

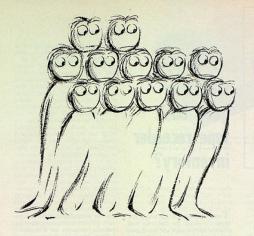
# Webcor tape recorders have outsold all others in the past

What do you think these new ones will do?



MICROCORDER 300 Model 2404—Completely portable. Precision built. Battery operated. Weighs only 4.3 pounds, including carrying strap, rests, mike, batteriers and tases. CoMPACT Model 2400—Fine, low-priced recorder. Made in America. Lightweight, easy to operate. Two specifical fields that recording head. Wide range microphone. COMPACT DELUKE Model 2402—pois in the compact field. Many features usually found only on higher priced machines. Digital tape recorder and plays like range microphone. VISCOUNT III Model 2403—The world's most versatile high fidelity tape recorder for the price. Records and plays like range microphone. VISCOUNT III Model 2403—The world's most versatile high Model 2455—Stere playback and record at an amangmost part of 16 mours—plays 4 track stere on mountain Records. Two microphones. SQUIRE Model 2457—Six speaker sterno-Cordonard quality record and playsback. Vivingbec control panel for simplified steres operation. Three speeds related to the properties of the price of the

WEBCOR TO





Record Dealers prefer Scotch® Recording Tape

in Billboard Magazine Survey\*!

So what else is new? Not that we don't appreciate being number one in this survey for the last three years! We'd be mortified if we weren't. But this excellent survey of record dealers by BILLBOARD Magazine just confirms what our salesmen tell us. Record dealers prefer Scotch 12 to 1 over nearest competition because their customers do! (58% of those

responding to the question about blank tape prefer us over all other brands mentioned.) This is to be expected, because "SCOTCH" Brand Recording Tapes are the quality product in a market where quality is dearly appreciated . . . by dealers and customers alike. You can't please everybody, but we come awfully close!

\*As published in July 27, 1963, Issue of Billboard.

**Magnetic Products Division** 



Scotch



Craig-Panorama of Los Angeles is pushing this new miniature model 306 tape recorder, a fourtrack stereo playback, monaural record unit. The three-speed machine operates on battery or AC power and weighs less than eight pounds.

## what's a good basic tape recorder inventory?

TAPE recorder sales are hitting new highs. Estimates for 1963 are well over the million mark and this doesn't include the promotional models under \$50. These so-called "toys" alone may hit the quarter-million mark. Music-phon dealers have to take a new look at the product, sales potential, and approach to market to be sure that they are getting their share of it.

What is a good basic tape recorder inventory? Unless you're a carriage-trade outlet or, at the other end of the stick, a pop disc shop with little or no prospects for selling equipment, you'll need to carry models with broadest appeal. Somewhere in between is the average store with representative inventories of portable and

console phonographs, radios and possibly TV. For such a store, three tape recorder categories are a must.

First, there are the monophonic units. These record on two tracks and operate at two recording speeds. Sound quality is okay. Features include 7-inch reel capacity, fast forward and rewind. Hottest sellers will be under \$100, with strong trade-up possibilities to \$129.95 and \$149.95. The higher priced units will probably offer huskier electronics, better sound, and possibly a third speed (1% jap.).

Stereo units begin at under \$200, and the sky's the limit at the top end. At the low end, we find stereoadaptable units with one self-contained channel and the ability to tapoff to play the second channel through external electronics-a hi-fi rig or radio-phono console. Prospects here are the more serious-minded music buffs who will pay the extra price for pre-recorded tapes or who want to record stereo off the FM air. And if they're truly serious, they are also prospects for a little better quality machine. As indicated above, better quality can mean going 'way up, but most sales will be made in the \$249.50 to \$399.50 range.

As the price goes up, so do the special features. VU meters, sound-on-sound recording, automatic shut-off, and output jacks for plugging into other facilities are a few of the things that make units in this bracket sales-worthy. Too, there are numerous special-purpose accessories available

Arvin Industries new line includes model 83LT9 stereo tape recorder which records and plays at three speeds, mone and stereo. With detachable six-inch speakers and two ceramic mikes, the complete package goes for \$229.95.



to the purchaser or included in the purchase price.

So far, we've outlined a basic inventory spread of conventional recorders-all purpose machines that do the bulk of home recording and tape hobbyist chores. To the two broad groups-low and medium priced mono machines and medium and higher priced stereo units-a third can be added. This third group is the transistorized portable. Relative newcomers to the scene, these are bracketed between \$100 and \$150. Despite their limitations—the less-thanhigh fidelity quality and small reel size-they are rapidly growing in popularity. There's a reason for this. First of all, they are highly portable. Compared to the units in suitcasetype carrying cases, often weighing between 30 and 40 pounds, these are flyweights. Too, their sound quality on voice is highly acceptable. Since they are used more for dictation than music recording, their small speakers, slow speeds, and rudimentary electronics offer no impediment to their sale. Any dealer who intends to establish himself in the tape market will wisely stock two or more transistorized portable models at different price points.



A low price mono tape recorder, of the type that's one of three "must" merchandise categories for dealers. It's the Sony Model 111, which lists at less than \$79.50.

What about the "toys," the units that sell for less than \$500 While some dealers doubtless do a lively traffic in these, for most they remain a promotional item. Bear in mind that they are not capstan-driven and therefore the tape travels past the recording and playback heads at a fluctuating speed. This means that a tape recorded on such a unit must be played back on that—and only that—unit.

These low-price units may appeal to youngsters who want a recorder and can afford nothing better. Most dealers who are seriously in the tape recorder business will handle them only to trade-away from however.

Units over \$500 should also be approached with a bit of conservatism. These are professional or semi-professional in quality. Their sale is limited to the hi-fi buff seeking topmost quality and for whom price is no object. Audio specialty stores are prime outlets for these and, unless you stock a fairly broad selection of highfidelity components, in addition to your packaged hi-fi sets, you'll do well to limit your inventory to the groups under \$500. In a pinch, the top quality units can always be specialordered from an audio rep or from a cooperative audio outlet.

No store that wants to do a job with tape recorders can afford to ignore the many accessory items that home tape recordists want and need. Blank tape is a must; it's like selling the blades after you've sold the razor. But there are many other items in which you'll find recurring profits: splicing tape, labels, empty reels, head cleaner, leader tape, and so forth. Putting in a basic inventory of such items will cost you very little but gain you much-not only in dollars but in the way your customers regard you. A little attention given in this area will place you 'way ahead of the competition.

Not quite as important are the items for which there is no repeat business. In this category, there are microphones, bulk erasers, patch cords, microphone stands and head demagnetizers.



Ampex is currently offering the 44 series of tape units, which consists of five variations of the basic machine. Pictured here is the model 4460, a portable, which is removable from its luggage for custom installation and for on-the-spot stereo recording.

## Billboard

1963

NEW PRODUCTS DIRECTORY

## TAPE RECORDERS

The useful, annual product guide tailored for all-year-long use.

#### Helps you

- · Know your own lines better
- · Know your competitor's lines better
- Know the BIG SELL features of all new models and lines
- Know what lines to add to round out your own product offerings

### \$100 and UNDER

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)		SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
COLUMBIA (Masterwork)	690A	MRP	-	R	н	2:	314, 71/2	5	-	1	6%x11x8%	Wood w/metal trim: Black & ivory	\$79.95
CONCORD	104	MRP	-	R	٧	2:	334, 71/2	7	50	1	516x1216x11% (11 lbs.)	Styrene moulded	\$99.95
CRAIG PANORAMA	404	MRP	4 penlight batt. (16 hrs.)	R	н	-		21/2	250mw	1	2x5x3½ (1½ lbs.)	Metal & leather	\$39.95
CRAIG PANORAMA	408	MRP	4 penlight batt. (16 hrs.)	R	٧	-		21/2	250mw	1	2x5x31/2 (11/2 lbs.)	Metal, plastic, vinyl	\$54.95
EMERSON (Telectro Division)	MM213	MRP	-	R	н	21	394, 71/2	7	6	1	13½x8x12½ (16 lbs.)	Luggage type	\$79.95
EMERSON (Telectro Division)	MM214	MRP	-	R	н	2:	314, 71/2	7	6	1	13½x8x12½ (16 lbs.)	Luggage type	\$99.95
ESTEY	20	MRP	7	R	V&H	2:	394, 71/2	7	5	1	71/4×185/4×125/ (21 lbs.)	Simulated leathers Black w/ silver	\$99.95
FUJIYA	FL375	MRP	-	R	н	2:	31/4, 71/2	5	1	1	11x5x8 (11 lbs.)	Wood w/vinyl covering	\$69.95
FUJIYA	FL351	MRP	-	R	н	2:	344, 71/2	5	1	1	11x5x8 (10 lbs.)	Wood w/vinyl covering	\$79.95
FUJIYA	FL523	MRP	-11	R	Н	2:	314, 71/2	5	1	1	1214x814x514 (11 lbs.)	Wood w/vinyl covering	\$79.95
FUJIYA	FL352A	MRP	-	R	н	2:	344, 71/2	5	1	1	11x9x6 (13 lbs.)	Wood w/vinyl covering	\$84.95
FUJIYA	F1545	MRP	-	R	н	2:	34, 71/2	5	1.	1	11x8x6 (10 lbs.)	Wood w/vinyl covering	\$79.95
FUJIYA	FL725	MRP	-	R	н	2:	3%, 71/2	7	1	1	12x7x10 (16 lbs.)	Wood w/vinyl covering	\$89.95
FUJIYA	FL746A	MRP		R	н	2:	314, 71/2	7	1.4	1	13x8x8 (18 lbs.)	Wood w/vinyl covering	\$99.95
AYILUI	T8R31	MRP	6 batt. (20 hrs.)	R	н	h	334	31/4	400mw	1	11x6x3 (7 lbs.)	Plastic	\$79.95
AVILUI	MTR252	MRP	6 penlight (10 hrs.)	R	н	2:	3%, 1%	31/4	400mw	1	9x5x3 (4.6 lbs.)	Plastic	\$99.95
INTER-MARK	Cipher V	MRP	FT.	R	н	2:	1%, 3%	5	2	1	51/2×91/2×81/2	Steel & plastic: Flight type	\$79.95
PEERLESS TELERAD	425	MRP	(10 hrs.)	R	н	1:	314	3	-	1	9x8x234 (21/2 lbs.)	Plastic	\$34.50
PEERLESS TELERAD	445	MRP	(15 hrs.)	R	н	h	334	3	-	1	9x9x234 (3½ lbs.)	Plastic & leather	\$47.95
RCA VICTOR	1Y81 1Y82	MRP	-1	c	н	2:	1%, 3%	3	1.2	1	756x976x1134 (1334 lbs.)	Plastic: Aluminum trim	\$99.50

The Freeman 660, from Citroen Electronics, includes battery or AC operation, three speeds (1% to  $7^{1/2}$  i.p.s.), two speakers and a remote control mike. The unit carries a \$159.50 tag.



Tandberg of America is featuring model 64, hire-speed, four-track stereo record-playback deck in its new line. Machine offers built-in sound-on-tound, ethe effects, track adding, direct monitor and remote control and can be used either with existing high fidelity systems or as a pertable recorder. List is \$498.



Freeman's 200 stereo Robet professionalstyle tope recorder includes such new features as automatic reverse and/or automatic continuous play in both directions. The de luxer unit includes a four-channel mixer with four input level controls. Package goes for 5995 plus \$149.50 extra for the cobinet as shown.



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\$100 and Under continued

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	TERY POWE	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (R)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STTLE	APPROXIMATE SELLING PRICE
SUPERSCOPE (Sony)	111	MRP	-	R	н	2: 1%, 3%	5	-	1	834x734x434 (10 lbs.)	-	\$79.50
SYMPHONIC	M2R01	MRP	**	R	н	2: 31/4, 71/2	7	6	1	151/2×131/2×171/4 (27 lbs.)	Pyroxylin-covered wood	\$89.95
VM	725	MRP	-	R	н	3: 1%, 3%, 71/2	5	1	1	7 9/16x1016	Pyroxylin	\$99.95
WEBCOR	EP2400	MRP	Tena	R	Н	2: 314, 715	7	-	1	934x1254x634 (14 lbs.)	Pebble-grained fabric	\$89.90
WEBCOR	EP2402	MRP	-	R	н	2: 394, 71/2	7	-	1	7x1334x1334 (18 lbs.)	Plywood covered	\$99.90

## \$101 to \$150

COLUMBIA (Masterwork)	700	MRP		R	Н	3:	136, 334, 71/2	7	-	1	13%x12%x6%	Wood case: Charcoal gray with matching grill &	\$119.95
CONCORD	220	MRP	_	R	٧	3:	176, 334, 715	7	40	1	12x13x71/2 (27 lbs.)	Metal plastic	\$149.95
CRAIG PANORAMA	403	MRP	10 penlight (10 hrs.)	R	Н	2:	1%, 3%	314	2.50mw	1	234x73/2x63/a (5 lbs.)	Metal	\$134,95
CRAIG PANORAMA	TM70	MR- SP	Fa	R	Н	2:	334, 71/2	7	-	1	13x1034x61/2 (20 lbs.)	Metal (variable)	\$149.95
EMERSON (Telectro Division)	MM115	MRP	223	R	V&H	2:	334, 71/2	7	6	2	2114 x1314 x734 (2314 lbs.)	Luggage type	\$119.95
ESTEY	30	MRP	20	R	V&H	21	334, 71/2	7	5	1	1616x7 3/16x12% (21 lbs.)	Simulated leather:	\$129.95
FREEMAN	550	MRP (2 Tr.)	Both	R	-	3:	176, 394, 71/2	314	T.	-	(6 lbs.)	7	\$139.50
FUJIYA	FL771	MRP	-	R	н	2:	334, 71/2	7	2	1	14x10x7 (18 lbs.)	Wood w/vinyl covering	\$129.95
INTER-MARK	Cipher 1	MRP	-	R	н	3:	1%, 3%, 71/2	7	5	1	61/2×1376×13	Leather w/wood	\$139.95
3M COMPANY	524	MRP	-	R	н	4:	15/16, 1%, 3¼, 7½	7	3	1	7x13x10 (20 lbs.)	Metal	\$125.00
NORTH AMERICAN PHILIPS	EL3585	MRP	6 'D' cells (24 hrs.)	R	٧	li.	1%	4	-	1	10½x3¾x7½ (8 lbs.)	Polystyrene	\$129.50
SUPERSCOPE (Sony)	2630	SRP	-	R	HAV	2:	334, 732	7	7	-	13x10½x5 (12 lbs.)	-	\$119.50
UPERSCOPE (Sony)	21175	MRP	7	R	Н	2:	176, 334	5	-	1	-	-	\$129.50
UPERSCOPE Sony)	102	MRP-	-	R	н	21	394, 71/2	7	7	1	13½x10½x7½ (18 lbs.)	-	\$129.50

RCA Victor is now making its cartridge tape system available in several different styles, including self-contained Cordon Bleu model shown here. With transistorized amplifier and complete stereo record-playback facilities, the unit lists at \$199.95.



Tandberg's series 8 tope equipment, as shown above, is ovaliable in four basic models, starring with a two-track, two-speed model at 2119.50 (model 821) and including the more versatile model 821 four-track, two-speed unit with foot pedal and four-track heads at \$287.50. Convenient, luggage-type case, as shown, makes for easy carrying.



Concertone's de luxe 605 model tape recorder features four plug-in head assemblies, sound-on-sound and add-a-sound features, three motors and all-electric, push-button operation. Two basic speeds are offered (7½ and 3¾ i.p.s.) but other combinations are available on an optional basis.



\$101-\$150 continued

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	BATHERY POWERT	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (N)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
SYMPHONIC	M2R05	MRP	-	R	н	3: 136, 334, 752	7	6	1	14\/2x14x7 (31 lbs.)	Pyroxylin-covered wood	\$119.95
VIKING	500	MR- SP	-	c	VAH	1: 334	112	4	-	9%x9x3½ (10½ lbs.)	Metal case	\$133.95
WEBCOR	EP2403	MRP (4. Tr.)	-	R	н	3: 1%, 3%, 71/2	7	5	2	8x131/2x14 (20 lbs.)	Vinylast-covered plywood	\$139.90
WEBCOR	EP2404	MRP	1 9-volt. batt. (½-1 hr.)	R	н	2: 1%, 3%	3	-	1	2 5/16x8x8 (4¼ lbs.)	Carrying cases Ebony & chrome	\$119.90
WEBCOR	EP2475	MRP (2 Tr.)	6 nickel Cadmium	R	H	1: 15/16	=	-	1	13/16x4 15/16x 3 1/16	-	\$133.00

## \$151 to \$200

		_										
AMERICAN CONCERTONE	400	MRP	Both 4 cells (15 hrs.)	R	V&H	2: 134, 334	5	300mw	1	11x7%x3% (10 lbs.)	Black pigskin, chrome frim	\$197.50
CRAIG PANORAMA	505	MRP	Both 6 cells (30 hrs.)	R	Н	2: 1%, 3%	5	500mw	1	5x10x121/2 (10 lbs.)	Metal, cloth	\$159.95
CRAIG PANORAMA	306	MR- SP	Both 6 penlight (30 hrs.)	R	н	3: 15/16, 1% 3%	31/4	-	1	7%x2%x9¼ (7½ lbs.)	Metal	\$189.95
DELMONICO INTERNATIONAL	PTR55	SRP	7	R	VAH	2: 3%, 71/2	7	3	2	13½x13%x10% (37 lbs.)	Plastic fabric	\$199.95
DELMONICO INTERNATIONAL	CTR66	SRP	-	R	н	2: 3%, 71/2	7	3	4	23x28x14	Wood: Mahogany, walnut	\$199.99
EMERSON (Telectro Division)	MM215	MRP	-	R	HAV	2: 3%, 71/2	7	6	2	2154×1354×734 (25 lbs.)	Luggage type	\$179.95
EMERSON (Telectro Division)	M\$123	MRP, MR-SP	-	R	V&H	2: 3%, 71/2	7	12	2	2156x1336x734 (27 lbs.)	Luggage type	\$179.95
EMERSON (Telectro Division)	MS223	MRP, MR-SP	-	R	V&H	3: 1%, 3%, 71/2	7	12	2	2156x133/sx736 (27 lbs.)	Luggage type	\$189.95
FREEMAN	660	MRP (2 Tr.)	Both	R	-	3: 1%, 3%, 71/2	31/4	47	1	(7 lbs.)	m -	\$159.50
3M COMPANY	1400	MRP	E MAN	R	Н	2: 314, 71/2	7	8	1	61/2×101/4×113/4 (20 lbs.)	Metal	\$169.00
3M COMPANY	1 440	MR-SP	-	R	Н	2: 3%, 71/2	7	8	1	61/2×101/4×113/4 (20 lbs.)	Metal	\$189.00
3M COMPANY	1500	MRP		R	н	2: 314, 71/2	7	10	1	61/2×101/4×113/4 (20 lbs.)	Metal	\$179.00
3M COMPANY	1515	MR-SP		R	Н	21 314, 71/2	7	10	1	61/2×101/4×113/4 (20 lbs.)	Metal	\$199.00
3M COMPANY	1570	MRP		R	н	2: 344, 71/2	7	18	2	61/2×101/4×113/4 (26 lbs.)	Metal	\$199.00

The Fujiya Corporation is offering portable model FL-725, a two-speed mono portable, weighing but 16 pounds. The set takes up to a seven-inch reel and includes a tape position scale imprinted on the dack.



Inter-Mark's new Cipher VII taps recorder is a four-track, three-speed stereo unit. The model has two detachable speckers, plays vertically or horizontally, and offers sound-onsound recording. List price is \$274.95.



Estey Electronics is currently represented in the mono portoble field with this smortly styled new unit, model 30. Weighing 21 pounds, the recorder offers a Select-o-Meter digital counter for location of specific material on a tape, external speaker jacks and comes in two-toned black and silver.



#### \$151-\$200 continued

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP)	STATE OF STA	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
3M COMPANY	T3000		-		R	н	2: 394, 71/2	7	8	.1	7½x14x14½ (25 lbs.)	Metal	\$175.00
NORTH AMERICAN PHILIPS	EL3541	MR-SP	-		R	н	1: 71/2	7	1110	1	1334×1134×634	Polystyrene	\$179.50
PENTRON	AR62	MRP	-		R	н	2: 344, 71/2	7	. 8	2	6×121/4×133/4	Plywood w/two-toned fabric	\$189.95
PENTRON	GR150	MRP	-		R	Н	2: 3%, 71/2	7	5	1	14x17x11	Plywood w/two-toned fabric	\$150.00
PENTRON	GA1500	SRP (4 Tr.)	=		R	н	2: 31/4, 71/2	7	8	2	14x17x11	Plywood w/two-toned fabric	\$189.95
RCA VICTOR	1401	SRP	-		c	н	2: 1%, 3%	3	1.2	1	756x936x1134 (1352 lbs.)	Plastic,	\$169.95
RCA VICTOR	3YD1	SRP	-		c	Н	2: 1%, 3%	3	2.4	2	836x936x1136 (171/2 lbs.)	Plastic.	\$199.95
SUPERSCOPE (Sony)	464D	SRP	-		R	н	21 394, 71/2	7	-	-	- (17 y2 10s.)	aluminum trim	\$199.95
SYMPHONIC	\$4P06	MR-SP	-		R	Н	3: 1%, 3%, 71/2	7	12	2	21x14½x7½	Pyroxylin-covered	\$159.95
VM	730	MRP	-		R	н	3: 1%, 344, 71/2	7	4	1	(32 lbs.)	wood	
VM	735	MR-SP			R	н	3: 1%, 3%, 71/2	7	10		71/2×13×141/4	Pyroxylin	\$169.95
WEBCOR	EP 2456	SRP (2, 4 Tr.)	-		R	н	3: 136, 334, 732	7	10	2	7½x13x14¼	Pyroxylin  Vinylast-covered plywood: Charcoal	\$199.95

### \$201 to \$300

BELL & HOWELL	785	MRP	78	R	н	2: 3%, 71/2	7	5	2	151/2×151/2×101/2 (35 lbs.)	Metal	\$209.05
CONCORD	5500	SRP	-	-	-	-	-	-				28.00
CONCORD	550DW	100						-	-	-	Deck only	\$229.95
DELMONICO	- 200	Settle:	1903)		-		-	-	-		Deck in solid walnut case	\$299.95
INTERNATIONAL	4TR21	SRP	-	R	H	2: 3%, 71/2	7	3	6	401/2×29×141/2	Wood:	\$299.95
DELMONICO INTERNATIONAL	4TR317	SRP	7	R	н	2: 334, 71/2	7	3	6	40%x29x15%	Mahogany, walnut Woods	\$299.95
EMERSON	55133	MRP-	_	R	V&H	2: 234, 71/2		-			Mahogany, walnut	
(Telectro Division)		SRP		-	You	41 494, 792	7	12	2	2156x1316x734 (27 lbs.)	Luggage type	\$229.95
EMERSON (Telectro Division)	55233	MRP- SRP	-	R	V&H	3: 1%, 3%, 71/2	7	12	2	2136x1336x736 (27 lbs.)	Luggage type	\$249.95
ERCONA STUZZI	671	MRP	(50 hrs.)	R	V&H	21 1%, 3%	4	1	1	11x141/2x8 (8 lbs.)	Fabric-covered	\$269.50
ESTEY	50	MRP- SRP (4 Tr.)	15/1	R	٧	2: 3%, 71/2	7	14	2	22%x11%x8 (23 lbs.)	plywood Simulated leather: Black	\$229.95

The 3-M Revere T-3000 is a sturdy, easy-tooperate mono tope machine, with one threeposition lever which controls all mechanical and electrical functions and built-in safety interlocks. The unit is designed for industry, business and educational applications.

Sony model 464-SL from Superscope, Inc., is a four-track stereo and mono record-playback unit designed particularly for language, speech and music training. The two-speed set sells for less than \$219.50.

Uher's model 8000 Royal Stereo unit offers four-track stereo-mono, record-playback, with built-in impulse transmitter for automatic control of slide projectors. Weight of the unit is about 23 pounds.







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\$201-\$300 continued

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CLAIMET STYLE	APPROXIMATE SELLING PRICE
FREEMAN	770	MRP (4 Tr.)	Both	R	-	3: 1%, 3%, 7½	5	-	-	-		\$219.50
FUJIYA	FSR765	SRP	-	R	н	2: 3%, 7%	7	3	2	00-10-0-10-0-1	Vinyl-covered wood	100000
INTER-MARK	Cipher V	IISRP		R	H&V	3: 1%, 3%, 715	7	10	2			\$269.95
INTER-MARK	Cipher VIID	SRP	-	R	V&H	3: 1%, 3%, 71/2	7	-	-	20x151/2x73/4 161/2x15x7	Two-toned Two-toned	\$274.95
MARTEL	6000	MRP	-	R	н	2: 3%, 7%	7	1	1	1344×1344×7		
3M COMPANY	M30	SRP	-	C	н	1: 1%		18	-		Wood w/leatherette	-
3M COMPANY	1780	SRP	_		V&H	2: 3%, 71/2	7	22		14½x7½x14%	Deck: All metal	\$269.95
HORTH AMERICAN	EL3542	MR-SP	-	R	н	3: 1%, 3%, 7%	7	-	2	1334x14x71/2 1534x13x634	Deck: All metal	\$269.00
NORTH AMERICAN PHILIPS	EL3549	MR-SP	-	R	н	4: 15/16, 1%, 334, 7½	7	-	1	161/2×151/2×81/4	Fabric-covered wood Fabric-covered wood	
PENTRON	AR625	MRP &	*	R	н	2: 3%, 71/2	7	8	2	6x1234x1334	Plywood	\$229.95
PENTRON	AR63S	SRP (4 Tr.)			н	2: 3%, 71/2	7	10	2	6x15%x17%	w/two-toned fabric Metal & wood	\$249.95
ROBERTS	1055	MRP &	* 5	R	V&H	2: 3½, 7½ (15 optional)	7	10	2	131/4×131/4×9 1/16 (25 lbs.)	Vinyl	\$269.95
SUPERSCOPE (Sony)	200	SRP	7	R	н	2: 3%, 71/2	7	-	2	15x16x9 (27 lbs.)	_	\$239.50
SUPERSCOPE (Sony)	801A	MRP	6 batt,	R	V&H	2: 3%, 1%	5	-	1	12 4/5×10 4/5×	-	\$250.00
SUPERSCOPE (Sony)	4645L	SRP		R	н	2: 3%, 71/2	7	-	1	3 17/20 (13 lbs.) 1436x12\frac{1}{2}x6\frac{1}{2} (25 lbs.)	-	\$219.50

## TAPE & STEREO D TAPE CROWN TAPE RECORDING CORPORATION

DUKE ELLINGTON

HARRY JAMES

SWINGING

ST 111 A TRIBUTE TO

ST 113 THE NEW

Retail

& JIMMY DORSEY ST 102 THE ERA OF GLENN MILLER ST 103 THE ERA OF BENNY GOODMAN ST 105 THE ERA OF CHARLIE BARNET ST 106 TRIBUTE TO

WOODY HERMAN ST 107 TRIBUTE TO ARTIE SHAW ST 109 COMPOSITIONS OF

COUNT BASIE

HERMAN HERD ST 114 PERSISTENT PERCUSSION ST 116 VELVET BRASS AND PERCUSSION ST 119 KINGS OF DIXIELAND, VOL. 2 ST 120 COLEMAN HAWKINS

ST 136 FLAMENCO

ST 101 TOAST TO TOMMY | ST 110 COMPOSITIONS OF | ST 121 THE SENSATIONAL | ST 137 AROUND THE INK SPOTS ST 123 DANCE TEMPO CHA CHA

ST 126 THE MUSIC MAN ST 128 TCHAIKOVSKY PIANO CONCERTO ST 129 LITTLE BAND BIG JAZZ

ST 133 BEAUTIFUL VIENNESE WALTZES ST 135 SWAN LAKE BALLET

WORLD IN 80 DAYS

ST 138 ORGAN GEMS ST 139 KINGS OF DIXIF-LAND, VOL. 3 ST 140 MODERN JAZZ GREATS, VOL. 1

ST 142 YOUR INVITATION TO STEREO ST 145 BEETHOVEN'S 5TH SYMPHONY

ST 149 BEAUTIFUL HAWAII ST 157 DAVE BRUBECK The Polynesians

ST 151 THE HAWK SWINGS —Coleman Hawkins

ST 152 MODERN JAZZ GREATS, VOL. 2 ST 154 PEER GYNT SUITE

ST 150 GAITE PARISIENNE

—Thousand Strings

-Grieg-Nos. 1.8 2

ST 156 LATIN JAZZ QUARTETTE-Jazz













1435 So. La Cienega Blvd., Los Angeles 35, Calif.

#### NEW TAPE RECORDER PRODUCTS DIRECTORY



The 3-M Revere tape cartridge system, first introduced in test markets o year ago, is now being widely distributed across the nation. The system incorporates the first tape changer mechanism on the market and permits test



Cencertone has entered the miniature, portable tape field with its new Cosmopolitan unif (model 400), which operates on AC or batteries. The two-speed tape recorder also contains a built-in standard AM radia and comes equipped with start-stop mike and stand.



Arvin Industries offers model 83L48 in its stereo recorder series, a three-speed unit with two power amplifiers and two speakers, all contained in the single housing. Set comes in a pyroxylin, cloth-covered wood cabinet, and sells for \$169.95

#### \$201-\$300 continued

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	100 100	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)		SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
SYMPHONIC	\$4R09	SRP	-		R	н	3	1%, 3%, 7½	7	16	2	25%x13x8 (41 lbs.)	Pyroxylin-covered wood	\$219.95
TANDBERG OF AMERICA	821	MRP (2 Tr.)	-		R	н	2:	176, 334	7	3.5	1	15x1156x634 (21 lbs.)	Teak	\$219.50
TANDBERG OF AMERICA	821F	MRP (2 Tr.)	-		R	н	2	116, 394	7	3,5	1	15x11%x6% (21 lbs.)	Teak	\$269.50
TANDBERG OF AMERICA	841	MRP (4 Tr.)	-		R	н	2:	176, 396	7	3.5	1	15x1146x634 (21 lbs.)	Teak	\$237.50
TANDBERG OF AMERICA	841F	MRP (4 Tr.)	7		R	н	21	136, 334	7	3.5	T	15x11%x634 (26 lbs.)	Teak	\$287.50
TANDBERG OF AMERICA	38	MRP (2 Tr.)	-		R	н	3:	176, 334, 71/2	7	3.5	1	15x1156x636 (21 lbs.)	Teak	\$299.50
VIKING	77	MRP- SRP	-		R	V&H	2:	314, 71/2	7	-	2	13x13x61/4 (20 lbs.)	Vinyl-covered case	\$239.95
VM	736	MR-SP	-		R	н	3:	116, 314, 71/2	7	10	1	71/2×13×1414	Pyroxylin	\$225.00
VM	722	SRP	-		R	н		3%, 71/2	7	14	2	976x1676x1436	Pyroxylin	\$259.95
VM	740	SRP	-	100	R	н	3:	136, 336, 71/2	7	8		8x13x14V4	Pyroxylin	\$269.95
WEBCOR	EP2457	SRP (2, 4 Tr.)	-		R	V&H	3:	1%, 3%, 7%	7	10	6	17x22x834 (34 lbs.)	Vinylast-covered plywood: Gray	\$249.90
WESCOR	2360	SRP- MRP (2, 4 Tr.)	-		R	н	3:	1%, 3%, 71/2	7	-	4	- (42 lbs.)	Ebony	\$279.90

Estey Electronics, a new entry in the tape field this season, is featuring stereo model 70, a vertically mounted unit with swing-out, detachable speakers, sound-on-sound, sound-with-sound and 40 watts of power. The speakers turn in to form a convenient carrying case.

Bell Sound Division of Thompson, Ramo, Wooldridge is offering the Bell T-347 four-track stereo tape transport, a versatile affeir which includes stereo pre-amp and monitoring pre-amp. The unit offers off-the-tape monitoring, echo effect, sound-on-sound and "DuoSound."







The 3-M Wollensack 1440 is one of the firm's new line of stereo tape units, which records and plays back four-track mone tape and plays back two and four-track stereo tape. The compact unit takes a seven-inch tape reel.



Emerson Rodio is making available the Stereo-Master as a part of its new tape recorder line. The stereo record and playback unit employs individual tone control for each chance to the play of the stereo of the stereo of the stereo to close of the burson of the stereo of the stereo of the to close of the operational center area when the machine is not in use.

### \$301 to \$400

COMPANY	MODEL NO.	MONO REC-PB (MRP) MONO REC-ST PB (MR-SP) STEREO REC-PB (SRP)	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
BELL & HOWELL	777	MRP		R	н	2: 394, 715	7	5	2	16½x15½x10½ (35 lbs.)	Wood	\$340.00
CONCORD	550-4	SRP	-	R	٧	3: 1%, 3%, 71/2	7	65	2	9%x13½x14 (34½ lbs.)	Metal, plastic	\$319.95
COHCORD	880	SRP	-	R	٧	3: 1%, 3%, 71/2	7	-	2	15½x17x11 (43 lbs.)	Metal, plastic	\$399.95
DELMONICO INTERNATIONAL	4TR31	SRP	-	R	н	2: 31/4, 71/2	7	3	6	401/2×29×141/2	Wood: Mehogany, walnut	\$319.95
EMERSON (Telectro Division)	\$\$500W	MRP- SRP	<b>基</b>	R	٧	3: 1%, 3%, 71/2	7	25	4	29%x8%x16½ (48 lbs.)	Walnut, hardwood	\$379.95
EMERSON (Telectro Division)	\$\$500WA	MRP. SRP	= 1	R	٧	3: 136, 334, 73/2	7	30	4	2934x834x161/2 (48 lbs.)	Walnut, hardwood	\$399.95
ERCONA	Stuzzi	MRP	(50 hrs.)	R	V&H	1: 71/2	4	1	1	11x4½x8 (8 lbs.)	Fabricoid-covered plastic	\$369.50
ESTEY	70	SRP (4 Tr.)	-	R	٧	2: 3%, 7½	7	40	2	2216x1716x8 (24 lbs.)	-	\$339.95
FREEMAN	600	SRP (4 Tr.)	-100	R	17	2: 71/2, 15	7	-	-	-	-	\$399.50
LONE PINE	TK220US	SRP	2	R	н	2: 3%, 71/2	7	6	2	16\6x15x7\6	Unbreakable plastic	1100 05
MARTEL	40005	MRP	Yes	R	н	4: 15/16, 344,	5	-	1	101/2×81/2×31/4		\$399.95
MARTEL	Universal	MRP		R	н	3: 15/16, 1%,	5	7	1	11x8x6	Wood w/leatherette	\$349.95

The new Sony line of 11 models includes the new 200 stereo recorder, an all-in-one, four-track, stereo record-ployback system, which contains two matched speakers mounted in the specially designed lid of the carrying case. List price is in the area of \$240.

Ampex' 44 line of stereo recorders includes this variation of the basic unit. It contains built-in, dual-channel amplifier and speakers for on-the-spot recording, monitoring and playback.





#### \$301-\$400 continued

COMPANY	MODEL NO.	MONO REC-PE (MRP) MONO REC-ST PE (MR-SP) STEREO REC-PE (SRP)		BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)		SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
3M COMPANY	1580	SRP	-		R	н	2:	394, 71/2	7	22	2	61/2×101/4×1134 (26 lbs.)	Metal	\$319.95
3M COMPANY	1980	SRP	-		R	V&H	2:	3%, 71/2	7	22	2	24½x13¾x9 5/16 (42 lbs.)	Metal	\$379.95
3M COMPANY	1981	SRP	-		R	V&H	2:	3%, 71/2	7	22	-	241/2×133/4×9 5/10 (42 lbs.)	Deck: All metal	\$349.00
3M COMPANY	M2	SRP	-		c	Н	1:	136	-	18	2	7x14\/2x14\/4 (35 lbs.)	Metal	\$399.00
3M COMPANY	M3	SRP	-		c	Н	1:	136	-	18	2	7x14½x14¼ (33 lbs.)	Metal	\$329.00
3M COMPANY	M20	SRP	-		C	н	1:	136	-	-	-	14%x73/2x14%	Deck: Metal	\$339.00
NORTH AMERICAN PHILIPS	EL3534	SRP	-		R	н	4:	15/16, 1%, 3%, 7½	7	-	2	181/2×15×10	Fabric-covered wood	\$339.50
ROBERTS	1057-P.5	.MRP &	+		R	V&H	2:	3%, 7½ (15 optional)	7	10	2	15x13%x7½ (27 lbi.)	Vinyl	\$339.95
ROBERTS	330	MRP &	-		R	V&H	21	3%, 71/2 (15 optional)	7	10	2	1516x13%x9 1/16 (27 lbs.)	Vinyl	\$349.95
ROBERTS	192FT	MRP SRP	-		R	V&H	2:	334, 71/2 (15 optional)	101/2	6	2	1534x14\4x9\4 (28 lbs.)	Vinyl	\$349.50
SUPERSCOPE (Sony)	500	SRP	-		R	V&H	2:	394, 71/2	7	-	2	181/2×161/4×121/4 (56 lbs.)		\$399.50
TANDBERG OF AMERICA	3BF	MRP (2 Tr.)	-		R	н	3:	176, 394, 71/2	7	3.5	1	15x11%x634 (26 lbs.)	Teak	\$349.50
THOMPSON, RAMO, WOOLDRIDGE (Bell Sound Division)	T347	SRP	-		R	V&H	2:	31/4, 71/2	7	-	-	7x15\/4x13\/2	-	\$319.95

### \$401 to \$500

-												
312	MRP	6 Mercury batt. (60 hrs.)	R	٧	5: 15/ 334,	16, 1%,	5	2.5	-	51/2×9×12 (8 lbs.)	Leatherette attache case	\$438.00
612	MRP	2 Mercury batt. (60 hrs.)	R	V	5: 15/ 3%,	76, 1%	5	2.5	-	11x10x7	Leatherette attache case	\$445.00
212		2 Mercury batt. (60 hrs.)	R	٧	5: 15/ 334,	16, 1%, 7½, 15	5	2.5	-	11x10x7	Standard briefcase	\$475.00
884	SRP	9	R	٧	3: 1%	314, 71/2	7	-	2	151/2x17x11 (43 lbs.)	7.2	\$449.95
975TR	SRP	7	R	Н	2: 394	71/2	7	10	4	40½x32x15¾	Wood: Mahogany, walnut	\$499.95
4TR60	SRP	-	R	Н	2: 334	, 71/2	7	3	6	50x29%x171/4	Wood	\$499.95
5A/N	MRP	-	R	V&H	2: 3%	71/2	81/4	2.5	1	181/2×171/2×93/4 (50 lbs.)	Fabricold-covered	\$425.00
400	SRP (4 Tr.)	-	R	-	2: 71/2.	15	7	1-	-	12x9	-	\$499.50
	612 212 884 975TR 4TR60 5A/N	312 MRP 612 MRP 212 884 SRP 975TR SRP 4TR60 SRP 5A/N MRP	(60 hr.) 612 MSP 2 Mercury batt. (60 hr.) 212 2 Mercury batt. (60 hr.) 884 SRP - 975TR SRP - 47850 SRP - 5A/N MSP -	312 MAP   6 Mercury belt.   R (60 Mrs.)	312 MAP	312 MAP   6 Mercury batt. R	312 MAP   6 Mercury bett.   R   V   5; 15/16, 17%;	312 MAP   0 Mercury batt.   R   V   5, 15/16, 11%   S	312 MAP   6 Mercury batt. R V   51 15/16, 11%   5   2.5	312 MAP   6. Mercury batt.   R   V   51   15/16, 11s,   5   2.5   -	312 MAP   6 Mercury batt: R   V   5: 15/16, 11%   5   2.5   5/5x9/12	212 MBP   6 Mercury batt   R   V   51   15/16, 11%   S   2.5   -   31/49/12   Leatherette (60 Ms.)   MSP   Mercury batt   R   V   51   15/15, 11%   S   2.5   -     11/107   Leatherette (18 lbs.)   MSP   Mercury batt   R   V   51   31/17, 11%   S   2.5   -     11/107   Leatherette (18 lbs.)   MSP   MSP

The Masterwork M-700 tape recorder features three speeds (7½ down to 1½ i.p.s.), con accommodate a seven-inch reel and has a accessories, splicing equipment, monitor earphone, mike and stand and two seven-inch reels.

Masterwork's (Columbia Records) model 690A tope recorder is a two-speed mono model which comes with level indicator, pilot light and headphone monitoring facilities. The unit takes a five-inch reel and weighs but 12 nounds.

ndel 690A

The Uher 4000 portable, battery or AC opmodel
erated mono tope recorder, has four speeds
from 15/16 to 7/2 i.p.s.l., pane keyboard
type push-button selectors, rechargeable battery and carries a suggested consumer price of
\$399.95.







T-14

1963-'64 Tape Equipment Directory • Billboard, October 26, 1963

#### \$401-\$500 continued

COMPANY	MODEL NO.	MONO REC.PE (MRP) MONO REC.ST PB (MR-SP) STEREO REC.PB (SRP)	BATTERY POWER?	REEL TO REEL (R) OR CARTRIDGE (C)	VERTICAL (V) OR HORIZONTAL (H)	SPEEDS AVAILABLE	MAX. REEL SIZE	POWER (IN WATTS)	NO. OF SPEAKERS	DIMENSIONS AND WEIGHT (IF PORT.)	CABINET STYLE	APPROXIMATE SELLING PRICE
MARTEL	8000	SRP (4 Tr.)	-	R	н	4: 15/16, 1%, 344, 7½	7	-	2	14x13x7	Wood w/leatherette	\$499.95
ROBERTS	997	MRP &	-	R	V&H	3: 3%, 71/2, 15	101/2	12	2	20x14x19 (46 lbs.)	Vinyl	\$449.95
ROBERTS	770	MRP &	-	R	нач	3: 1%, 3¼, 7½ (15 optional)	7	12	2	201/2×137/4×11 (49 lbs.)	Vinyl	\$449.95
SUPERSCOPE (Sony)	600	SRP	-	R	V&H	2: 3%, 71/2	7	-	-	16%x18¼x9 (44 lbs.)	-	\$450.00
TANDBERG OF AMERICA	64	SRP (4 Tr.)	-	R	V&H	3: 1%, 3%, 71/2	7	1.5	-	16x12x6 (25 lbs.)	Teak	\$ 498.00
TANDBERG OF AMERICA	74	SRP (4 Tr.)	-	R	н	3: 1%, 3%, 71/2	7	3.5	2	16x12x6 (27 lbs.)	Teak	\$449.50
THOMPSON, RAMO, WOOLRIDGE (Bell Sound Division)	RT360	SRP	7	R	٧	2: 3%, 71/2	7	16	-	16x1536x1196 (48 lbs.)	Metallic gray pyroxylin	\$449.95
VIKING	880	MRP- SRP	-	R	V&H	2: 334, 71/2	7	4	2	14x20½x8 (36 lbs.)	Vinyl-covered case	\$425.00

## \$501 to \$600

AMERICAN CONCERTONE	C\$505-4	SRP (2, 4 Tr.)	-	R	H&V	2: 344, 71/2 or 71/2, 15	71/2	4	-	16\4x6\4x14\4 (36 lbs.)	Stainless steel deck, unmounted	\$600.00
AMPEX	4450	SRP (4 Tr.)	-			2: 3%, 71/2	7	1	-	13x15	-	\$549.50
AMPEX	4460	SRP (4 Tr.)	-			21 394, 71/2	7	=	-	14x17½x9¼	Luggage-type case	\$595.00
AMPEX	F4452	MRP &	-	R	Н	2: 3%, 71/2	7	-	72	13x15 (28 lbs.)	Unmounted	\$549.50
DELMONICO	4TR330	SRP	-	VIII DE BE		2: 31/4, 71/2	7	3	6	62½x28x18½	Mahogany, walnut	\$549.95
ERCONA FERROGRAPH	5/424	MRP- SRP (1, 2, 4 Tr.)	-	R	V&H	2: 3%, 7%	81/4	-	+	18½x17½x9¾ (50 lbs.)	Fabricoid-covered plywood	\$595.00
ROBERTS	455	MRP & SRP	-	R	V&H	2: 3%, 7½ (15 optional)	7	8	2	111/2×17×18 (64 lbs.)	Vinyl	\$599.95

## \$601 to \$700

AMPEX	4470	SRP (4 Tr.)	-	R	H	2: 344, 71/2	7	3	2	14x2434x934	Luggage-type case	\$695.00
OF AMERICA	3125T		6 Mercury batt. (60 hrs.)	R	V	5: 15/16, 1%, 3%, 7½, 15	5	2.5	-	434x9x534 (121 lbs.)	Leatherette attache case	\$629.00
(Sony)	77752 77754	SRP	-	R	V&H	2: 31/4, 71/2	7	-	-	16x1734x9 (43 lbs.)	-	\$695.00

### \$701 to \$1000

AMERICAN CONCERTONE	605	SRP (2, 4 Tr.)	-	R	V&H	2:	314,	71/2 or 15	714	3	-	16\4x14\6x6% (44 lbs.)	Beige enamel deck, unmounted	\$750.00
CONCERTONE	607	(2, 4 Tr.)	-	R	V&H	2:	334, 71/2,	7½ or 15	71/2	3	-	19x14x8 (52 lbs.)	Stainless steel, unmounted	\$850.00
FREEMAN	200	SRP (4 Tr.)	- 4	R	-	2:	71/2,	15	7	-	-	-	-	\$995.00
VIKING	220	MRP SRP		R	V&H	2:	3%,	71/2	7	12	-	15x16x8 (45 lbs.)	-	\$860.00



Fujiyo's new line of tope equipment includes model FL-375, a portable, 11-pound unit with five-inch reel capacity and two speeds. Accessories include crystal earphone, mike and empty reel.

3-M's Wollensack Bantam mono tape recorder offers four speeds, from 7½ i.p.s. down to 15/16 i.p.s. The inexpensive unit weight less than 20 pounds and features push button controls and neon record indicators.



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ZT 1938

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