Few Items Interesting to People in Sheet Music Department Are Printed.

C. C. Burchard & Co., Boston, a well known music publishing firm, has leased space in the new Steinway Hall, New York City.

The publishing department of Sherman, Clay & Co., San Francisco, has opened a branch office in Boston with Nat Madison as manager.

A new text book for music teachers, called "A Systematic Help to Teachers," has been brought out by Miss Florence Leffingwell of the sheet music department of the Hopper, Kelly Music House, Seattle, Washington.

Over a hundred members of the American Society of Composers, Authors and Publishers and of the Authors' League of America will be present when the Perkins Copyright Bill is introduced in Congress Dec. 7.

### DENVER MEN AT SHOW.

Dr. William D. Reynolds of the Reynolds Radio Company; A. S. Amilon of the B. K. Sweeney Electrical Company; Paul B. Lanus of the Rocky Mountain Radio corporation, and J. W. Foster of the Foster Auto Supply Company, were some of the Denver, Colo., radio folks who attended the big radio show recently at Chicago.

## PUBLISHERS CONDEMN A FAKE

### Bogus Music Studio Denounced in Strong Resolution by Boston Music Publishers' Association.

The Boston Music Publishers' Association has adopted a strong course of action against the fake music studio and at the recent meeting a committee of six representing leading publishing houses was appointed by Fred Burgstaller, president, to draw up a resolution condemning the abomination, which will be read at the next regular meeting. The committee is as follows:

C. V. Buttleman, of Walter Jacobs, Inc., chairman; Harry W. Crosby, of the Arthur P. Schmidt Co.; W. Dean Preston, Jr., B. F. Wood Music Co.; Banks M. Davidson, White-Smith Music Co.; William Arms Fisher, music editor, Oliver Ditson Co., and James A. Smith, manager of the retail sheet music department of the Oliver Ditson Co.

The reading of the resolution at the next meeting will be followed by a discussion in which the officials of the Boston Musical Merchandise Association and a number of prominent music teachers of the city have been invited to participate.

## COMPOSER AND BROADCASTER

### Society of Composers, Authors and Publishers Shows Disposition to Placate Radio Interests.

A spirit of concession is noticeable in the attitude of the Society of Composers, Authors and Publishers on the question of broadcasting copyrighted songs and music. It is said to be a big change from the stand of the society which caused such a deadlock in the recent radio conference in Washington, that Secretary Hoover placed the question outside the sphere of the meeting.

It is understood the society is prepared to make substantial cuts in the fees for service. But as yet no offer of the society to the National Association of Broadcasters in relation to long-time contracts at a big drop from the prices heretofore demanded, has been made. But it appears the broadcasters are not responding to any inducement of the society, apparently preferring to put it up to Congress to decide the relation that shall continue between the broadcaster and the owners of copyrights.

### CONDEMN TEACHERS' DISCOUNT.

Carl Fischer, Inc., New York publisher, recently sent a letter to sheet music dealers condemning breaches of the net price system of selling sheet music, by resorting to the so-called teachers' discount. "A living profit for the dealer will be an accomplished fact if we all stick together. It is in your hands to decide whether or not the music industry in this country is to be conducted on the sweat-shop basis. We are opposed to giving a discount to the teacher and have not done so. We shall continue to adhere to this policy," is the statement in the letter.

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## REMICK SONG HITS

Sometime  
By the Light of the Stars  
Sweet Georgia Brown  
If I Had a Girl Like You  
Got No Time  
You Told Me To Go  
Mother Me Tennessee  
Oh Lovey Be Mine  
On the Bam Bam Bamy Shore  
Good Mornin'  
I'm Going to Charleston, Back to  
Charleston  
Let's Wander Away  
When Eyes of Blue Are Fooling You

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