

Billboard

Section 2 August 7, 1965

1965-66 INTERNATIONAL

BUYER'S GUIDE

DESIGN & ARTWORK
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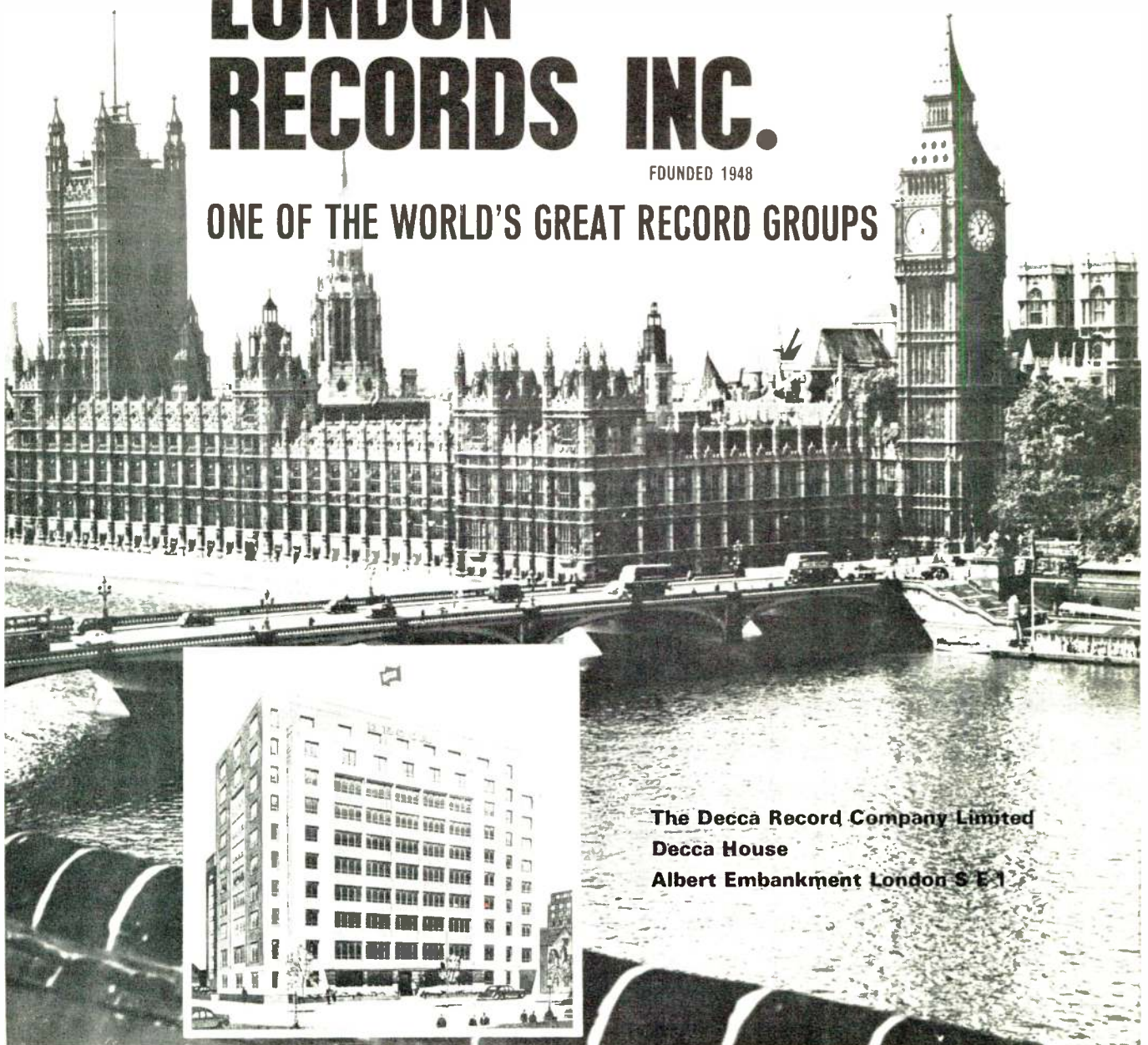
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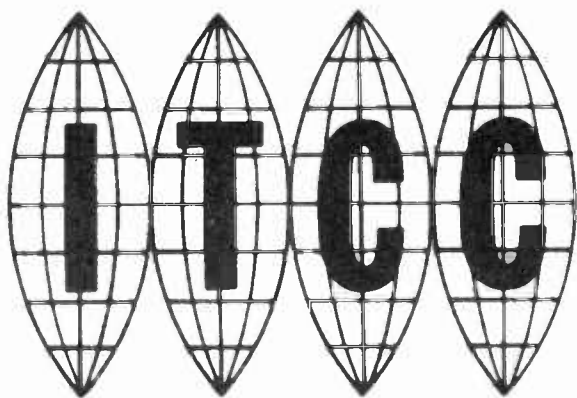
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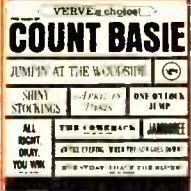
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RECORDS



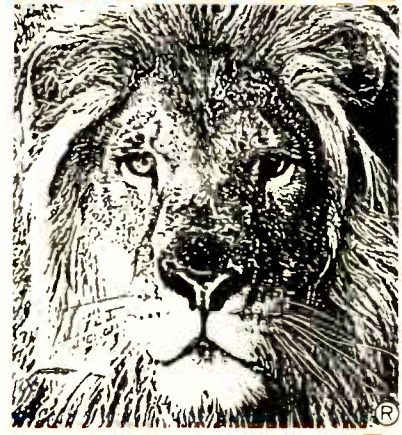
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BRAZIL
Companhia Brasileira de Discos
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MGM

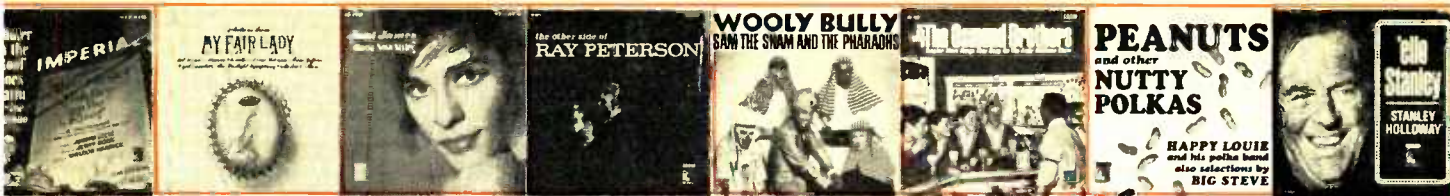
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<p>IRELAND The Gramophone Co. Ltd. 23 Lower Dominick Street Dublin, Ireland MGM/VERVE</p>	<p>HOLLAND Polydor Nederland N.V. Piet Heiplein 5 The Hague, Holland MGM/VERVE</p>	<p>BELGIUM S.A. Siemens N.V. 116, Chaussee de Charleroi Brussels, Belgium MGM/VERVE</p>	<p>YUGOSLAVIA Jugoton Records Pokupska Str., Dubrava POB Dubrava-4 Zagreb, Yugoslavia MGM/VERVE</p>
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1965-1966 International

Music-Record Directory & Buyer's Guide

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ADVERTISING INDEX



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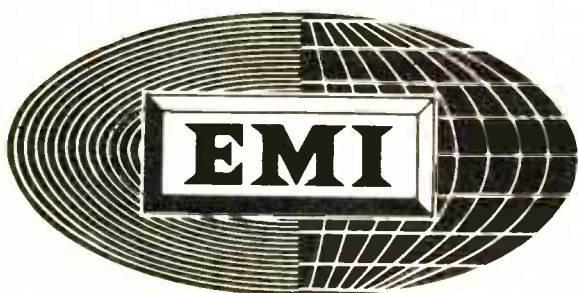


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record sales hit historical high

Americans spent more money for records last year than they did in any year in the history of the industry. Retail sales—including mail order and juke box operator purchases—hit \$693, a healthy 5.3 per cent increase over the preceding year.

Most of the increase can be attributed in increased sales by rack jobbers—up from \$214,000,000 to \$242,000,000. The racks now enjoy a 34.9 per cent share of market, compared with a 32.5 per cent share the previous year. For the last five years the rack jobbers have been increasing their share of market.

Growth of the rack volume last year can be attributed to two reasons. Many department and variety stores have concluded that it's more efficient to have their record department serviced by racks, and the rack jobbers themselves are more and more approaching full-line operations.

Retail stores are still the biggest factor in sales though, with volume of \$321,000,000, up 4.6 per cent from the preceding year. The stores' share of market dropped just a shade—from 46.7 per cent to 46.3 per cent.

Record sales to juke box operators dropped from \$42,000,000 to \$38,000,000, although this decrease does not reflect juke box earnings. Programming of more standards on little LP's, with the records having much longer lives than hit singles, accounts for some of the decrease.

Sales by record clubs and mail-order houses fell off too—from \$95,000,000 to \$92,000,000. However, the clubs are probably in healthier shape than they were a year ago. Most clubs have modified their shotgun approach to soliciting new customers and are concentrating on members who are more apt to pay their bills. This has resulted in a little less volume and a little more profit.

Albums continued their domination of the market, with sales of \$515,000,000, up 6.2 per cent from the preceding year. And the LP share of the total market increased from 73.7 per cent to 74.3 per cent.

Although singles sales increased from \$170,000,000 to \$175,000,000, their share of market fell off from 25.8 per cent to 25.3 per cent. EP's again accounted for only .4 per cent of total record sales.

Phonograph sales increased from 5,000,000 to 5,200,000, although the sale of stereo units held constant at 3,600,000. For the 15th straight year the number of radio sets in use increased to 228,000,000 at the end of 1964.

The number of AM radio stations hit an all-time high of 4,181, but the number of FM stations dipped from 923 to 897. In terms of percentage, FM-stereo stations showed the greatest increase, jumping from 203 to 308.

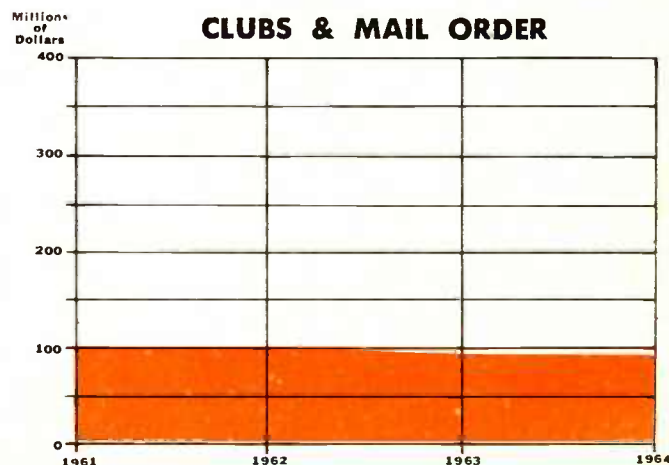
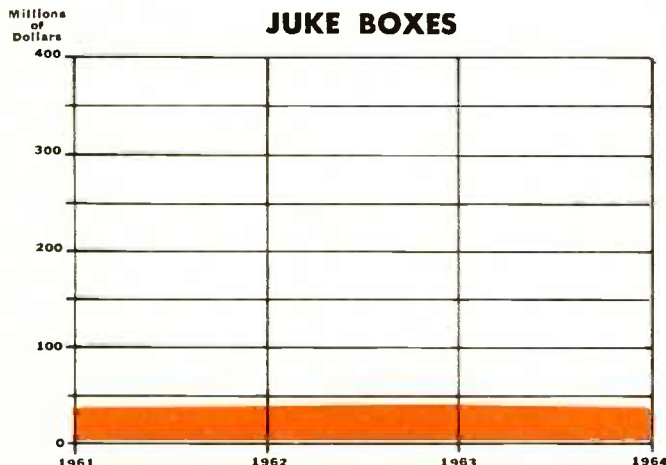
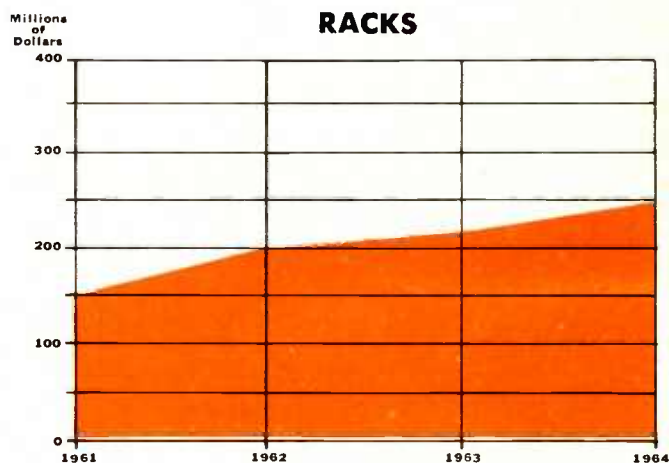
U.S. RECORD MARKET SURVEY

DOLLAR SALES by Type of Outlet

(reported in millions of dollars at retail selling price)

Type of Outlet	Dollar Sales At Retail 1964 vs. 1963		Change	1964 Share of Market
STORES	\$321	\$307	up 4.6%	46.3%
RACKS	\$242	\$214	up 13.1%	34.9%
JUKE BOXES	\$ 38	\$ 42	down 9.5%	5.5%
CLUBS & MAIL ORDER	\$ 92	\$ 95	down 3.2%	13.3%
TOTAL INDUSTRY	\$693	\$658	up 5.3%	100%

GROWTH (By Outlet) 1961-1964



U.S. RECORD MARKET SURVEY

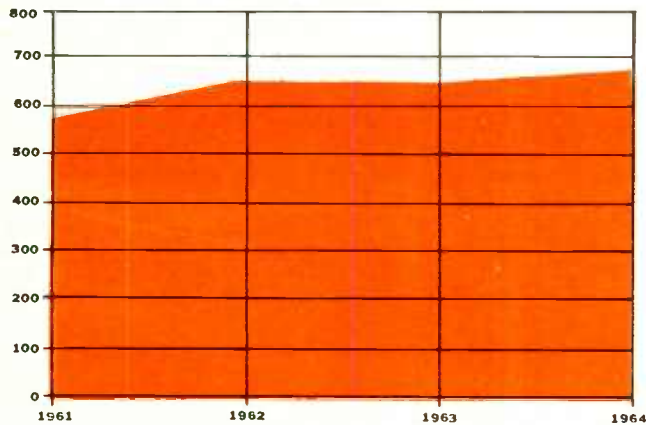
DOLLAR SALES By Type of Record

(reported in millions of dollars at retail selling price)

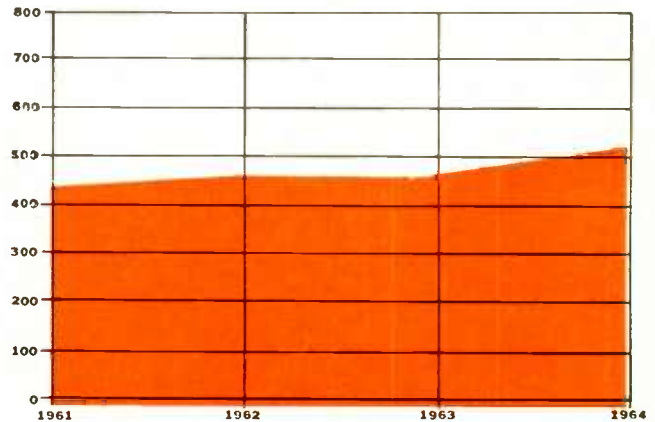
By Type of Record	Dollar Sales At Retail 1964 vs. 1963		Change	1964 Share of Market
LP'S	\$515	\$485	up 6.2%	74.3%
SINGLES	\$175	\$170	up 2.9%	25.3%
EP'S	\$ 3	\$ 3	same	0.4%
TOTAL INDUSTRY	\$693	\$658	up 5.3%	100%

GROWTH (By Type of Record) 1961-1964

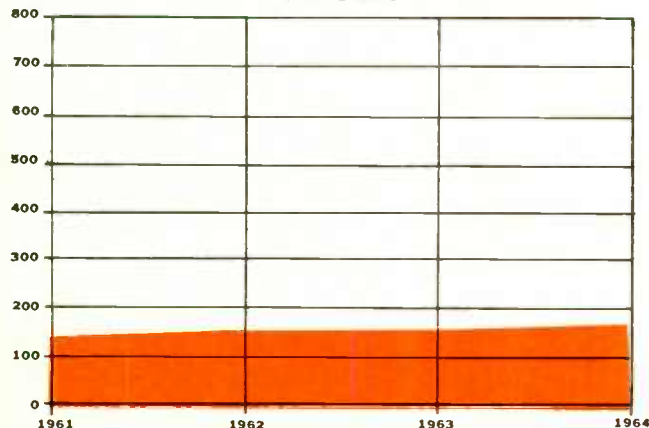
TOTAL INDUSTRY



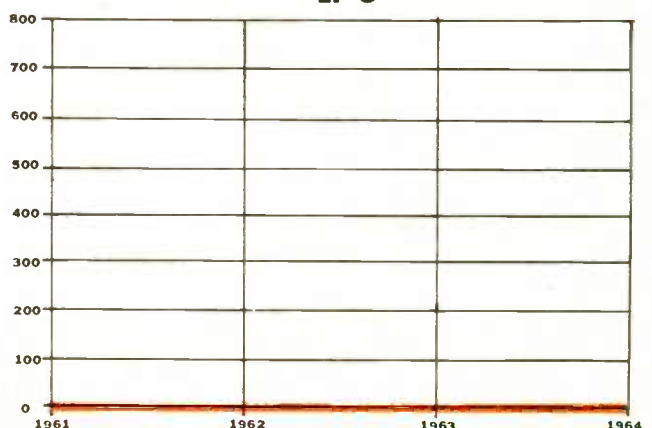
LP'S



SINGLES



EP'S



U.S. RECORD MARKET SURVEY

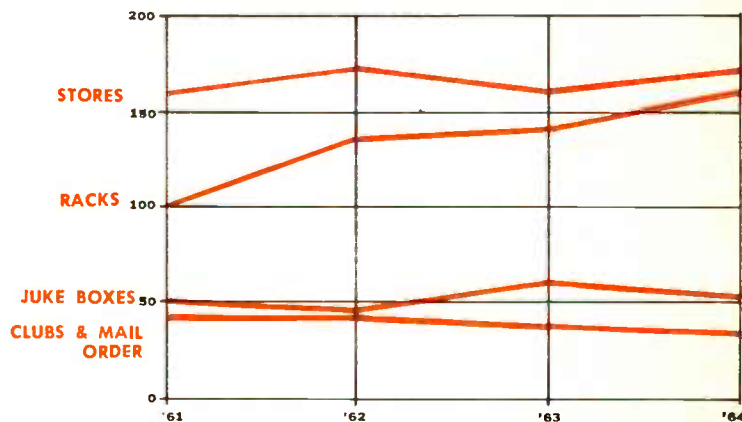
UNIT SALES By Type of Outlet

TOTAL UNIT SALES By Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	Change	1964 Share of Market
STORES	160	171	164	170	up 3.7%	40.4%
RACKS	100	136	143	159	up 11.2%	37.8%
JUKE BOXES	50	49	60	54	down 10%	12.8%
CLUBS & MAIL ORDER	45	45	41	38	down 7.3%	9%
TOTAL INDUSTRY	355	401	408	421	up 3.2%	100%

Note: Above table includes sales of singles, LP's and EP's wherever applicable.

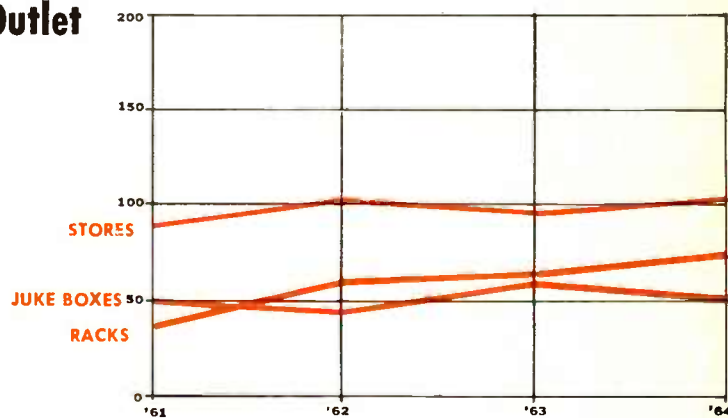


UNIT SALES OF SINGLES—By Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	Change 1964 vs. 1963	1964 Share of Market
STORES	92	101	98	101	up 3.1%	44.7%
RACKS	40	60	64	71	up 10.9%	31.4%
JUKE BOXES	50	49	60	54	down 10%	23.9%
TOTAL INDUSTRY	182	210	222	226	up 1.8%	100%

Note: Above table does not include sales of EP's. EP unit sales for 1964 were 2.3 million.

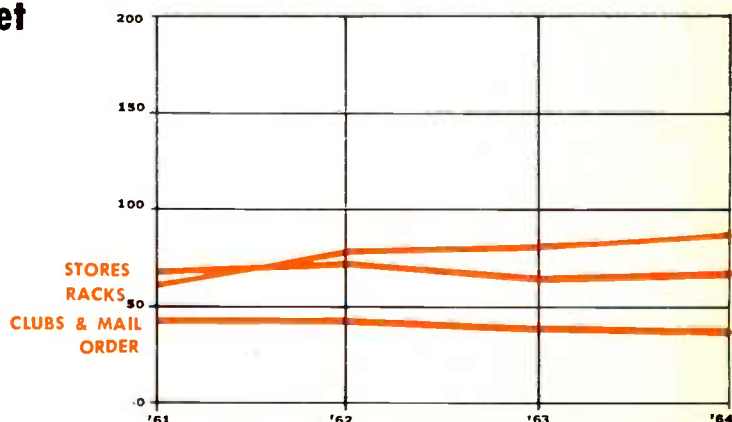


UNIT SALES OF LP'S—By Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	Change 1964 vs. 1963	1964 Share of Market
STORES	68	70	66	68	up 3%	35.4%
RACKS	60	76	79	86	up 8.9%	44.8%
CLUBS & MAIL ORDER	45	45	41	38	down 7.3%	19.8%
TOTAL INDUSTRY	173	191	186	192	up 3.2%	100%

Note: Above table does not contain EP unit sales. EP unit sales for 1964 were 2.3 million.



U.S. RECORD MARKET SURVEY

UNIT SALES By Type of Record

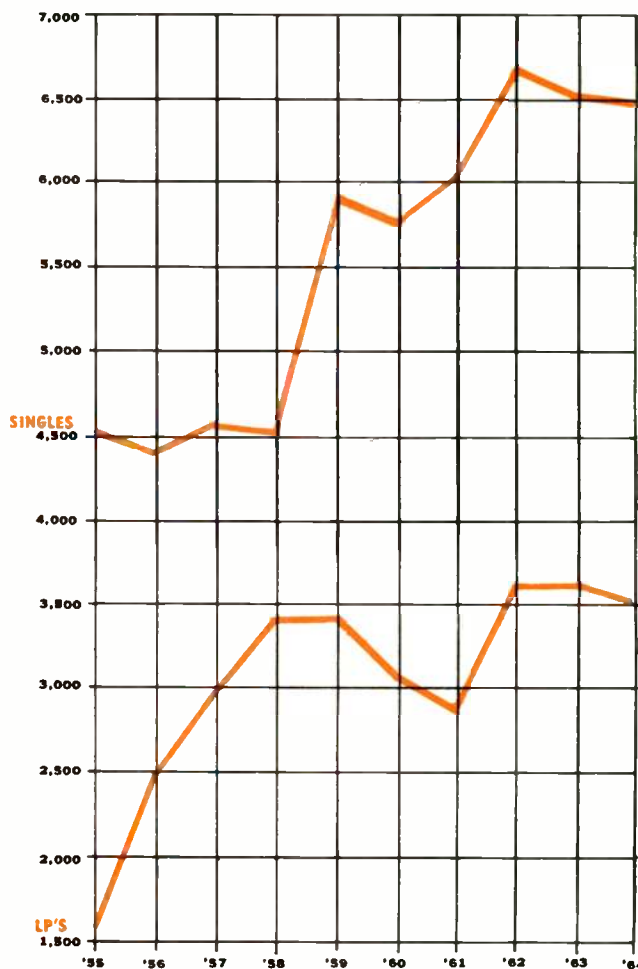
Type of Record	Total Industry 1964 vs. 1963		Retail Stores 1964 vs. 1963		Rack Jobbers 1964 vs. 1963	
	1964	1963	1964	1963	1964	1963
SINGLES	54.1%	54.4%	59.8%	59.8%	45.2%	44.8%
LP'S	45.9%	45.6%	40.2%	40.2%	54.8%	55.2%
	100%	100%	100%	100%	100%	100%
TOTAL UNITS (in millions)	418	408	169	164	157	143

Note: EP unit sales are NOT included in above tables. EP unit sales for 1964 were 2.3 million.

RECORDS RELEASED—1955 THRU 1964

SINGLES

SINGLES	YEAR	ANNUAL % CHANGE
4,542	1955	—
4,451	1956	- 2%
4,649	1957	+ 4%
4,576	1958	- 2%
5,812	1959	+ 27%
5,797	1960	- 0.3%
6,036	1961	+ 4%
6,700	1962	+ 11%
6,543	1963	- 2%
6,504	1964	- 0.6%



LP'S

LP'S	YEAR	ANNUAL % CHANGE
1,615	1955	—
2,500	1956	+ 55%
3,000	1957	+ 20%
3,471	1958	+ 16%
3,480	1959	+ 0.3%
3,112	1960	- 11%
2,927	1961	- 6%
3,655	1962	+ 25%
3,686	1963	+ 1%
3,553	1964	- 4%

Billboard 1965-1966 International Music-Record Directory

U.S. RECORD MARKET SURVEY

HISTORICAL NOTES:

1877—Edison first reproduced sound using tin foil cylinders. Invention labeled "phonograph."

1886—"Graphophone" patented by Bell and Tainter. Recordings made on wax cylinders.

1887—American Graphophone Company formed in Bridgeport, Conn., to produce the Bell-Tainter invention. Record industry is launched.

1889—Columbia Phonograph Company organized to market American Graphophone products.

1891—Berliner first records on discs.

1897—American Graphophone opens London branch: Columbia Graphophone Company, Ltd.

1901—Victor Talking Machine Company formed. Disc recordings marketed.

1902—Columbia and Victor share disc recording patents.

1903—Royalty system first used to compensate recording artists.

1912—Industry abandons cylinder recordings.

1912—Beginning of the first "Golden Age" of records. Many new labels and artists.

1922—General industry decline brought about by increasing appeal of radio.

1925—Development of electrical recording process. Microphones replace the recording horn.

1930—Depression causes second general record industry decline.

1930's—Radio begins to turn to records and music and is more and more exposed via the airwaves in this decade. This exposure sells records in greater numbers.

1934—American Decca Record Company organized.

1940's—New labels join the industry's leaders: MGM, Capitol, Mercury, London and others.

1948—High-fidelity recording and new turntable speeds introduced: Columbia's LP and Victor's 45 rpm systems.

1952—Record Industry Assoc. of America organized.

1954—Rock & Roll becomes popular.

1955—Columbia Record Club established.

1958—Stereophonic LP recordings introduced in fall of this year.

1959—Rock & Roll declines somewhat—LP's on rise.

1960—Stereo has advantageous effect, increasing LP dollar and LP unit sales, offsetting decline in singles sale.

1961—Fewer million-selling singles. Twist craze. LP sales continue to rise. Racks show good sales gain—now approx. 25% total gross.

1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments; stores up close to 5%.

1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 did not keep pace. A Christmas sales that did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.

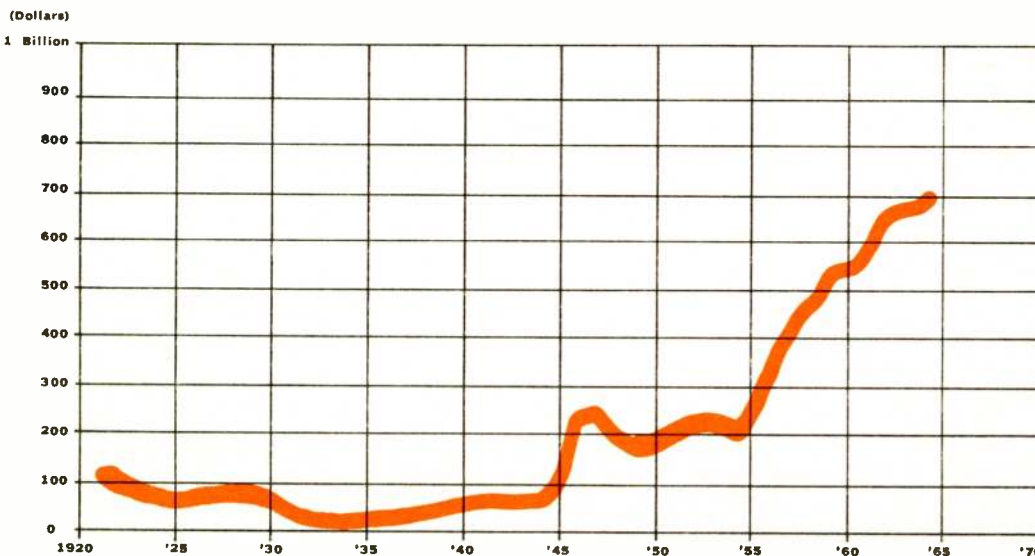
1964—Year noted for Beatles invasion followed by approximately three dozen other British artists. LP sales registered greatest gain. August 1964 one of the best months ever for singles sales. Good Christmas season plus good third quarter edged industry over previous year by approximately 5%.

U. S. RECORD SALES 1921 — 1964

(Source: Record Industry Association of America. Excise tax payments, estimates from other data.)

YEAR	SALES IN MILLIONS OF DOLLARS	YEARLY PERCENT CHANGE
1921	\$106	— %
1922	92	-13.2%
1923	79	-14.1%
1924	68	-13.9%
1925	59	-13.2%
1926	70	+18.6%
1927	70	
1928	73	+ 4.3%
1929	75	+ 2.7%
1930	46	-38.7%
1931	18	-60.9%
1932	11	-38.9%
1933	6	-45.5%
1934	7	+16.7%
1935	9	+28.6%
1936	11	+22.2%
1937	13	+18.2%
1938	26	+100%
1939	44	+69.2%
1940	48	+ 9.1%
1941	51	+ 6.3%
1942	55	+ 7.8%
1943	66	+ 20%
1944	66	
1945	109	+65.2%
1946	218	+100%
1947	224	+ 2.8%
1948	189	-15.6%
1949	173	- 8.5%
1950	189	+ 9.2%
1951	196	+ 3.7%
1952	208	+ 6.1%
1953	210	+ 1%
1954	199	- 5.2%
1955	250	+25.6%
1956	336	+34.4%
1957	405	+20.5%
1958	445	+ 9.9%
1959	518	+16.4%
1960	521	+ 6%
1961	587	+12.7%
1962	651	+10.9%
1963	658	+ 1.1%
1964	693	+ 5.3%

U. S. RECORD SALES 1921 — 1964



1970 (estimated)
1 BILLION DOLLARS

U.S. RECORD MARKET SURVEY

PHONOGRAPH SALES

	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965 (estimated)
TOTAL UNITS SOLD (millions) →	—	—	1.3	1.6	2.7	3.0	4.1	4.9	4.1	4.6	4.6	4.0	4.8	5.0	5.2	5.5
					+69%	+11%	+37%	+20%					+20%	+4%	+4%	
STEREO UNITS SOLD (millions) →	—	—	—	—	—	—	—	—	1.2	2.7	3.4	2.9	3.5	3.6	3.6	3.9
STEREO % OF ALL SALES →	—	—	—	—	—	—	—	—	30%	62%	74%	76%	73%	72%	69%	—

RADIO SETS IN USE (including autos)

(millions) →	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
	96	105	111	118	121	124	135	143	146	156	168	184	200	214	228

TELEVISION SETS IN USE

(millions) →	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
	10	16	21	27	33	37	43	47	51	54	57	60	63	66	69

RADIO STATIONS IN THE U. S.

	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
AM STATIONS →	2,669	2,824	3,008	3,195	3,326	3,398	3,539	3,619	3,924	4,050	4,181
FM STATIONS →	552	540	530	537	578	688	815	841	869	923	897
FM-STEREO STATIONS →	—	—	—	—	—	—	—	57	181	203	308

SOURCE: Columbia Records Research Division/U. S. Dept. Commerce

U. S. Record Manufacturers

Manufacturers listed below were active at the time of publication. All companies submitting at least one record to Billboard for review during 1965, and all manufacturers whose product was listed in the Phonolog and Schwann catalogs are included in the listing.

A A A (Tri-A), 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel.: (213) HO 9-5591. Pres.: George Jay.

A B C Paramount, 1501 Broadway, New York, N. Y. 10036. Tel.: (212) LO 3-4220. Cable: Abparec. Pres.: Larry Newton; A&R: Sid Feller; Sales: Howard Stark; Int'l: Harry Levine. Labels: ABC Paramount, Impulse, Apt.

International representatives: Argentina (Famous S.R.L.), Australia (Festival), Belgium (Anvers Radio S.A.), Bolivia (Philips Sudamericana S.A.), Brazil (Companhia Brasileira de Discos), Chile (Philips Chilena), Colombia (Industrias Fonoton), Denmark (I.S. Dansk Grammofonpladeforlag), England (EMI), France (Ste. D'Applications Industrielles Plastiques), Germany (Philips Ton Gesellschaft MBH), Greece (Lambrouopoulos), Holland (Artone Gramophone), Hong Kong (Colonial Trading), Israel (Hed-Arzi), Italy (La Voce del Padrone), Jamaica (Paradisc), Japan (King), Lebanon (Philips Liban S. A.), Malaysia (Colonial Trading), Mexico (Gamma, S.A.), Peru (Philips Peruana S.A.), Philippines (Dyna), South Africa (Gallo-Africa), Spain (Hispanvox), Sweden (Karusell Grammofon A.B.), Uruguay (Philips del Uruguay S.A.), Venezuela (Simens Venezolana S.A.), Yugoslavia (Radio Televizija Belgrad).

A F O, P.O. Box 78191, Los Angeles, Calif. 90016. Tel.: (213) 933-2269. Pres.: Harold R. Battiste Jr.

A & M, 8255 Sunset Blvd., Suite 201, Hollywood, Calif. 90046. Tel.: (213) 656-5330. Pres.: Jerry Moss. (SEE ADVERTISEMENT)

Abel (See Laurie).

Abundant Sounds (see Fred Miles Presents).

Academy, 157 W. 57 St., New York, N. Y. 10019. Tel.: (212) LT 1-7490. Owners: A. Levington & J. Gibbs.

Accent, 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel.: (213) 469-1621. Pres.: Scott Seely.

Adaire, 1036 Redbird Rd., Augusta 4, Ga. Tel.: (404) 736-3154. Contact: Mrs. Blanche Carter.

Admiral (See Amy-Mala-Bell).

Adrian Assoc., 130 W. 42 St., New York, N. Y. 10036. Tel.: (212) PE 6-0936. Pres.: Michael Adrian.

Aertun (see Jay-Gee).

Aetna (div. of Shreve-Nash Ent.), P.O. Box 105, 1842 Line Ave., Shreveport, La. Tel.: (318) 422-7376. Gen. Mgr.: Dick Martin.

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Air, P.O. Box 833, Riverside Sta., Miami, Fla. 33135. Pres.: Jack A. Curry.

Alco Research & Eng., 6201 Santa Monica Blvd., Los Angeles, Calif. Tel.: (213) 466-1101. Treas.: A. H. Levine.

Aldex, P.O. Box 71, Denton, Tex. Tel.: (817) 497-2406. Mgr.: Al Dexter.

Alear, 420 20 St., West Point, Va. Tel.: No direct dial (No. 240). Pres.: Dean Greer.

Alector, 367 W. 34 St., New York, N. Y. 10001. Tel.: (212) LO 3-2831. Pres.: Ted Starke.

Alegre, 852 Westchester Ave., Bronx, N. Y. 10459. Tel.: (212) DA 9-4699. Pres.: Albert Santiago.

Allagash, P.O. Box 1181, 284 14 St., Bangor, Me. 04401. Tel.: (207) 942-9637. Pres.: Daniel B. Fulkerson.

Allan, P.O. Box 940, Indianapolis 6, Ind. Pres.: Jerry Duane Allan.

Allegro (see Kimberly).

Allegro, P.O. Box 11371, Los Angeles, Calif. 90011. Tel.: (213) FA 1-5654. Pres.: Dunlap J. Cawthron.

Alley, 213 E. Monroe, Jonesboro, Ark. Tel.: (501) WE 5-2161. Pres.: Joe Lee.

Allied Rec. Sales, 2437 E. 57 St., Los Angeles, Calif. 90058. Tel.: (213) 582-0841. Pres.: Daken K. Broadhead.

Allstar, 1110 Washington St., South Houston, Tex. 77587. Tel.: (713) HU 6-1689. Pres.: Dan J. Mechura.

Alma, 18108 Parthenia St., Northridge, Calif. Tel.: (213) DI 5-2400. Pres.: Hugh Edwards.

Alon, 4318 MacArthur Blvd., New Orleans, La. 70114. Tel.: (504) 367-3104. Pres.: Joseph Banashak.

Alpha (see Don-El).

Alta, 508 S. Main, Altus, Okla. Tel.: (405) HU 2-6275. Owner: Robert Jeter.

Altar, 911 Diamond St., Los Angeles, Calif. 90012. Tel.: (213) MA 6-2727. Pres.: Solomon King.

Alte Werke (see London).

Alto (see Atlas).

Alvera, 5366 W. Second, Tulsa, Okla. 74127. Tel.: (918) LU 2-7852. Pres.: Al Clauser.

Amadeo (see Apon).

Ambassador, 2990 W. Pico, Los Angeles, Calif. 90006.

Ambassador, 145 Komorn St., Newark, N. J. 07105. Tel.: (201) MA 3-4214. Mgr.: Mark Friedman.

Amcan (see Canadian American).

American Arts (see World Artists).

American Gramophone, 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel.: (213) 474-3565. Pres.: Randy Sparks.

American National Rec. (AnR), 357 N. Main, Popular Bluff, Mo. Owner, Pres.: Taylor Phillips Jr.

American Rec. Prod. Assistants (see Bilbo).

Amherst, 153 Walton Dr., Buffalo 26, N. Y. Tel.: (716) TF 9-1482. Pres.: John H. Warfel.

Amo (see Encore).

Amy-Mala-Bell, 1776 Broadway, New York, N. Y. Tel.: (212) PL 7-6081. Gen. Mgr.: Larry Uttal; Sales Mgr.: T. Hess. Labels: Admiral, Aurora, Big Top, Dynavoic, Maxx.

Angel, 1750 N. Vine St., Hollywood, Calif. 90028. Tel.: (213) HO 2-6252. Cable: Caprecords. AND: 317 W. 55 St., New York, N. Y. Tel.: (212) CI 5-3400. Pres.: Alan W. Livingston; A&R: Robert Myers; Sales: Jack Cohen; Int'l: William Mikels.

International representatives: The classical material released in the U. S. on the Angel label is released abroad on the following EMI labels: Britain (British Columbia, HMV), France (La Voix de Son Maitre, Pathe-Marconi), Germany (Electrola), Italy (La Voce del Padrone). (see Capitol).

Angelicum (see Apon).

Angelone (see Atlas).

Ansonia, 992 Columbus Ave., New York, N. Y. 10025. Tel.: (212) UN 5-2121. Pres.: Ralph Perez.

Anthem (see Texas Sound Studios).

Antiqua Prods., 1650 Broadway, New York, N. Y. 10019. Tel.: (212) CI 5-0620. Exec. V-Pres.: Johnny Brantley.

Antler, 1055 N. El Centro, Hollywood, Calif. 90028. Tel.: (213) HO 2-6051. Pres.: Norman Paul.

Apache, 3320 Barham Blvd., Hollywood, Calif. 90028. Tel.: (213) HO 4-3653. Mgr.: Chic Mathews.

Apon, P.O. Box 131 Grand Central Sta., 1541 First Ave., New York, N. Y. Tel.: (212) YU 8-0450. Pres.: Andrej Poncic.

Apostle (see Happy Hearts).

Applause, 1007 S. 55 St., Omaha 6, Neb. Tel.: (402) 556-5675. Pres.: Charles Canuso.

Apt (see ABC Paramount).

Ara (see Atlantic).

Aravel, 46-23 Crane St., Long Island City, N. Y. 11101. Tel.: (212) EX 2-6442. Pres.: Herbert Borchardt.

Arbe, 3764 Webb Ln., Tucson 16, Ariz. Tel.: (602) 793-8830. Pres.: Rex Bingham.

Arcade, 2733 Kensington Ave., Philadelphia, Pa. Tel.: (215) GA 6-0172. Pres.: Jack Howard.

Arctic 919 N. Broad St., Philadelphia, Pa. Tel.: (215) CE 2-8383.

Argo (see London).

Argo, 2120 S. Michigan Ave., Chicago, Ill. 60616. Tel.: (312) 225-2770. Pres.: Phil Chess; Sales: Dick LaPalm; A&R: Esmond Edwards; Int'l: Marshall Chess (see Chess-Checker).

Arhoolie, P.O. Box 5073, Berkeley 5, Calif. Tel.: (415) TH 1-8624. Pres.: Chris A. Strachwitz.

Aria (see Bilbo).

Aria Senza Voci (see Miller International).

Aristophone, 1564 Broadway, New York, N. Y. 10019. Tel.: (212) LT 1-0244.

Arlen, 12837 Washington Blvd., Los Angeles, Calif. 90066.

Arlen, 710 W. Girard Ave., Philadelphia, Pa. 19124. Pres.: Harry Finfer.

Arrawak, 761 Elton Ave., Bronx, N. Y. 10451. Tel.: (212) LU 5-3660. Pres.: Garfield Ricketts.

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Artcraft (see Audio Fidelity).

Ar-Tex, P.O. Box 831, De Kalb, Tex. 75559. Tel.: (214) 667-2486. Owner: Wade N. Terral.

Artia (see Connoisseur).

Artists Life, 1211 E. Mayfair Ave., Orange, Calif. Tel.: (714) 538-4484. Pres.: Howard Reynolds.

ARTREC PRODS., 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel.: (305) 532-5474. (SEE ADVERTISEMENT).

Art Sound (see Stereodiddies).

Arvee (see Everest).

Arwin, 250 N. Canon Dr., Beverly Hills, Calif. Tel.: (213) 271-7121. V-Pres.: Don Genson.

Arzee, 2044 E. Susquehanna Ave., Philadelphia, Pa. 19125. Tel.: (215) CE 2-5729. Owner: Rex Zario.

Ascot (see United Artists).

Associated Artists, 6367 Selma Ave., Hollywood, Calif. 90028. Tel.: (213) HO 5-6121. A&R: Jesse Hodges.

Atco, 1841 Broadway, New York, N. Y. 10023. Tel.: (212) PL 7-6306. Cable: Atcomusic. Pres.: Ahmet Ertegun; V-Pres. & Gen. Mgr.: Jerry Wexler; A&R: A. & N. Ertegun, J. Wexler; Sales: Bob Kornheiser & Len Sachs; Int'l: Nesuhi Ertegun. Labels: Brit, Heidi, Lemco, Minaret, Moonglow, Vault, Volt, Way Out.

International representatives: Argentina (Surco), Australia (Festival), Brazil (Fermata), Canada (London), Denmark (Metronome), England (Deca), Finland (Metronome), France (Bel-Air), Germany (Metronome), Greece (Helladisc), Holland (Bovema), Hong Kong (Cosdel), Israel (Hataklit), Italy (Saar), Japan (Cosdel), Malaysia (Cosdel), Mexico (RCA Mexicana), New Zealand (Festival), Norway (Metronome), Philippine Islands (Cosdel), South Africa (Gallo), Spain (Belter), Sweden (Metronome), Switzerland (Jecklin).

Athens (see Hermitage).

Atlanta Sound Rec. Studios, 524 Plasters Ave. N. E., Atlanta, Ga. 30324. Tel.: (404) 874-2781. Pres.: H. H. Brooks.

Atlantic, 1841 Broadway, New York, N. Y. 10023. Tel.: (212) PL 7-6306. Cable: Atcomusic. Pres.: Ahmet Ertegun; V-Pres. & Gen. Mgr.: Jerry Wexler; A&R: A. & N. Ertegun, & Jerry Wex-

continued on page 25



THE SIXTY-SEVENTH YEAR

1964



1965

First Releases

Complete Recording of "Daphne" by Richard Strauss with Hilde Güden singing the title-role · Conductor: Karl Böhm

FOR THE FIRST TIME IN STEREO:

Janacek: "Diary Of One Who Vanished" · Ernst Haefliger, tenor · Rafael Kubelik, piano
Alban Berg: "Wozzeck" with Dietrich Fischer-Dieskau singing the title-role and Evelyn Lear as Marie

Conductor: Karl Böhm

R. Strauss: "Frau ohne Schatten" · Conductor: Joseph Keilberth

Important New Releases

Brahms-Series: Herbert von Karajan · Conclusion of the Symphonic Schumann-Series under Rafael Kubelik
Continuation of the Bruckner-Series under Eugen Jochum · Voluminous Sibelius-Production on the occasion of the
100th birthday of the composer · Conductor: Herbert von Karajan

Complete Beethoven Sonatas: Wilhelm Kempff · Chopin-Production: Tamás Vásáry

Mozart: "Magic Flute" under Karl Böhm · Verdi: "Rigoletto", La Scala di Milano under Rafael Kubelik
with Dietrich Fischer-Dieskau singing the title-role · Ravel: "L'heure espagnole" under Lorin Maazel

Extensive opera recordings are effected with our affiliated company in Paris in French language.

Janacek: "Slavonic Mass" under Rafael Kubelik · Stravinsky: "The Rite Of Spring" under: Herbert von Karajan

Berlioz: "Symphonie fantastique" under Herbert von Karajan

Telemann: "Banquet Music, Productions I, II and III" · Bach: "St. John Passion"

New exclusive contracts could be concluded with the following artists:

Christian Ferras, violin · Fritz Wunderlich, tenor

The manager of Deutsche Grammophon's Archive Production, Dr. Hans Hickmann, was awarded the professor title

Awards

The following works have been awarded the Grand Prix du Disque:

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the box edition "Johannes Brahms interpreted by Herbert von Karajan" · Four Symphonies

Violin Concerto · Haydn Variations and A German Requiem

Gundula Janowitz · Eberhard Waechter · Wiener Singverein · Berlin Philharmonic Orchestra

Complete Recording of Verdi's "Rigoletto" (La Scala di Milano) · Dietrich Fischer-Dieskau singing the title-role

Renata Scotto · Carlo Bergonzi · Fiorenza Cossotto · Ivo Vinco

Choir and Orchestra of La Scala di Milano · Conductor: Rafael Kubelik



Awards

AS "BEST OPERA-ENSEMBLE OF THE YEAR":

The first complete recording of Richard Strauss' "Daphne" with Hilde Güden singing the title-role
Conductor: Karl Böhm

AS "BEST SINGER OF THE YEAR":

Dietrich Fischer-Dieskau for his interpretation of the title-role in Verdi's "Rigoletto"

AS "BEST LIEDER-SINGER OF THE YEAR":

Grace Bumbry for her interpretation of "Gipsy-Songs" by Brahms and Schubert Lieder

THE FOLLOWING WORKS HAVE BEEN AWARDED THE GRAND PRIX DU DISQUE:

Schumann: Symphony No. 3 · Berlin Philharmonic Orchestra · Conductor: Rafael Kubelik

Mozart: String Quartets, K. 387 and K. 464 · Amadeus Quartet

Mahler: "Kindertotenlieder" · Dietrich Fischer-Dieskau · Berlin Philharmonic Orchestra
Conductor: Karl Böhm · Brahms: "A German Requiem" · Gundula Janowitz · Eberhard Waechter

Wiener Singverein · Berlin Philharmonic Orchestra · Conductor: Herbert von Karajan

Janacek: "Diary Of One Who Vanished" · Ernst Haefliger, tenor · Rafael Kubelik at the piano

Brahms: "Piano Works" interpreted by Wilhelm Kempff

A New Release of Deutsche Grammophon's Archive Production with the Paris Chamber Orchestra

Works by M.-R. Delalande and J.-J. Mouret · Adolf Scherbaum, trumpet

Conductor: Paul Kuentz

The new release of our affiliated company, Paris, under the "Literary Archive" label: Jean-Paul Sartre: Huis Clos

Furthermore Deutsche Grammophon was awarded the following prizes: The Edison-Prize in the Netherlands.

The Prize of The German Schallplattenkritik (record critics) in Berlin.

Artists Around the World

JAPAN:

Rafael Kubelik with the Bavarian Radio Symphony Orchestra

Dietrich Fischer-Dieskau's first appearance as a concert and opera singer

Wilhelm Kempff · Irmgard Seefried · Wolfgang Schneiderhan

USA:

Karl Böhm extended conducting activities at the Metropolitan Opera, New York:

First performance of Alban Berg's "Wozzeck" in English

Herbert von Karajan · Berlin Philharmonic Orchestra · Beethoven-Series in New York followed by a USA tour

Herbert von Karajan · Eugen Jochum

Karl Richter sensational success with the Munich Bach Choir and Orchestra (for the first time in the USA:

New York and Washington) · Extended discussions in the public about his Bach interpretation

Géza Anda

Amadeus Quartet, most extended tour since their establishment · Educational work at the Aspen Music Festival

Concert Activity at universities and colleges and touring the USA

Grace Bumbry · Fischer-Dieskau · Pierre Fournier · Ernst Haefliger · Gundula Janowitz

Wilhelm Kempff (first appearance in the USA) · Evelyn Lear · Irmgard Seefried

Adolf Scherbaum, trumpet (four months in the USA) · Jess Thomas · Tamàs Vásáry



Artists Around the World

EUROPE:

Herbert von Karajan and the Berlin Philharmonic Orchestra open the Sibelius Festival in Helsinki and the International Music Festival in Bergen, Norway, followed by tours in Sweden and Denmark
Music Festivals in Lucerne and Greece

A considerable part of the performing artists at the festivals in Salzburg, Lucerne, Vienna, Berlin and Edinburgh are artists of Deutsche Grammophon

Distribution and Sales Activities

On October 1st, 1964, Deutsche Grammophon published the subscription for the Johannes Brahms box-edition conducted by Herbert von Karajan. This campaign was started in many European countries: Belgium, Denmark, Germany, Finland, France, Greece, Great Britain, Holland, Italy, Luxemburg, Austria, Sweden, Switzerland

The sales of the box-edition Faust I of the Gründgens Production reached 50,000 pieces
Nippon Grammophon, Tokyo, doubled their capital and started representing MGM and VERVE
Her Majesty Queen Elizabeth II was presented a box-edition of Beethoven's Nine Symphonies conducted by Herbert von Karajan with the Berlin Philharmonic Orchestra by the Lord Mayor of Bonn.
60 hours after the Royal Yacht "Britannia" left Hamburg, Deutsche Grammophon released the LP "Queen Elizabeth II in Germany". This record spotlights all important stations of Her Majesty's German visit.
250 selected dealers of many European countries were awarded a special plaque for their very special interest in the Archive releases. These dealers will have available in future the complete Archive repertoire.
"V 65" is the title of the great European-wide spring release. More than 2,000 dealers were furnished with a special self-service equipment containing among others 54 new releases.

Latest News from Polydor

Bert Kaempfert's "Red Roses For A Blue Lady", recorded in Hamburg, succeeded also in Europe and reached the bestseller charts. From the USA Freddy presented us with a new record "Adios Mexico".

"5 000 Meilen von zu Haus" · Orchestra Klaus Ogermann.

"Schenk mir ein Bild von dir" is the big new success of Peter Alexander.

Polydor started with great success a new folklore production with the following artists:

The Kiesewetters · Karl Wolfram · Hai & Topsy · Peter Rohland and Shobert Schulz.

Preparations are being made by the Günter Kallmann-Choir for a South Africa tour.

100,000 records of the title "Elizabeth-Serenade" by the Kallmann-Choir were sold in South Africa.

"Show Of The Year", this distinctive title was given to Freddy's great Europe tour 1965.

Wencke Myhre won the second prize at the German Hit Festival in Baden-Baden with her song:
"Sprich nicht darüber".

Lolita, Martin Lauer, Ivo Robic will be touring the USA during fall 1965.

Alfred Hause, King of Tango, returned to Hamburg from a four-weeks-tour to Japan, which was extremely successful. He was introduced to the family of the Emperor, when giving his last concert. Nippon Grammophon sold more than a quarter of a million Hause records during the last two years.



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ler; Sales: Bob Kornheiser & Len Sachs; Int'l: Nesuhi Ertegun. Labels: Ara, Dial, Focus, Keetch, LeMonde, LuPine, Music City, Sims, Stax.

International representatives: Argentina (Surco), Australia (Festival), Brazil (Fermata), Canada (London), Denmark (Metronome), England (Decca), Finland (Metronome), France (Bel-Air), Germany (Metronome), Greece (Helladisc), Holland (Bovema), Hong Kong (Cosdel), Israel (Hatakli), Italy (Saar), Japan (Cosdel), Malaysia (Cosdel), Mexico (RCA Mexicana), New Zealand (Festival), Norway (Metronome), Philippine Islands (Cosdel), South Africa (Gallo), Spain (Belter), Sweden (Metronome), Switzerland (Jecklin).

Atlas, CBS Bldg., Suite 203, 1697 Broadway, New York, N. Y. Tel.: (212) CI 5-2857. Pres.: Thomas Robinson.

Atwell, P.O. Box 42 Lafayette, Tenn. 37083. Tel.: (615) 666-2400. Owner: Loryn Wolf.

Audicon (see Laurie).

Audio Book, 501 Main St., St. Joseph, Mich. 49085. Tel.: (616) 983-5493. V-Pres.: L. H. Selent.

Audio Fidelity, 770 11 Ave., New York, N. Y. 10019. Tel.: (212) PL 7-7111. Cable: Audio-fidel, New York. Pres.: Herman D. Gimmel; V-Pres. Sales: Harold Drayton; A&R: Barry Oslander; V-Pres. Int'l: Carl Greenberg. Labels: Artcraft, Audio Fidelity, Audio Masterworks, Audio Rarities, Karate, Kinor.

International representatives: Aden (Bhicaee Cowasjee), Argentina (Microfon Argentina), Australia (Electronic Ind.), Brazil (Discos Som/Maior), Canada (Phonodisc), Central America (Indica), England (Philips), Hong Kong (EMI/Jardine Matheson), Israel (Israelectra), Japan (Nippon Columbia), Malaysia (William Jacks), Mexico (Agujas y Discos), Peru (Sica Peruana), South Africa (Gallo, Africa), Thailand (Ching Thai), Venezuela (Distribuidora Nacional de Discos), Western Europe (Philips Phonografic Ind.).

Audio-Lab (see King).

Audio Masterworks (see Audio Fidelity).

Audio Rarities (see Audio Fidelity).

Audio-Spectrum (see Miller International).

Audition, P.O. Box 9429, Rochester 4, N. Y.

Aura (see Pacific Jazz).

Aurora (see Amy-Mala-Bell).

Aurora International, 25 W. 56 St., New York, N. Y. 10019. Tel.: (212) JU 2-8810. Pres.: Aaron Schroeder.

AUTUMN, 70 Dorman Ave., San Francisco, Calif. Tel.: (415) AT 5-3100. Pres.: Tom Donahue. (SEE ADVERTISEMENT)

George Avakian, 200 W. 57 St., Suite 100B, New York, N. Y. 10019. Tel.: (212) CI 6-6810. Owner: George Avakian.

Avalon, P.O. Box 3240, 628 Kennan Rd. N. W., Huntsville, Ala. 35811. Tel.: (205) 852-1276. Pres.: Dean Frazier.

Avoca, P.O. Box 393, Westbury 91, N. Y. Tel.: (516) 433-2910. Pres.: Francis X. Cashin.

B & F, 3046 E. 123 St., Cleveland, Ohio 44120. Tel.: (216) LO 1-5524. Pres.: Frank Szappanos.

B T Puppy (see Jubilee).

B-W Music, P.O. Box 337, Wooster, Ohio. Tel.: (216) 262-3571. Pres.: Quentin (Reed) Welty.

Ba-By Luv (see MRM).

Bach Guild (see Vanguard).

Backbeat (see Peacock).

Balkan, 6917 W. Cermak Rd., Berwyn, Ill. Tel.: (312) GU 4-6436. Pres.: Slavco A. V. Hlad.

Band Box, 5136 W. 41 Ave., Denver, Colo. 80212. Tel.: (303) 455-4118. Pres.: Vicky Morosan.

Bandera Ent., 3035 W. 38 St., Chicago, Ill. 60632. Tel.: (312) 847-0900. Pres.: Vi Muszynski.

Bandolero, 9525 Gschwind, El Paso, Tex. Tel.: (915) 755-0859. Owner: Jack Hardin.

Bandstand, (see Goldwax).

Banner, 15 W. 20 St., New York, N. Y. Tel.: (212) 989-2255. Pres.: Manny G. Wells.

Banshee, 100 Park Pl., Newark, N. J. 07102. Tel.: (201) MA 2-8453. Pres.: Joseph Schulman.

Barenreiter (see Record and Tape Sales).

H. B. Barnum Prods., 6223 Selma Ave., Suite 109, Hollywood, Calif. 90028. Tel.: (213) HO 6-6129.

Baronet (see Premier Albums).

Baroque (see Conversaphone).

Bart, P.O. Box 831, 1408 N. E. 17 Terrace, Ft. Lauderdale, Fla. Tel.: (305) 565-0480. Pres.: Nick Bartell.

Bartok, 200 W. 57 St., New York, N. Y. 10019. Tel.: (212) JU 6-2896. Pres.: Peter Bartok.

Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel.: (404) 798-4341. Mgr.: Carlin S. Robinson.

Bat, 2203 Maryland Ave., Baltimore, Md. 20218. Tel.: (301) BE 5-8689. Pres.: Joey Welz.

Bay-Tone, 1509 Filmore St., San Francisco, Calif. 94115. Mgr.: Bradbury Taylor. AND 821 Porter St., Kalamazoo, Mich. Pres.: Victor Taylor.

Beacon, 518 W. 50 St., New York, N. Y. 10019. Tel.: (212) 245-7658. Pres.: Joe Davis.

Bear, Rt. 1, Box 104, Groveland, Fla. Tel.: (305) 429-2098. Owner: Lucile B. Paddy.

Bee (see Independent).

Beehive (see Santaville).

Bel Canto (see Eichler).

Bell (see Amy-Mala-Bell).

Bellaire, P.O. Box 125, 5008 Bissonnet, Bellaire 101, Tel. Tel.: (713) MO 7-5701. Owner: Donald Janicek.

Bellwood, P.O. Box 3572, Richmond 34, Va. Tel.: (703) 275-7475. Owner: George H. Moore.

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Bethlehem (see King).

Betty (see Bellaire).

Beulah (see McKinnon).

Big Country, P.O. Box 701, Nashville, Tenn. 37202. Tel.: (615) 255-3828. Pres.: R. Murray Nash.

Big "M", 7826 Florissant Rd., Normandy 21, Mo. Tel.: (314) JA 1-8293. Pres.: Jos. Mizerany.

Big Scott, P.O. Box 2671, Denver, Colo. 80201. Tel.: (303) 333-8086. Pres.: James C. Scott Sr.

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Big Top, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) JU 6-4328. Cable: Big Top Rec. V-Pres.: Freddy Bienstock; A&R, Sales, & Int'l: Johnny Bienstock.

International representatives: Denmark (Metronome), England (Decca, World), France (Barclay), Germany (Meliodor), Japan (Cosdel), Philippines (Cosdel), Sweden (Cupol).

Bilbo Ent., Box 286, Central City, Ky. Pres.: Bill Springer.

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Bingo (see Goldwax).

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Black Gold, P.O. Box 8033, Hollywood Sta., 625 Chelsea, Memphis, Tenn. 38108. Tel.: (901) 523-1190. Pres.: Judd F. Wood; A&R: Tom Phillips.

Blue Angel, 1219 Forest Dr., Louisville 19, Ky. Tel.: (502) 969-5138. Owner: Wesley Daugherty.

Blue Cat, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) LT 1-3420. Pres.: George Goldner.

Bluegrass, 8021 Woodlyn, Houston, Tex. 77028. Tel.: (713) NE 3-1164. Owner: E. L. (Slim) Wilson.

Blue Horizon, P.O. Box 4096, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel.: (305) 456-2695. Pres.: Larry L. Stevens.

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Blue Masque, (see Crusader).

Blue Note, 43 W. 61 St., New York, N. Y. 10023. Tel.: (212) PL 7-9179. Pres.: Alfred W. Lion; A&R: Alfred W. Lion; Sales: Francis Wolff; Int'l: Francis Wolff.

International representatives: Australia (Peter Mann), Belgium (Schott Freres), Canada (Musimart), France (Arteco), Germany (CBS Schallplatten, GmbH), Holland (B. Munnekendam), Japan (Shinsei Service), New Zealand (Paak), Norway (Arne Bendiksen), South Africa (Gallo), Sweden (Skandinaviska), Switzerland (Migros).

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Blue Ribbon, P.O. Drawer 30, Staunton, Ill. 62088. Tel.: (618) NE 5-2510. Pres.: Chaw Mank.

Blue Rock, (see Mercury) Sales Mgr.: Dick Bruce.

Blue Star, 6363 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) 465-2011. Pres.: Thomas R. Morgan.

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Blu-J, P.O. Drawer 30, Staunton, Ill. 62088. Tel.: (618) NE 5-2510. Pres.: Chaw Mank.

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80-MAR ENT., Carlton House, Suite 439, 550 Grant St., Pittsburgh, Pa. 15219. Tel.: (412) 471-1733. Pres.: James V. Interval Jr. (SEE ADVERTISEMENT)

Bonanza (see Bellaire).

Boney, 900 Prospect Ave., Norfolk, Neb. Tel.: (402) FR 1-3384. Pres.: Jim Hall.

Bonnie Bee, 62 Hillside Ave., Somerville 76, N. J. Tel.: (609) RA 5-9439. Pres.: Bonnie B. King.

Boone, U. S. 42, Union, Ky. 41091. Tel.: (606) 384-3384. Pres.: Bobby Bobo.

Bornand Music Box, 139 Fourth Ave., Pelham, N. Y. 10803. Tel.: (914) PE 8-1506. Pres.: R. C. Bornand.

Boston, 48 W. 22 St., New York, N. Y. 10010.

Bounty (see Elektra).

Bowery, P.O. Box 713, Del Mar, Calif. Tel.: (714) 755-2156. Owner: Oliver H. Williamson.

Boyd, 2609 N. W. 36 St., Oklahoma City 12, Okla. A&R: Bobby Boyd.

Brit (see Atco).

Brite-Star, P.O. Box 56, Downton, Newbury, Ohio, Tel.: (216) JO 4-7734. Mgr.: Tex Clark.

Britestar, P.O. Box 825, Bloomington, Ind. Pres.: Red Wiseman, Gen. Mgr.: Ray Gayce.

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Camden (RCA Victor), 155 E. 24 St., New York, N. Y. 10010. Tel.: (212) MU 9-7200. A&R: Ethel Gabriel.

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Coronet (see Premier Albums).

Cricket (see Design).

Crown, 1435 S. La Cienega Blvd., Los Angeles, Calif. 90035. Tel.: (213) 655-5342. AND: Six W. Broadway, New York, N. Y. Tel.: (212) DI 9-3900. Pres.: Saul Bihari.

Demonstration (Vanguard), 154 W. 14 St., New York, N. Y. 10011. Tel.: (212) AL 5-7732. Pres.: Maynard Solomon.

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Dover, 180 Varick St., New York, N. Y. 10014. Tel.: (212) AL 5-3755. Pres.: Hayward Cirker.

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Kimberly, 8-16 43 Ave., Long Island City, N. Y. 11101. Tel.: (212) EM 1-8811. Pres.: Cy Leslie; Sales Mgr.: S. Gordon Strenger.

Mercury Wing (Mercury), 35 E. Wacker Dr., Chicago, Ill. 60601. Tel.: (312) DE 2-5788. New York City Tel.: (212) PL 9-2727. Pres.: I. B. Green.

Musical Heritage Society, 1991 Broadway, New York, N. Y. 10023. Tel.: (212) TR 3-6130. Mgr.: M. Naida.

Nonesuch (Elektra), 51 W. 51 St., New York, N. Y. 10019. Tel.: (212) JU 2-7711. Pres.: Jac Holzman.

Palace (Continental), 500 Fifth Ave., New York, N. Y. 10036. Tel.: (212) BR 9-2617. Pres.: Donald H. Gabor.

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Premier Albums, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) JU 6-5253. Pres.: Philip Landwehr.

Promenade (Capitol), 1290 Sixth Ave., New York, N. Y. Tel.: (212) PL 7-7470. Contact: Mr. Christie Barter.

R C A Victrola (RCA Victor), 155 E. 24 St., New York, N. Y. 10010. Tel.: (212) MU 9-7200. A&R: Roger G. Hall.

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 Buckingham, 500 Fifth Ave., New York, N. Y. Tel.: (212) BR 9-2617. Pres.: Donald H. Gabor.
 Buckley, 1707 Church, Nashville, Tenn. Tel.: (615) 254-8809. Owner: Louis Buckley.
 Buddy, 500 Locust St., Marshall, Tex. Tel.: (214) WE 5-2582. Pres.: A. T. Young.
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 Burton, 9206 Cordell Mews, Los Angeles, Calif. 90069. Tel.: (213) BR 2-8087. Pres.: Burt Sugarman.
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 C B G, 426 Poplar, Montebello, Calif. Tel.: (213) 728-7553. Pres.: Charles B. Gallegos.
 C I R C A, 1619 N. Cherokee Ave., Hollywood, Calif. 90028. Tel.: (213) 469-2987. Pres.: Mike Elliot.
 C J Rec., 4803 Indiana Ave., Chicago, Ill. 60615. Tel.: (312) AT 5-1616. Pres.: Carl Jones.
 C M P (see Encore).
 C R P (see Celtic).
 Cabell, 803 Eighth Ave., Huntington, W. Va. Tel.: (304) 523-9241. Pres.: F. J. McGlynn.
 Cadet, 5810 S. Normandie Ave., Los Angeles, Calif. Cadet, P.O. Box 36, Burnett, Wis. Tel.: (414) 689-2215. Pres.: Don Peachey.

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 Calypso At Its Best (see CAB).
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 Camden (see RCA Victor).
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 Canadian American, 250 W. 57 St., New York, N. Y. 10019. Tel.: (212) JU 6-3231. Gen. Mgr.: & A&R: Gene Mailis. Labels: Canadian American, Amcan.
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**THE
 INTERNATIONAL
 INFLUENCE
 OF BILLBOARD
 GROWS
 AND
 GROWS**

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*This Sixth Annual
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Centaur, 82 Aldine St., Rochester 19, N. Y. Tel.: (716) BE 5-4229. Mgr.: Ven Pitoni.

Centaur Prod., One Skyline Dr., Burbank, Calif. 91501. Tel.: (213) 842-5338. Owner: Douglas Lyon.

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Century, 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel.: (412) 781-4557. Pres.: Edward J. Moschetti.

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Challenge, 1313 N. Vine St., Hollywood, Calif. 90028. Tel.: (213) 467-7191. Pres. & A&R: Joe E. Johnson; Sales: Melvin J. Bly; Int'l: Joe E. Johnson. Labels: Challenge, L.J.

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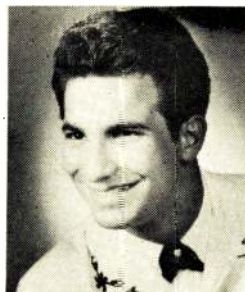
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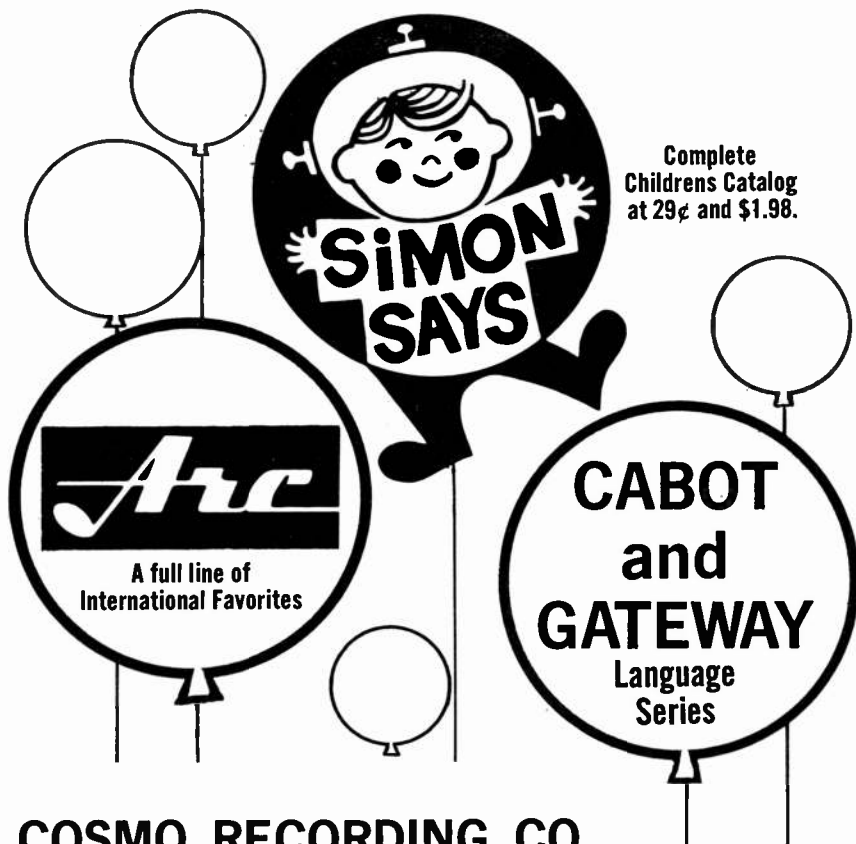


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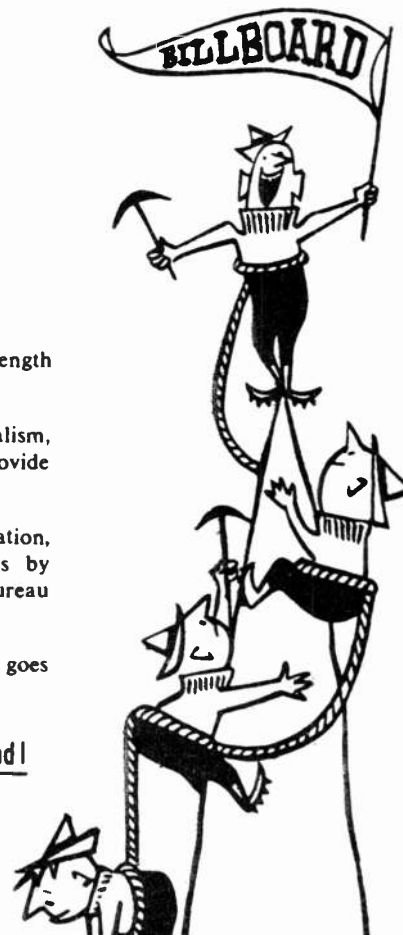
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Dumont, Div. II, 1030 Tremont St., Boston, Mass. Tel.: (617) GA 7-2540. Attn.: Herb Dale.

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E Z Rec., 7507 De Soto Ave., Canoga Park, Calif. Tel.: (213) 348-1257. Owner: Lou E. Zoeller.

Eagle, P. O. Box 982, Kermit, Tex. Tel.: (915) JU 6-2439. Pres.: Vaughn Brinson.

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Ems, P. O. Box 86, Becket, Mass. 01223. Tel.: (413) 623-8718. Pres.: Emanuel Levenson.

Encore, P. O. Box 2801, Washington, D. C. 20013. Tel.: (202) 628-0117. Exec. Consult.: Dr. E. V. Rothkirch.

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Pickwick International, Pickwick Bldg., 8-16 43 Ave., Long Island City, N. Y. 11101. New York City Tel.: EM 1-8811. Pres.: Cy Leslie; V.-Pres. Sales: Ralph Berson. Labels: Design, Grand Prix, Cricket, Happy Time, Hilltop, Pickwick/33, Instant Learning Series, Pickwick City, Round Sound.

Pickwick/33 (see Pickwick Int'l.).

Pieces of Eight, 3263 Oakdell Rd., Studio City, Calif. Pik (see Kip).

Pike, P. O. Box 1536, Bakersfield, Calif. Tel.: (805) 871-2116. Pres.: Leon Hart.

Pinnacle, 5358 S. Wells St., Chicago, Ill. 60609. Tel.: (312) WA 4-2974. Pres.: Franz Jackson.

Plainsmen (see Texas Plainsmen).

PLATINUM, 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel.: (305) 532-5474. (SEE ADVERTISEMENT)

Playboy, 232 E. Ohio, Chicago, Ill. 60611.

Playhouse, P. O. Box 36061, 60 Fremont Pl., Los Angeles, Calif. 90005. Tel.: (213) WE 4-1863. Owners: Jim Copp & Ed Brown.

Poetry, 475 Fifth Ave., New York, N. Y. 10017.

Polka Dot (see Cuca).

Polly, 4542 Live Oak, Mesquite, Tex. 75149. Tel.: (214) BR 9-0635. Pres.: J. A. Balthrop.

Poplar, 1697 Broadway, New York, N. Y. 10019. Tel.: (212) PL 7-8190. Pres.: Stan Soifer.

Port (see Jay Gee)

Posh, Jack Tar Office Bldg., 1255 Post St., San Francisco, Calif. 94109. Tel.: (415) 673-6038. Gen. Mgr.: Paul E. Page.

Post (see Imperial).

Powell, Suite 737, Bank of Georgia Bldg., Atlanta, Ga. 30303.

Powertree, 144 W. 57 St., Suite 3D, New York, N. Y. 10019. Tel.: (212) CI 5-3759. Pres.: Curtis R. Lewis. Labels: Essence, Janus, Powertree, Vega.

Premier (see Premier Albums).

Premier Albums, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) JU 6-5253. Pres.: Philip Landwehr. Labels: Coronet, Spin-O-Rama, Premier, Directional Sound, Baronet, Blue Ribbon, Twinkle.

Premium (see Transdisc of Boston).

President (see London).

Press (see London).

Prestige, 203 S. Washington Ave., Bergenfield, N. J. 07621. Tel.: (201) 384-6900. Pres.: Robert S. Weinstock; Sales: Jerry Field. Labels: Prestige, Prestige Folklore, Prestige Int'l., Status.

International representatives: Argentina (Microfon), Austria (Metronome), Belgium (Discobel), Canada (Trans-World), The Channel Isles (EMI), Denmark (Metronome), Eire (EMI), England (EMI), Europe (Interdisc), Finland (Metronome), Germany (Metronome), Holland (Munnikendam NV), Iceland (Metronome), Israel (EMI), Italy (Karim), Japan (Cosdel), Luxembourg (Discobel), Nigeria (EMI), Northern Ireland (EMI), Norway (Metronome), Pakistan (EMI), Philippines (Cosdel), Scotland (EMI), Spain (EMI), Sweden (Metronome), Wales (EMI).

Prestige Folklore (see Prestige).

Prestige International (see Prestige).

Prima, 279 E. Warm Springs Rd., Las Vegas, Nev. Tel.: (702) 736-2046. Pres.: Louis Prima.

Princess, 3409 Monroe Rd., Charlotte, N. C. 28205. Tel.: (704) 372-1853. Pres.: B. Richardson.

Process, 439 Wiley Ave., Franklin, Pa. Tel.: (814) 432-4633. Mgr.: Norman Kelly.

Promenade (see Capitol).

Protone, 6043 Romaine St., Hollywood, Calif. 90028. AND: 2534 W. Pico Blvd., Los Angeles, Calif. 90006. Contact: Jimmy Welton.

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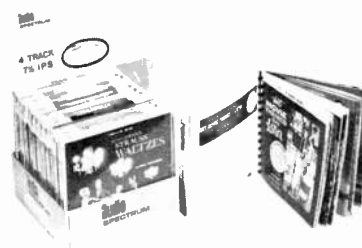


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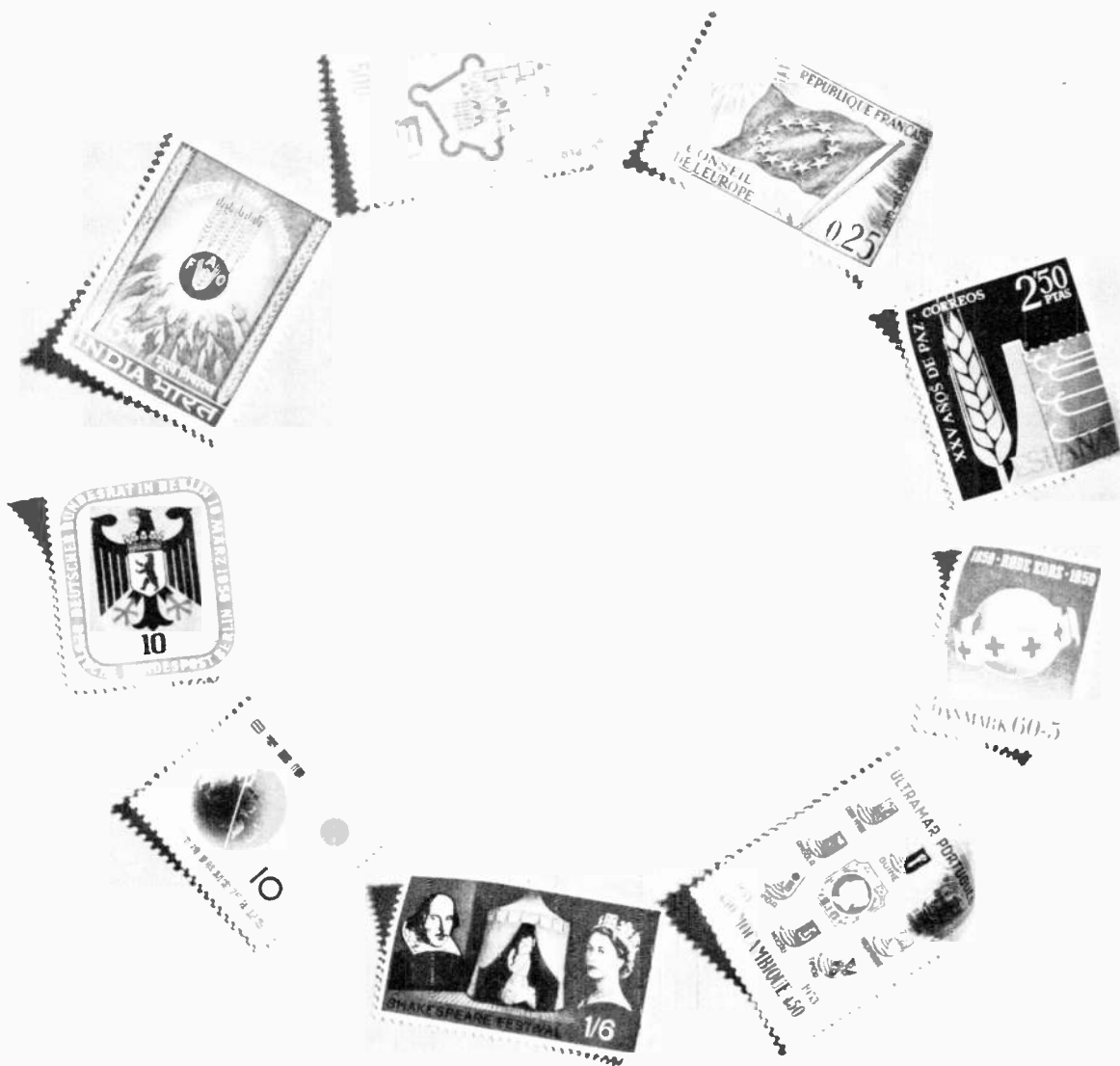
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B. T. Puppy (see Jubilee).

Purist (see Wayne).

Purple Cow (see Springboard).

Q Q Rec., 526 Mesilla St. N. E., Albuquerque, N. M. Contact: Clark J. Smith.

Quality, 130 W. 57 St., New York, N. Y.

Queen City Album, 7200 Colerain Ave., Cincinnati, Ohio 45239. Tel.: (513) 931-3232. Pres.: Edward R. Bosken.

Quint, 1035 Quebec Terrace, Suite 2, Silver Spring, Md. Tel.: (301) 439-1629. Pres.: Lester L. Friedman.

R C A Camden (see RCA Victor)

R C A Victor, 155 E. 24 St., New York, N. Y. 10010. Tel.: (212) MU 9-7200. V-Pres.: George R. Marek; A&R: Roger G. Hall (Class.), S. H. Sholes (Pop); V-Pres. Mktg.: H. E. Jenkins; Int'l Liaison: Dario Soria. AND: Nashville Tel.: (615) 255-5781, Op. Mgr.: Chet Atkins. AND: Hollywood Tel.: (213) 461-9171. Mgr. & A&R (Pop): Neely Plumb. Labels: Camden, Groove, Victor, Victrola.

Company represents: AB DiscophonOY (Finland), International Recd'g Co. (Trinidad, BWI), RCA Electronica Brasileira S.A. (Brazil), RCA Italiana S.P.A. (Italy), RCA Victor Argentina S.A.I.C. (Argentina), RCA Victor Co., Ltd. (Canada), RCA Victor Mexicana S.A. de C.V. (Mexico).

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R C A Victrola (see RCA Victor).

R C P, P.O. Box 525, Mendota, Calif. Tel.: (209) 655-4630. Pres.: Ray Camacho.

R. D. Truetone, 551 Mead Lane, Springfield, Ohio. Tel.: (513) 325-1778. Owner: Richard D. Durrant.

R & H (see Fame).

R I C, 801 16 Ave. S., Nashville, Tenn. Tel.: (615) 244-2670. Sec.: W. Lester Vanadore.

R M P, 600 Ridgewood Ave., Brooklyn, N. Y. 11208. Tel.: (212) MI 7-9745. Owner: Stephen Benjak.

R S V P, 1650 Broadway, New York, N. Y. Tel.: (212) JU 6-6707.

Radiant, 61 S. Orange Ave., South Orange, N. J. Tel.: (201) 762-7965. AND: 22 Cottage St., South Orange, N. J. Tel.: (201) 763-6593. Pres.: Allan Heyman.

Radio Doctors, 240 W. Wells St., Milwaukee, Wis. 53203. Tel.: (414) 276-6422. Owner-Buyer: Stuart L. Glassman.

Rainbow (see Transdisc of Boston).

Rainbow, 5659 Heiskell St., Philadelphia, Pa. 19144. Tel.: (215) GE 8-7605. Pres.: Phil Terry; A&R: Robert L. Martin; Sales: Marty Lynn. Labels: Chase, Chelton, Rainbow.

Rainbow "Dance Party" Pre-Pak (see Transdisc of Boston).

Rainbow Recd'g (see Transdisc of Boston).

Rainstar, 828 S. Lawrence St., Montgomery 5, Ala. Rai-Cel, 855 Majestic Ave., Norfolk, Va. 23504. Tel.: (703) 627-4037. Owners: Ralph B. & Nettie C. Brickers.

Rama (see Roulette).

Ramble, Rt. 2, Box 28, Leesville, S. C. Tel.: (803) 532-4174. Pres.: William R. Watkins Jr.

Ramblers, 6232 Lyndridge Ave., Columbus, Ga. Tel.: (404) FA 3-0515.

Rampart (see Faro).

Rane/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel.: (413) RE 4-3376. Pres.: Mark Lee Woods.

Ranger, 5445 Hillier Dr., Clio, Mich. 48420. Tel.: (313) 686-0189. Contact: Forrest Green.

Rapid (see Elco).

Ray-Lu, 409 N. Tennessee, Amarillo, Tex. Tel.: (806) DR 4-4797. Pres.: Ray Couch.

Razorback of Arkansas, 922 Malcolm Ave., Newport, Ark. Tel.: (501) JA 3-3239. Pres.: Bobby Crafford.

Reading (see McKinnon).

Realm Ent., 310 Madison Ave., Suite 1001, New York, N. Y. Tel.: (212) TN 7-2140. Pres.: Jackson Leighter.

Re-Car, 2948 First Ave. S., Minneapolis, Minn. 55408. Tel.: (612) TA 4-6484. Pres.: Russ Holland.

Recital, 4640 E. Lewis, Phoenix, Ariz. 85008. Tel.: (602) 959-2076. Owner: L. John Twiford.

Record and Tape Sales, 821 Broadway, New York, N. Y. Tel.: (212) OR 4-6400. Pres.: Robert Staub.

Record Guild of America, 15 Bond St., Great Neck, N. Y. Tel.: (516) HU 2-0900. Pres.: David Shichman.

Recording Industries Corp. (see RIC).

Recordland, 13673 Wales, Detroit, Mich. 48237. Tel.: (313) LI 2-2338. Prod. Mgr.: Edward Kaplan.

Recotape, 6043 Romaine St., Hollywood, Calif. 90028. Contact: Jimmy Welton.

Red Bird, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) LT 1-3420. Pres.: George Goldner.

Red Feather, 1927 San Mateo N. E., Albuquerque, N. M. Tel.: (505) 265-4039. Pres.: David Bonham.

Red Flame, P. O. Box 563, Kirksville, Mo. Pres.: Dick Lowrance.

Red Fox, P. O. Box 3183, Hollywood, Calif. 90028. Tel.: (213) HO 3-5885. Owner: Everett L. Whenham.

Redstart, 3111 1/2 E. Carol, Phoenix, Ariz. 85020. Owner: Hubert C. Stotts.

Reed, 132 Boylston St., Boston, Mass. Tel.: (617) HA 6-6617. Pres.: John J. Sullivan.

Regent (see Savoy).

Regina, 2742 E. Tremont Ave., New York, N. Y. 10461. Tel.: (212) LY 7-0860. Pres.: Jack La Forge.

Rello, 202 Hirst Ave., E. Lansdowne, Pa. 19050. Tel.: (215) MA 6-4442. Pres.: Steven Todarello.

Rem, 2003 Liberty Rd., Lexington 5, Ky. Tel.: (606) 254-7858. Owner: Bob Mooney.

Renaissance (see Transdisc of Boston).

Reon, P. O. Box 11585, Oklahoma City 11, Okla. Tel.: (405) GA 4-2203. Pres.: Dude Rawson.

Repeat, 5782 E. Second St., Long Beach, Calif. 90803. Tel.: (213) GE 9-7785. A&R: John Berry.

International representative: Canada (Sparton).

Reprise, 4000 Warner Blvd., Burbank, Calif. 91505. Tel.: (213) HO 9-1251. New York City Tel.: (212) CI 6-1400. Gen. Mgr. & Int'l: Morris Ostin; A&R: Sonny Burke, Jimmy Bowen.

International representative: Argentina (Sicamericana), Australia (Astor), Austria (Musica), Belgium (Vogue), Brazil (Industrias Electricas), Burma (Gramophone), Cambodia (Gramophone), Canada (Compo), Ceylon (Gramophone), Chile (Goluboff), Colombia (Colombia de Discos), Costa Rica (Industria de Discos), Denmark (Hede Nielsens), Ecuador (Industria Fonografica), England (Pye), Finland (Sahkoliikkeiden OY), France (Vogue), Germany (Teldec), Greece (Greek Phono), Holland (Negram), Hong Kong (Cosdel), India (Gramophone), Israel (Gal Ron), Italy (CGO), Japan (Cosdel), Malaysia (E. S. Isaac), Mexico (Musart), New Zealand (La Gloria), Norway (Arne Bendiksen), Peru (Industrias Electricas), Philippines (Cosdel), Portugal (Arnaldo (Trindade), Puerto Rico (Juan Martinez Vela), South Africa (Teal), Spain (Hispavox), Sweden (Telefunken), Switzerland (Vogue), Turkey (Melodi) (see Warner Bros.).

REQUEST, 66 Mechanic St., New Rochelle, N. Y. Tel.: (914) NE 3-6055. Mgr.: H. J. Lengsfelder. (SEE ADVERTISEMENT)

Rev, 12044 Chandler Blvd., North Hollywood, Calif. Tel.: (213) PO 6-9164. Owners: Maj. W. V. Thrasher, John Phillips.

Revolve, 1432 N. Wilcox Ave., Hollywood, Calif. Tel.: (213) 467-1544. Pres.: Lee Redman.

Rexford, 6223 Selma Ave., Hollywood, Calif. 90028. Tel.: (213) HO 2-6088. Pres.: Donald Kahn.

Reynaud, 1180 E. Madison St., Opelousas, La. Tel.: (318) 948-8142. Pres.: Lloyd W. Reynaud.

Rheims (see Liberty).

Rhythms Prods., P. O. Box 34485, Los Angeles, Calif. 90034. Tel.: (213) 836-4678. Pres.: R. S. White.

Ricare (see Carrie).

Rice, 812 16 Ave. S., Nashville, Tenn. 37203. Tel.: (615) 242-2461. Dir.: Jimmy Key.

Richie, P. O. Box 961, Wilmington, Del. Tel.: (302) WY 8-9679. Pres.: Vince Rago.

Richmond (see London).

Ric-Tic (see Golden World).

Rio Grande Music, P. O. Box 861, San Benito, Tex. Tel.: (512) EX 9-1471. Owner: Paco Betancourt.

Riviera (see USA).

Robbins, P. O. Box 411, San Fernando, Calif. Tel.: (213) 899-6422, DI 2-9109. Nat'l Sales Rep.: Mark Raymer.

Robbins, 713 18 Ave. S., Nashville, Tenn. 37204. Tel.: (615) AL 4-5918. Mgr.: Marty Robbins.

Roben, 102 E. Fourth, Tompkinsville 4, Ky. Pres.: Benny Williams.

Robin, 6600 N. Broad St., Philadelphia, Pa. 19126. Tel.: (215) LI 8-5000. Mgr.: Harold B. Robinson.

Robin Club, Pacific St., Rocklin, Calif. Tel.: (916) MA 4-2181. Pres.: Larry Adamson.

Rocket, 8110 W. 83 St., Oaklawn, Ill. Tel.: (312) GL 8-1640. Pres.: Pete Mellan.

Rockin, 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel.: (213) 933-6521. Owner: Willie H. Rocquemore.

Rogue, 7913 E. Monte Vista, Scottsdale, Ariz. Tel.: (602) 947-1795. Pres.: Ray Carter.

Rollo-Marsh, 9341 Olympic Blvd., Beverly Hills, Calif. Tel.: (213) CR 1-6345. Pres.: Al Kavelin.

Romulus, 177 Rt. 304, New City, N. Y. Tel.: (914) NE 4-5101. Contact: Frank Guida, Pearl Frank.

Ronik Records, 5814 Leslie Dr., Flint 4, Mich. Tel.: (313) 789-2559. Pres.: Johnny Nogaj.

Roper, 43-48 48 St., Long Island City, N. Y. 11104. Tel.: (212) HA 6-1190. V-Pres.: Franc Peri.

Rose (see Gaye).

Rotate (see Fax).

Roulette, 1631 Broadway, New York, N. Y. 10019. Tel.: (212) PL 7-9880. Pres.: Morris Levy; V-Pres. & A&R Dir.: Hugo Peretti & Luigi Creatore; A&R: Teddy Reig; Sales, Phil Picone; Int'l.: Donald Singer. Labels: End, Gee, Gone, Kenwood, Roost, Rama, Roulette, Squire, Tico.

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S. F. Audio, 535 Bryant St., San Francisco, Calif. 94107. Tel.: (415) DO 2-7633. Pres.: Walter Riney.

S P A, 404 Broadway, Saratoga Springs, N. Y. Tel.: (518) 584-2222. Pres.: Norman M. Fox.

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S T A, P. O. Box 5172, 227 Ida, Wichita, Kan. 67211. Tel.: (316) AM 7-3275. Pres.: M. H. Jewett.

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Sandy, P. O. Box 248, Mobile, Ala. Pres.: John Bozeman.

Santaville, P. O. Box 146, Sugarhouse Station, Salt Lake City, Utah 84106 Contact: Leroy Lambert.

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Satolite, 1013 Cliff St., North Braddock, Pa. 15104. Tel.: (412) 351-1487. Pres.: Elizabeth Ray.

Savoy, 56 Ferry St., Newark, N. J. Tel.: (201) MA 3-7470. Cable: SAVREG. Pres.: Herman Lubinsky; A&R & Sales: Fred Mendelsohn. Labels: Savoy, Gospel, Regent, World Wide.

Saxony, P.O. Box 1771, Cincinnati, Ohio 45201. Tel.: (513) 661-0660. Mgr.: Paul Trefzger.

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Scepter, 254 W. 54 St., New York, N. Y. 10019. Tel.: (212) CI 5-2170. Pres.: Florence Greenberg; V.-Pres. & Sales: Marvin Schlachter; A&R: Stan Greenberg. Labels Scepter, Hob, Mace, Wand.

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Leonard Schwab Prods., 625 Washington Bldg., Washington, D. C. 20005. Tel.: (202) 737-8124. Pres.: Leonard Schwab.

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Scottie, 4834 Bissell Ave., Richmond, Calif. Tel.: (415) 233-7487. Owner: W. S. Newcomb.

Scotty (see Gateway Rcd'gs).

Seagrave, 1160 Market St., San Francisco, Calif. 94114. Tel.: (415) UN 3-9721. Owner: Jim Seagrave.

Seeco, 39 W. 60 St., New York, N. Y. 10023. Tel.: (212) JU 6-3620. Cable: SEECODISC. Pres.: Sidney Siegel, A&R: Sidney Siegel, Howard Roseff; V.-Pres., Sales & Prod.: Howard Roseff, Int'l: Raymond Irizarry. Labels: Seeco, Bronjo, Dawn, Exito, Tropical.

Select (see Joy).

Select-Ent, 1441 S. Napa St., Philadelphia, Pa. 19146. Pres. & Dir.: Eddie A. Salecto; A&R Mgr.: Ben Cale.

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Senator, P. O. Box 861, Bakersfield, Calif. Tel.: (805) 832-3010. Pres.: Jack McFadden.

Sets in Order, 462 Robertson Blvd., Los Angeles, Calif. 90048. Tel.: (213) OL 2-7434. Mgr.: Jay Orem.

Seven Seas (see Kenova).

Seville (see London).

Shah (see Jay Gee).

Shakespeare Recording Society (see Caedmon).

Sharp (see Savoy).

Sheridan, c/o Sherlon Corp., Suite 305, 750 Eighth Ave., New York, N. Y. 10036. Tel.: (212) 265-1366. V.-Pres.: Paul L. Sherman.

Sherman Club, 2350 N. Sherman Dr., Indianapolis 18, Ind. Tel.: (317) LI 6-7854. Pres.: Joseph C. Storey.

Shikari (see MRM).

Shirley, 43465 Sweetwood St., Fremont, Calif. Tel.: (415) 656-1332. Owner: Ron Badger.

Shoestring, 7800 Wood Rd., Richmond, Va. 23229. Tel.: (703) 282-4422. Pres.: Steve Richardson.

Showboat (div. of Santa Claus Kastle Ent.), P. O. Box 45, Santa Claus, Ind. Tel.: (812) LA 9-2622. Pres. & Gen. Mgr.: Ray F. Scrivner.

Showcase, New York (see Michele).

Showcase (see Transdisc of Boston).

Shrine, Three Thomas Circle N. W., Washington, D. C. 20005. Tel.: (202) 628-8870. Pres.: Ray Gordy.

Siemens America (see Deutsche Grammophon).

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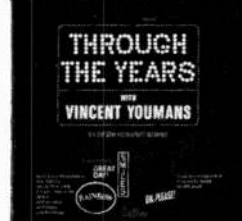
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Moss Rose (BMI), 806 16 Ave. S., Nashville, Tenn. Tel.: (615) 244-2428. Pres.: Hubert Long.

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Music Makers Network of America, 306 S. 16 St., Wilmington, N. C. 28403. Bus. Mgr.: Samuel Kane.

Music Prods. (ASCAP), 6000 Sunset Blvd., Hollywood, Calif. 90028. Mgr.: Wayne Shanklin.

Music World (BMI), 6087 Sunset Blvd., Hollywood, Calif. 90028. Pres.: R. B. Sherman.

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Seven Seas (BMI), P. O. Box 564, Nashville, Tenn. Tel.: (615) 291-6979. Pres.: Ken White.

Shad O'Shea (BMI), 2570 Harrison Ave., Cincinnati, Ohio. Tel.: (513) 481-6877.

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Shapiro-Bernstein (ASCAP), 666 Fifth Ave., New York, N. Y. 10019. Tel.: (212) CI 7-3553. Mgr.: Ted Cooper.

Eddie Shaw (ASCAP), 9128 Sunset Blvd., Hollywood, Calif. 90069. Tel.: (213) CR 3-3590. AND: c/o Sands Music, Inc., 116 Central Park S., New York, N. Y. 10019. Tel.: (212) JU 2-2205.

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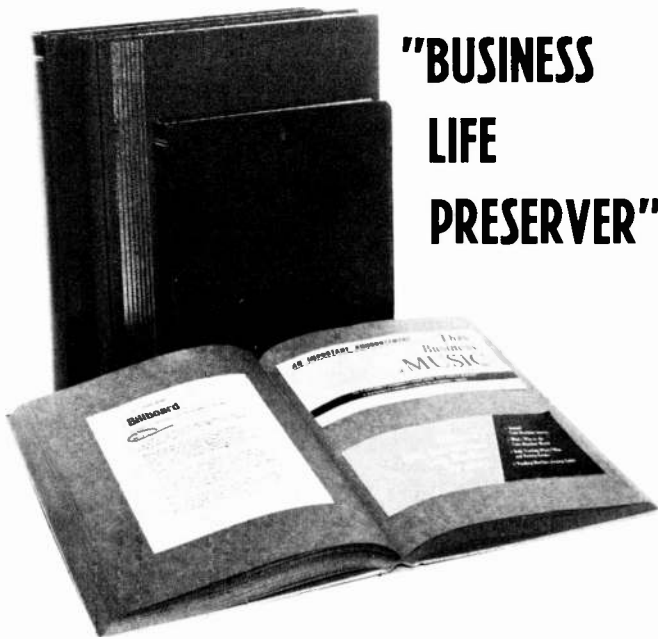
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Carib, P. O. Box 748, Miami Springs. Zip: 33166. Tel.: 885-3738. Pres.: Patricia V. Jacobs.
Labels: Carib, Famo, Island Artists, Westindya.

Dot, 2335 N. W. Eighth Ave. Tel.: 633-0643. Mgr.: Polly Reese.
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Florida, 8160 N. W. 36 Ave. Tel.: 696-4951. Pres.: Manny Wells.
Labels: Banner, Command, Disneyland, Fiesta, Four Corners, Hanna-Barbera, Living Language, MGM, Mainstream, Motown, Musicor, Tico, Time, Tower, Verve.

Florida Music, 119 N. E. 54 St. Tel.: PL 9-8716. Pres.: Steve Brookmire.
Labels: Mercury, Philips, Smash, Limelight, Blue Rock, Wing, Fontana, Cumberland.

Independent, 19802 N. E. 12 Pl. Tel.: 949-3033. Gen. Mgr.: Ray Meinberg.

Liberty, 2453 N. W. 77 Terrace. Tel.: 696-2010. Mgr.: Bernie Polakoff.
Labels: Dolton, Imperial, Liberty.

Miami Rec., 2819 N. W. Seventh Ave. Zip: 33127. Tel.: NE 5-7925. Owner: Carlos Diaz-Granados.
Labels: Discomoda, Discos Columbia, Fuentes, Merengue, Miami.

Musicart, 113 N. E. First Ct., Dania. Tel.: WA 3-5845. Mgr.: Grace P. Chew.
Labels: Bingo, Musicart.

Sea Coast Appliance, 3575 N. W. 60 St. Tel.: NE 5-0951. Mgr.: J. W. Shockey.
Labels: Groove, RCA Camden, RCA Mexicana, RCA Trinidad, RCA Victor, RCA Victrola.

Topps, 2222 N. W. Fifth Ave. Tel.: FR 4-8166. Pres.: Babe Elias.
Labels: A&M, Abbott, Almo, Bluesville, Canadian American, Dooto, Elektra, Everest, Josie, Joy, Peacock, Prestige, Swingsville, 20th-Fox.

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Labels: Angel, Capitol.

Decca, 156 Alexander. Tel.: JA 4-8428. Dist. Mgr.: Ed Russell.
Labels: Brunswick, Caedmon, Coral, Decca, Listen & Learn, London, Richmond, Telefonken.

DIXIE, 1235 Techwood Dr. N. W. Tel.: TR 3-2081. Pres.: Jake Friedman.
Labels: Ascot, Atco, Brooklyn, Cameo, Canadian American, Congress, Contemporary, Del-Fi, Disneyland, Dolton, Fabor, Four Corners, Good Time Jazz, Jamie, Jubilee, Kapp, Liberty, Musicor, Nashville, Old Town, Original Sound, Parkway, B. T. Puppy, Sar, Starday, Swan, UA, Verve, Vista. (SEE ADVERTISEMENT).

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Eric of Hawaii, 607 Coral. Tel.: 511-657. Mgr.: Irv Pinensky.

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Honolulu Elec., 630 Piikoi. Tel.: 581-111. Mgr.: Donald W. Mackay.

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Microphone, 605 Coral. Tel.: 502-188. Pres.: Ken Kaizawa.

Labels: Argo, Atco, Atlantic, Cameo, Canadian American, Checker, Chess, Disneyland, Dot, Duke, Golden, Jamie, Jubilee, Kapp, Living Language, Monument, Music Tapes, Parkway, Red Bird, Regina, Roulette, Scepter, Sue, Swan, Tower.

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Labels: Amy, Blue Note, Charger, Circa, Coed, Colpix, Command, Cordak, Fax, Grand Award, Grand Prix, Hickory, King, Laurie, Legrand, Monitor, Original Sound, Prestige, Starday, Stereoddities, Storytime, Tradewinds, 20th-Fox, Vanguard.

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Decca, 138 Ipswich St. Tel.: CO 6-5110. Mgr.: Allan Ross.
Labels: Brunswick, Coral, Decca, Listen & Learn, Vocalion.

Disc, 1136 Columbus Ave. Tel.: 445-3550. Pres.: Jack Sager.
Labels: Broadway, Cookin', Crackerjack, Derby, Duo Disc, Eastern, Everlast, Gordy, Hull, Lawn, Mar-V-Lus, Mel-o-dy, Mirimar, Motown, M-Pac, One-Derful, Sar, Soul, Sue, Swan, Symbol, Tamla, VIP, Vest.

Dumont, 1040 Tremont St. Tel.: 442-0800. Pres.: Donald Dumont.
Labels: Argo, Atco, Bert & I, Blue Note, Cambridge, Canadian American, Cantate, Checker, Command, Copley-Gael, Diamond, End, Epic, FM, Grand Award, Jamie, Josie, Jubilee, Kenwood, Living Language, Moonglow, Murray Banks, Okeh, Old Town, Original Sound, Pacific Jazz, Prestige, B. T. Puppy, Roost, Roulette, Squire, Stinson, Tico, Vault, Volt, World Pacific, Young People's Records.

Dumont-Div. II, 1030 Tremont St. Tel.: 427-2540. Mgr.: Herb Dale.
Labels: Alector, Avoca, Banner, Blue Cat, Challenge, Charter, Colpix, Dimension, D-Town, Eurotone, Everest, Fiesta, Golden, HiFi, Mainstream, Red Bird, Stereoditties, Stereo Fidelity, Sure, Swingin', Tikva, Time, Vee Jay.

Music Suppliers, 75 N. Beacon St. Zip: 02134. Tel.: 254-1780. Pres.: Harry Carter.
Labels: ABC-Paramount, Cameo, DGG, Kapp, Laurie, MGM, Parkway, Reprise, Vanguard, Verve, Warner Bros.

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Labels: Academy, Amy, Ascot, Congress, Constellation, Crusader, Joseph Cside Ent., DCP, Disneyland, Dolton, Four Corners, GNP Crescendo, Glendi, Hi, Hickory, Hill Top, IPG, Imperial, Joy, Kent, Liberty, London, London Group, Loren, Mala, Monument, Musicor, Phelps, Pickwick 33, Rheims, Richmond, Telefunken, Tower, 20th-Fox, Vista.

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Capitol, 18921 Wyoming Ave. Tel.: UN 4-5001.
 Operations Mgr.: Hersey Bryant.
Labels: Angel, Capitol.

Columbia, 16141 W. Eight Mile Rd. Tel.: 273-8616.
 Mgr.: Larry Owens.
Label: Columbia.

Decca, 12370 Puritan. Tel.: 341-6040. Mgr.: Mario De Filippo.
Labels: Brunswick, Coral, Decca, Listen & Learn.

Jay Kay, 13401 Lyndon Ave. Zip: 48227. Tel.: BR 3-7000. Contact: John S. Kaplan.
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Labels: Bethlehem, Boone, Chart, Choice, Crown, Eagle, Golden World, Heartbeat, Hickory, King, Music Minus One, Newtown, Original Sound, Phillips, Scepter, Starday, Sun, Talley, Wand.
Commercial Music, 3230 Roanoke Rd. Tel.: JE 1-1317. Mgr.: Neva Cessnun.

Labels: After Hours, Ascot, Big Top, Blast, Calliope, Carlton, Challenge, Child Craft, Colpix, Contemporary, Conversaphone, Diamond, Dunes, Epic, Golden Wing, Good Time Jazz, Guaranteed, Horizon, Infinity, Jay Jay, Kandy, LAH, Library in Sound, Living Language, Living Literature, Marlo, May, Mercury, Mercury Wing, Musicor, Nero, Okeh, Pacific Jazz, Phillips, Phillips Int'l, Pic-A-Disc, Reprise, Roost, Roulette, Score, Seven Arts, Sun, Surprise, Swan, Tico, UA, Valiant, Valmore, Vault, Warwick, Betty White Dance, Word, World Pacific, Young People's Records.

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Commercial Music, 2721 Pine. Tel.: JE 5-1515. Pres.: Bud Lampe.

Labels: Colpix, Contemporary, Conversaphone, Epic, Living Language, Mercury, Reprise, Roulette, Sun, Swan, UA, Warner Bros., World Pacific.

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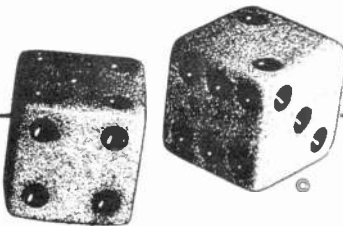
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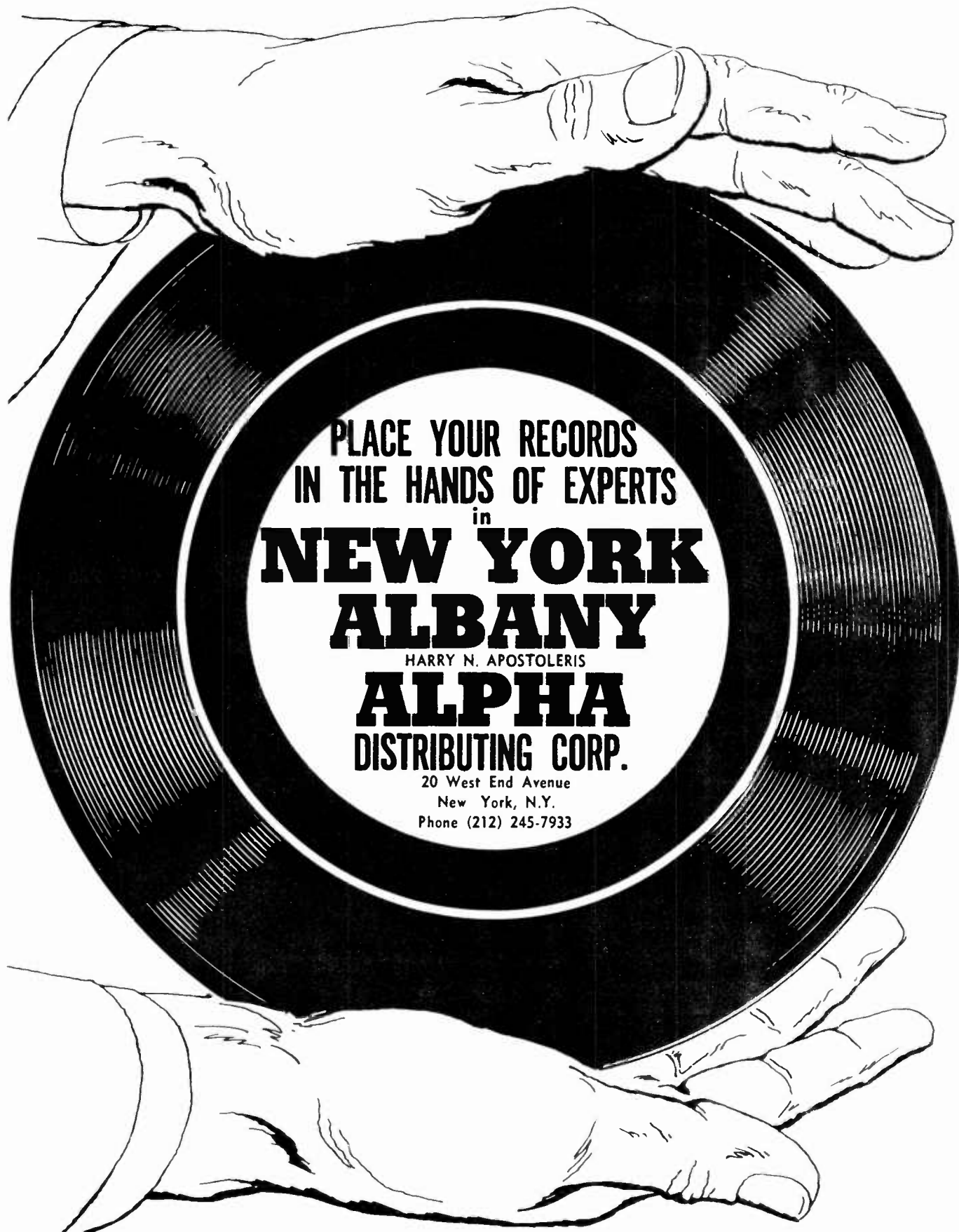
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Labels: ABC-Paramount, Ara, Atco, Atlantic, Audio Book, Blue Rock, Cameo, Chairman, Chancellor, Chart, Circle, Courier, Dial, Disneyland, Domain, D-Town, Epic, Era, Excello, Fabor, Fantasy, Felsted, Fraternity, Galaxy, Garpax, Gaylord, Gross, Hall, Halfway, Hi, HiFi, Hob, Instant, Jubilee, Jumbo, Kapp, Kent, La Louisianne, Laurie, Legrand, Lemco, Limelight, Lupine, MOC, Mar-V-Lus, Mercury, Mercury Childcraft & Playcraft, Mercury Wing, Minaret, Money, Monument, Nasco, Nashboro, Nashville, Okeh, One-Derful, Original Sound, Parkway, Parrot, Petal, Philles, Phillips Int'l, Press, B. T. Puppy, Rem, Rust, SPQR, Sar, Scepter, Serock, Sims, Smash, Sound of Nashville, Sound Stage 7, Specialty, Spokane, Starday, Stax, Stereoddities, Sun, Swan, Swingin', Thelma, Twin Spin, Vanguard, Vault, Vista, Volt, Wand, Watch, Wyncote.
Southern, 467 Chestnut St. Tel.: 254-1991. Pres.: Howard Allison.
Labels: A&M, Age, Amy, Argo, Aura, Autumn, Backbeat, Bell, Blue Cat, Blue Note, Bragg, Canadian American, Challenge, Champion, Charter, Checker, Chess, Colpix, Congress, Constellation, Crescendo, Crusader, DCP, DGG, Desto, Diamond, Dimension, Dolton, Domain, Dooto, Dore, Duke, Dunhill, Dyno Vox, End, Everest, Fame, Gateway, General Arts, Golden World, Goldwax, Gordy, Guyden, Herald, Hickory, Imperial, Interphon, Jamie, Jet Stream, Jewel, Josie, Joy, Kenwood, Landa, Liberty, Little Golden, MGM, Mala, Maxx, Mel-o-dy, Michele, Motown, Musicor, Old Town, Paula, Peacock, Peter Pan, Philips, Prestige, RIC, Red Bird, Roulette, Savoy, Soma, Songs of Faith, Soul, Spar, Squire, Stereo Fidelity, Sure-shot, Talley, Tamia, Teardrop, Tico, Tolley, Tower, 20th-Fox, UA, USA, Vee Jay, Veep, Verve, World Artists, XL.

TEXAS

• DALLAS (Area Code 214)

Adleta, 1914 Cedar Springs. Tel.: RI 1-3151. Gen. Mgr.: E. P. Miles, Rec. Mgr.: David Eisenlohr. Labels: Buena Vista, Disneyland, RCA Camden, RCA Victor.
Band K, 2512 Irving Blvd. Tel.: ME 7-1920. Contact: Bill Burton.
Labels: Ascot, Blue Rook, Crescendo, DCP, DGG, Disneyland, Enjoy, Everest, Hickory, Life, MGM, Reprise, Starday, Stereo Fidelity, UA, Verve, Vista, Warner Bros.
Big State, 1337 Chemical St. Tel.: ME 1-1100. Mgr.: Bill Emerson.
Labels: ABC-Paramount, A&M, Argo, Atco, Atlantic, Autumn, Blue Note, Cameo, Challenge, Chancellor, Checker, Chess, Coed, Colpix, Command, Del-Fi Dore, Duke, Ember, Fabor, Fantasy, Fraternity, Gordy, Grand Award, Guyden, Imperial, Jamie, Jubilee, Kapp, Kent, Laurie, Liberty, London, Montel, Monument, Motown, Musicor, Nashboro, Parkway, Peacock, Red Bird, Richmond, Roulette, Scepter, Specialty, Sun, 20th-Fox, Tamia, Vanguard, Vee Jay, Wand, Young People's Records.
Capitol, 5105 Lakawana. Tel.: ME 7-0710. Mgr.: Roger Moore, Sales: Marvin Beisel.
Labels: Angel, Capitol.
Columbia, 8808 Empress Row. Tel.: ME 1-5680. Mgr.: Tom Cade.
Label: Columbia.
Decca, 139 Cole St. Tel.: RI 2-3739. Mgr.: C. E. McNabb.
Labels: Brunswick, Contemporary, Coral, Decca, Elektra, Good Time Jazz, Listen & Learn.
Dot, 1347 Chemical St. Tel.: 631-0630. V-Pres.: John P. Vescovo.
Labels: Dot, Hamilton.
King, 1632 Irving Blvd. Tel.: RI 8-2756. Pres.: Sydney Nathan.
Labels: Audio Lab, Bethlehem, Deluxe, Federal, Four Star, King.
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M. B. Krupp, 311 S. Santa Fe St. Tel.: 532-4961. Mgr.: M. B. Krupp.
Labels: Argo, Atco, Atlantic, Audio Fidelity, Blue Cat, Cameo, Challenge, Checker, Chess, Colonial, Colpix, Constellation, Coronado, Del Valle, Dial, Dootone, Dore, Duke, Ember, Era, Falcon, Fantasy, Gordy, Guyden, Hickory, Hi-Fi, Ideal, Jamie, Joy, Jubilee, Kent, Landa,

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Huish, 2525 S. Eighth W. Tel.: 486-7611. Mgr.: Ross Davis.
Labels: Cameo, Parkway, Philips, RCA Camden, RCA Victor, Vanguard, Wyncote.

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Goldberg-Tiller, 959 Myers. Tel.: EL 5-7401. Pres.: Leroy Goldberg.
Labels: Columbia, Epic, Okeh.

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- **SEATTLE (Area Code 206)**
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- Decca, 3131 Western Ave. Tel.: AT 4-8060. Mgr.: Robert Gardner.
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- FIDELITY ELECTRIC, 5301 Shilshole Ave. N. W. Tel.: SU 4-9100. V-Pres.: W. J. Tolles.
Labels: Artia, Arvee, Blue Note, Cameo, 49th State, HiFi, JJC, Kapp, Living Language, Oldies "45", Pageant, Parkway, Parliament, Philips, RCA Camden, RCA Victor, Tollie, Vox. (SEE ADVERTISEMENT.)
- Hector, 2901 Second N. Zip: 98109. Tel.: AT 3-4226. Mgr.: Ron Lampkin.
Labels: Academy, Aeolian-Skinner, Arhoolie, Audiophile, Austin, Bartok, Bert & I, Blues Classics, Boston, Cantate, Cook, Dorian, Educo, Evergreen, Fidelity Sound, Haydn Society, Kean, Lexington, MEA, Murmil, Music Library, Origin Jazz Library, Piedmont, Rocco, SPA, Southland, Spoken Arts, Toad, Ultraphone.
- HUFFINE, 8131 Western Ave. Tel.: AT 4-8633. Pres.: Andy Huffine
Labels: Amy, Audio Fidelity, Cabot, Coed, Coipix, Dimension, Europa, Fiesta, GNP Crescendo, Golden Crest, Gordy, Hickory, Joy, Mala, Monitor, Motown, Music Minus One, Select, Tamlia, Vee Jay, Westminster, Workshop Jazz. (SEE ADVERTISEMENT.)
- Independent Rec. Sales, 1021 E. Pine. Tel.: EA 4-3939. Mgr.: Jerry Dennon.
Labels: A&M, Almo Int'l, Audio Rcd'g, Aura, Chart, Congress, Constellation, Counterpoint, Dore, Dunhill, Ember, Epic, Era, Everest, Folk Art, Four Corners, Fraternity, Gardena, Hall, Hall-Way, Herald, Hob, Jerden, Kay-Bee, Mace, Mar-V-Lus, Mobile-Fidelity, Money, Monogram, Mutual, Okeh, One-Derful, Original Sound, Pacific Jazz, Panorama West, Phil-Dan, Philles, Prestige, RSVP, Request, Rotate, Scepter, Simon Says, Sound of Nashville lines, Specialty, Status, Teardrop, Tower, Wand, Wild Deuce, World Pacific.

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Laurie, Legrand, Tom Lehrer, Miami, Modern, Monogram, Moonglow, Motown, Parkway, Peacock, Project, Red Bird, Roulette, Sar, Scepter, Starday, Sue, Sun, Swan, Tamlia, 20th-Fox, Vee Jay, Wand, World Artists, Yucca.

- Lindy, 427 W. San Antonio St. Zip: 79901. Tel.: 532-1434. Pres.: Lindy Cash.
Labels: Cobra, Del-Fi, Donna, Eco, El Zarape, Jima, Jox, Linjo, Musart, Mustang, Peerless, Sagard.
- Sunland, 2227 Texas St. Tel.: KE 3-5901. Pres.: Wm. Shapiro.
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- H. W. Daily, P.O. Box 7473, 314 11 Ave. Tel.: UN 1-6868. Owners: Bud & Don Daily.
Labels: ABC-Paramount, A&M, Almc, Amy, Apt, Big Hill, Cameo, Canadian American, Challenge, Charger, Command, Congress, Constellation, Crescendo, Cue, "D", Daryl, Diamond, Era, Excello, Fame, Fantasy, Four Corners, Galaxy, Gateway, Hallway, Hickory, Imperial, Impulse, Interphon, Josie, Jox, Jubilee, Kapp, Laurie, London, Mainstream, Mala, Maxx, Money, Musicor, Nasco, Nashboro, Oldies, Old Town, Original Sound, Palamar, Parkway, Philles, Prestige, B. T. Puppy, RIC, Regina, Roulette, Rust, Soma, Suave, Sunglow, Tally, Tangerine, Tico, 20th-Fox, Vee Jay, Wild Deuce, World Artist.

United, 1613 St. Emmanuel. Tel.: CA 8-B151. Mgr.: Steve Poncio.

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Epstein Ent., P.O. Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel.: GE 3-1461.

Santone, 121 Navarro St. Tel.: CA 7-5181. Contact: Louis N. Jamail

Perry Shankle, 1801 S. Flores. Tel.: CA 3-1801. Mgr.: J. J. Schneider.

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Tanner 'N' Texas Sales, 1422 W. Poplar St. Zip: 78207. Tel.: PE 2-8072. Pres.: R. E. (Bob) Tanner.

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- Dale Rec. Serv., 2940 W. Pico Blvd. Tel.: 731-8731. Mgr.: Martin Shaw.
- DISCORAMA, 2542 W. Pico Blvd. Gen. Mgr.: Art Walker. (SEE ADVERTISEMENT)

Luenhagen, 2277 W. Pico Blvd. Tel.: DU 4-4134. Mgr.: Mary Solle.
Norty's, 436 N. Fairfax Ave. Tel.: WE 8-2758. Owner: Norton Beckman.
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Sun State Dist., 2669 W. Pico Blvd. Tel.: 383-4137. Owner: Al Latuska.

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- **SAN DIEGO** (Area Code 714)
Record Service/Tip Top Music, 3736 University. San Diego Rec. Rack Serv., 1340 "E" St. Tel.: BE 9-0631.
- **SAN FRANCISCO BAY AREA** (Area Code 415)
Pacific Coast Music, 657 Mission St. Zip: 94105. Pic-A-Tune, 1461 Park Ave., Emeryville. Tel.: 654-0773. V-Pres.: John Edgerton.
RECORD SERVICE, 900 Minnesota St. Tel.: AT 5-1400. Pres.: Monroe Goodman. (SEE ADVERTISEMENT)
Record Wholesalers, 2000 Oakdale Ave. Tel.: MI 8-8505. Pres.: Don Ayers.
TIP TOP MUSIC, 900 Minnesota St. Tel.: AT 5-1400. Pres.: Monroe Goodman. (SEE ADVERTISEMENT)
- **SAN LEANDRO** (Area Code 415)
Mars Music, 2482 Tea Garden St. Tel.: 351-7907. Pres.: Morey M. Alexander.

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- **DENVER** (Area Code 303)
J & L Racks, 77 Kalamath. Zip: 80023. Tel.: 255-2021. Mgr.: Louis Oxman.
Mershaw-Midwest, 3990 Grape St. Tel.: 399-2320. Mgr.: Paul Marcus.
Music Merch. of Denver, 3825 Newport.
R & M Assoc. (div. of LeMac Corp.), 1720 Denver Mds. Mart, 451 E. 58 Ave. Zip: 80216. Tel.: 222-9509. Pres.: Lee Cantrell.
Record Service/Tip Top Music, 817 Broadway. Western Merchants Wholesale, 6265 E. Evans. Tel.: 756-0340. Mgr.: R. M. Baker.

CONNECTICUT

- **EAST HARTFORD** (Area Code 203)
Park Rec., 275 Park Ave. Tel.: 289-9361. Mgr.: Edward E. Stein.

- **NEW BRITAIN** (Area Code 203)
Central Conn. Dist., 381 Main St.
- **NEW HAVEN** (Area Code 203)
State Drug Rack, 771-773 Grand Ave. Tel.: 787-0911. Pres.: S. S. Epstein.
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Acropole Corp. of America, P. O. Box 365. Tel.: 847-2311. New York City Tel.: (212) CY 5-2272. Pres.: Michele Ronty.

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GOLDSTATE REC. DIST., 4500 N. W. 36 Ave. Tel.: 635-2428. Pres.: Allan Wolk. (SEE ADVERTISEMENT)
International Rack, 4500 N. W. 36 Ave. Tel.: 635-2428. Pres.: Marvin Lieber.
Mershaw, 6771 N. W. 37 Court. Tel.: 696-8810. Mgr.: Edward Chapman.
Sunshine State Dist. (div. of Interstate Record Dist.), 8170 N. W. 36 Ave. Tel.: 696-4951. Mgrs.: Mel Price & Morty Marks.
- **ORLANDO** (Area Code 305)
Record Supply, 2634 Taft Ave. Tel.: 424-6396. Pres.: R. N. Stultz.

GEORGIA

- **ATLANTA** (Area Code 404)
L & F Rec. Serv., 1227 Spring St. N. W. Tel.: TR 5-5565. Pres.: Jack Geldbart.
- **CLARKSVILLE** (Area Code 404)
Clarksville Rec. Sales, Washington St. Tel.: 754-2517. Owner: Peter J. Rosetty.

- **DEMOREST** (Area Code 404)
Ralph's Radio Music, P. O. Box 117, Hwy. 441. Tel.: 723-3884. Owner: Ralph Raper.
- **TIFTON** (Area Code 912)
Southwest Rec. Sales, 138 E. Fifth Ave. Tel.: 382-5204. Pres.: Gus P. Stataras.

ILLINOIS

- **CHICAGO** (Area Code 312)
Hit Record (div. of Charles N. Stephens Co., Inc.), 10614 S. Mackinaw Ave. Zip: 60617. Tel.: 734-2244. Pres.: Charles N. Stephens.
Mid-America Specialty Dist., 752 N. Milwaukee Ave. Tel.: 243-0919.
New Deal, 1414 S. Michigan. Tel.: 922-6245. Mgr.: Irving Rothblatt.
Profit Vendors, 3216 W. Lawrence Ave. Tel.: 478-1441. Pres.: Albert L. Temaner.
- **DECATUR** (Area Code 217)
Decatur Rak Sales, 312 N. Water. Tel.: 428-6653. Pres.: Bud Lampe.
- **HIGHLAND PARK** (Area Code 312)
L. S. Gilbert, 1667 Northland Ave. Tel.: 432-6895. Pres.: Louis S. Gilbert.
- **LINCOLNWOOD** (Area Code 312)
Chicago Drug, 6666 N. Lincoln Ave.
- **PEORIA** (Area Code 309)
Sell-Rite Sales, 1215 W. Glen.
- **SKOKIE** (Area Code 312)
Arthur Bryant, 3918 Isabel. Mgr.: Arthur Bryant.

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- **FORT WAYNE** (Area Code 317)
Midwest Dist., 123 McKinnie. Tel.: 744-5656. Owner: Walt Ostermeyer.
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Mgr.: Bruce Masterton

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828 San Mateo Blvd.
Albuquerque, New Mexico
Phone: 505 — 265-7404
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Owner: Robert E. Liese.

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Mars Sales, 1630 Locust St. Tel.: 282-0429. Gen.
Mgr.: Jack Mishler.
Mid-State Dist., 1201 Grand Ave. Tel.: 288-7231.
Pres.: Jack Silverman.
Quality Rec. Serv., 1234 Harding Rd. Tel.: AT
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• **WICHITA (Area Code 316)**
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LY 1-3414. Pres.: Alvin M. Driscoll.
Reco-Rak Dist., 221 E. William. Tel.: AM 5-7508.
Owner: I. Albert.

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• **CAMPBELLSVILLE (Area Code 502)**
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Ave. Tel.: 465-4147. Owner: Randall Herron.
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Handleman, 4500 Louisville Ave. Mgr.: James E.
Powers.
Vine Rec., 400 E. Broadway. Tel.: 583-2092.
Pres.: Helen T. Vine.
• **OWENSBORO (Area Code 502)**
W W Rec. Sales, 320 Washington Ave. Tel.: 683-
1585. Contact: Leroy Woodward.

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• **LAFAYETTE (Area Code 318)**
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Pres.: J. R. Chachere; Gen. Mgr.: George
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• **METAIRE (Area Code 504)**
Hel-Lo Rec., 708 Aris Ave. Tel.: 831-1356-7.
Pres.: Vincent P. Lofaso.
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Portland Rec. (div. of Boyd Corp.), 84 W. Cove St.
Unity Sales, 60 York St. Tel.: SP 2-6547. Pres.:
Bernard Troubh.

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Stacey Dist., 3004 Mary Ave. Tel.: 426-1182.
• **COLLEGE PARK (Area Code 301)**
Edge, 9914 Rhode Island Ave. Tel.: 935-5800.
Mgr.: Lawrence M. Goldberg.

MASSACHUSETTS

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Boston Rec. Dist., 150 Vernon St. Tel.: HI 2-2345.
Pres.: Jerry Flatto.
Disco, 141 Milk St. Tel.: 423-4840. Mgr.: Fred
Traub.
Maldon Mop & Brush, 7-27 E. Eden St.
Temple Sales, Four Gordon St. Tel.: JA 4-5450.
Pres.: Myer Tenenbaum.
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• **EAST BRIDGEWATER (Area Code 617)**
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Owner: Richard Whitmarsh.
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Somerset, 203 Plymouth Ave. Tel.: 678-8336.
• **OXFORD (Area Code 617)**
Moose Sales & Serv., One Wild Rose St. Tel.:
987-8031. Contact: Arthur Daniels.
• **ROXBURY (Area Code 617)**
Mass. Rack, 256 Blue Hill Ave. Mgr.: A. Redmund.
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Pres.: Ivan Ludington.
Mar-Ed Dist., 12800 Joy Rd. Tel.: 834-2221. Bus.
Mgr.: Edmond J. Doherty.
New Deal Rec. Serv., 15329 Livernois. Tel.:
863-2225. Mgr.: Dave Lasher.
Rapid Sales, 15365 Livernois. Tel.: 342-8777. Pres.:
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Trico Dist., 13400 Fenkell Ave. Tel.: 835-7425.
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Handleman, 4604 N. East St. Mgr.: Donald
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Rapid Mds'g, 8175 Lewis Rd. Tel.: 544-3561.
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 Inland Rec. Sales, 1233 W. Ninth St. Tel.: 621-6742. Pres.: John Cohen.
 Modern Rec. Serv., 195B E. 105 St. Tel.: 795-5225. Pres.: J. W. Burke.
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 Handleman, 1977 McAllister Ave.
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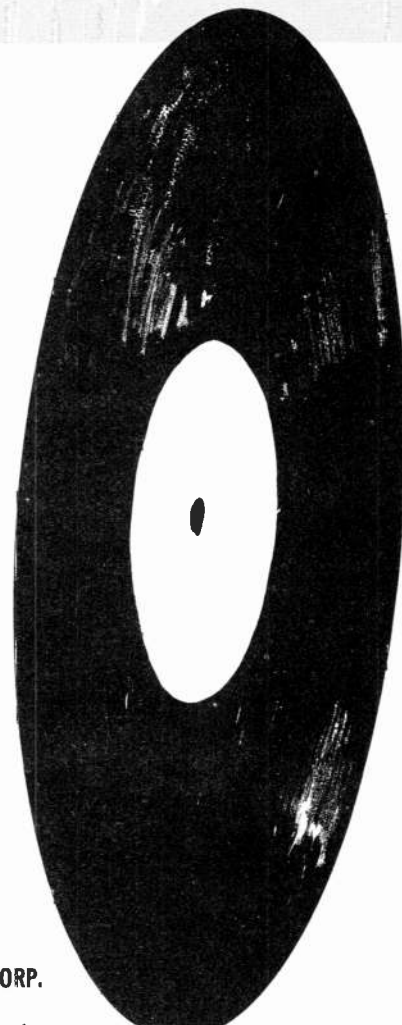


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D & H, 2525 N. Seventh St. Tel.: 236-8001. Mgr.: David Press.
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Rec-O-Rac Dist., 100 Ellis Rd. Tel.: HI 9-3336.
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Richmark Sales, 3806 O'Neil Blvd. Tel.: 462-7211. Gen. Mgr.: James T. Walker.
 - **PHILADELPHIA** (Area Code 215)
Bandstand, 5019 N. Fifth St. Tel.: DA 9-4422. Owner: Gerald Rappaport.
Joy Rec., 4821 Cedar Ave. Tel.: SH 7-6860. Owner: William Buster Jr.
I. J. Morgan, 511 N. Broad St. Tel.: WA 5-7535. Pres.: Irv Perlman.
United News, 850 E. Luzerne St. Zip: 19124. Pres.: Sidney M. Stern.
 - **PITTSBURGH** (Area Code 412)
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East Coast Dist., 633 Liberty Ave. Tel.: 281-6344. Mgr.: Nicholas Lomakin.
One Stop Rack Serv., 1409 Fifth Ave. Tel.: 261-3340.
Star Title Strip, 842 Western Ave. Tel.: 231-4314. Mgr.: N. W. Morgan.
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- **NASHVILLE** (Area Code 615)
Nashville Rec. Serv., 624 Murfreesboro Rd. Zip: 37210. Tel.: 242-8208. Pres.: Albert E. Martin.
Volunteer Dist., 435 37 Ave. N. Tel.: 297-0055. Owner: Webber Parrish.

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Turner Candy, 516 Rorer Ave. S. W. Tel.: 342-0500. Pres.: A. L. Turner Jr.
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Edge, P.O. Box 5043. Zip: 23455. Tel.: 464-6051. Mgr.: Ed Cook.

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- **MOUNTLAKE TERRACE** (Area Code 206)
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United Rec. Supply, P.O. Box 7459, Bitter Lake Sta. Tel.: EM 2-5530. Owner: G. F. Christman.
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Ring Mdse., 1011 Pitcher St. Tel.: GL 7-5483. Sales: William Ring.

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WISCONSIN

- **EAU CLAIRE** (Area Code 715)
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- **MADISON** (Area Code 608)
Rapid Sales, 1017 Jonathon Dr. Tel.: 257-3088. Pres.: Rolf V. Voegelin.
- **MILWAUKEE** (Area Code 414)
Musical Isle Rec., 2429 W. Fond du Lac Ave. Tel.: CO 4-4940. Chicago Tel.: (312) 346-1436.

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- **CHARLESTON** (Area Code 304)
Elkins, 160 Court St. Tel.: 343-7833. Owner: M. Z. (Red) Elkins.
- **HUNTINGTON** (Area Code 304)
Music Man, 803 Eighth Ave. Tel.: 522-7551. Pres.: F. J. McGlynn.

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- **BURLINGTON** (Area Code 414)
Music Mart, 164 E. Washington St. Tel.: 763-3361. Pres.: Robert Ruedebusch.
- **KENOSHA** (Area Code 414)
Hoffman's, 5707 Sixth Ave. Tel.: OL 7-7858. Partner: Jos. Hoffman.
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Radio Doctors, 2152 N. Third St. Tel.: LO 2-7607. AND: 240 W. Wells St. Tel.: 276-6422. Pres.: L. M. Glassman.
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- CAMBRIDGE TRADING, 6704 Hollywood Blvd. Zip: 90028. Tel.: 467-3177. Pres.: Milton Levine. (SEE ADVERTISEMENT)
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Festival Rec. Dist., 161 Turk. Zip: 94102. Tel.: PR 5-3434. Mgr.: John Filcich.

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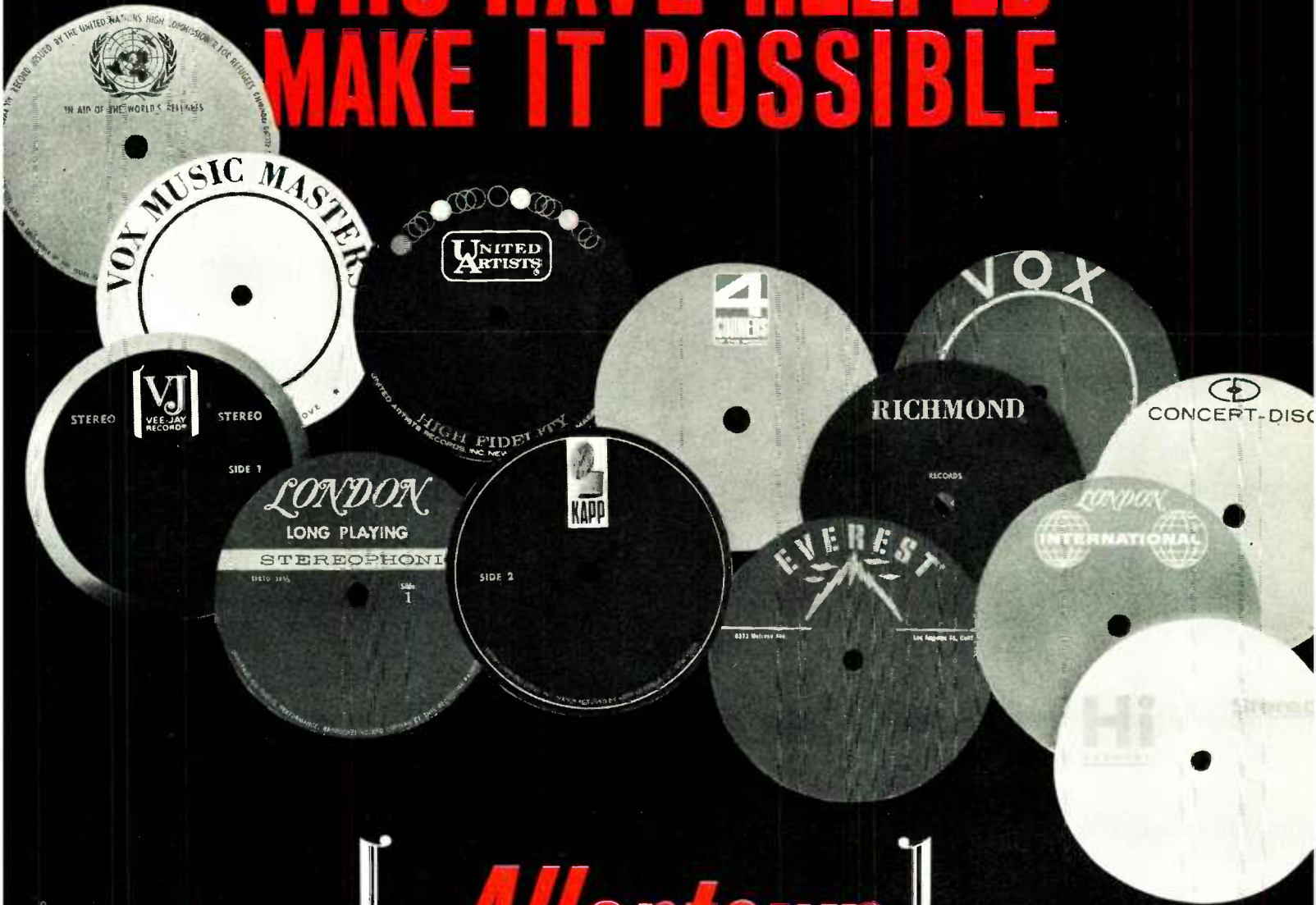
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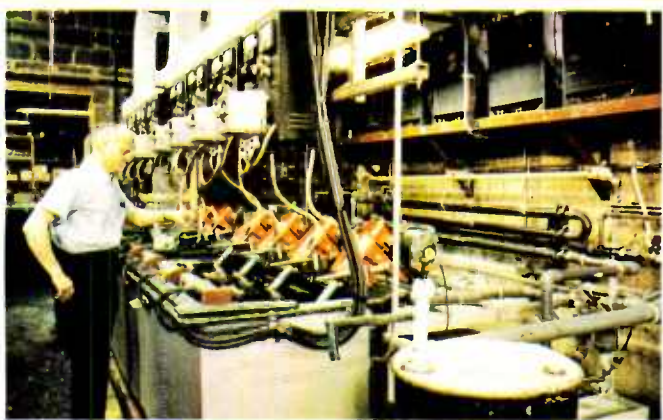
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At right — Walter Bilous, printing room foreman, 8 years, inspecting label imprint run.



Left to right — Harvey Solomon, plant superintendent, 20 years, commenting to John Schafer, pressman, 15 years, at new semi-automatic press. Note dry blend compounder right of press.



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Modern Album, 119-01 22 Ave., College Point. Tel.: FL 3-5701.

ONE STOP SERV., Five E. Third St. Tel.: GR 7-1330. (SEE ADVERTISEMENT)

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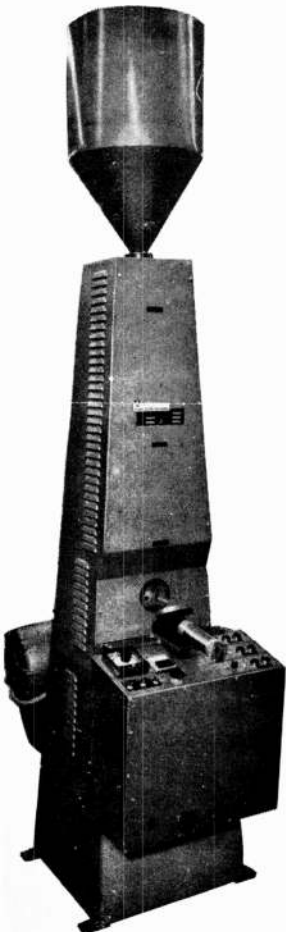
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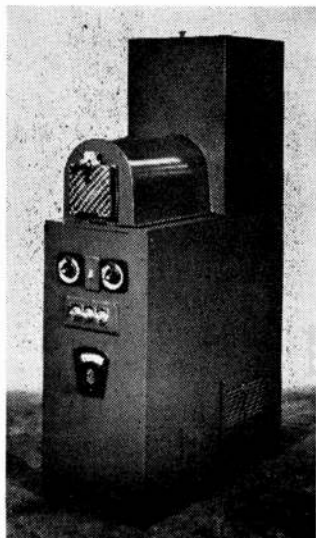


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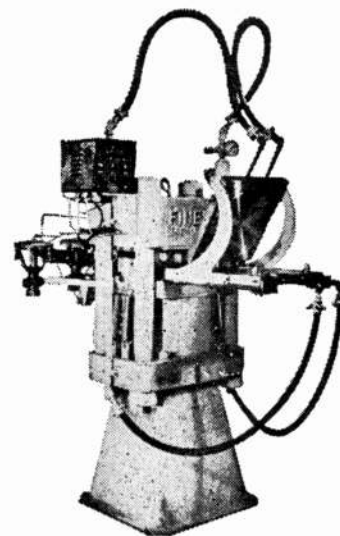
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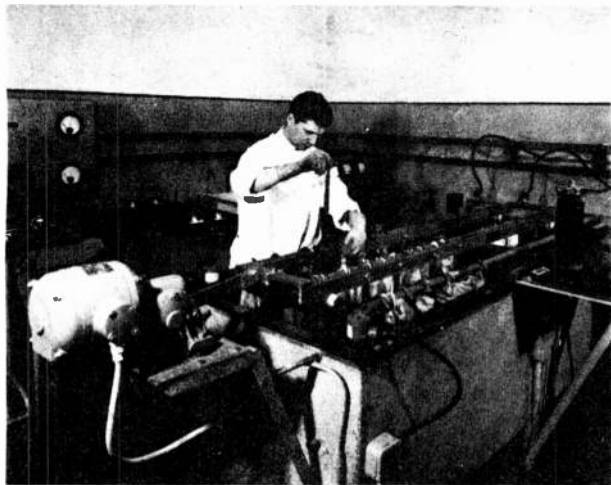
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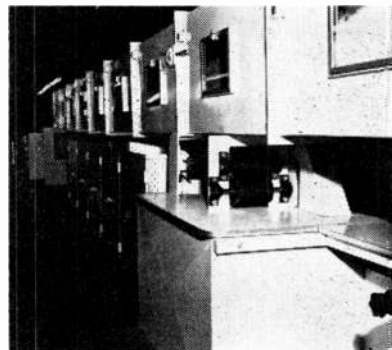
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R C A Custom, 6363 Sunset Blvd., Hollywood. Tel.: HO 1-9171.
Rainbo, 1041 N. Las Palmas, Hollywood. Tel.: HO 6-7516.
Research Craft, 1011 N. Fuller Ave. Tel.: 876-3440.
WORLD EXPORT MFG., 1248 S. Berendo St. Zip: 90006. Tel.: DU 8-9669. (SEE ADVERTISEMENT)

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S F Audio, 535 Bryant St. Zip: 94107. Tel.: DO 2-7633.

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Record Broadcast, 237 S. Bent Ave. Tel.: 744-0633.

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National Rec., 2871 E. Ponce De Leon Ave. Tel.: 378-2379.

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Jay Jay, 2452 S. Kedzie. Tel.: 762-6000.
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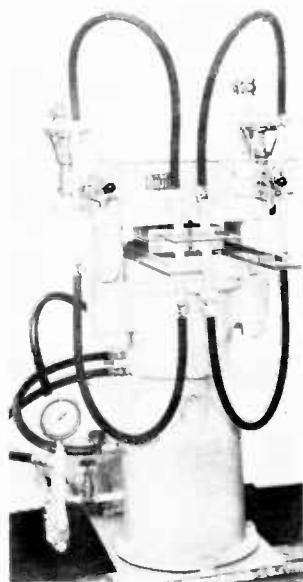
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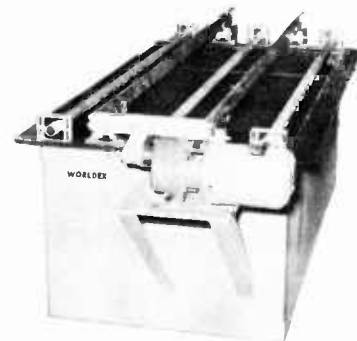
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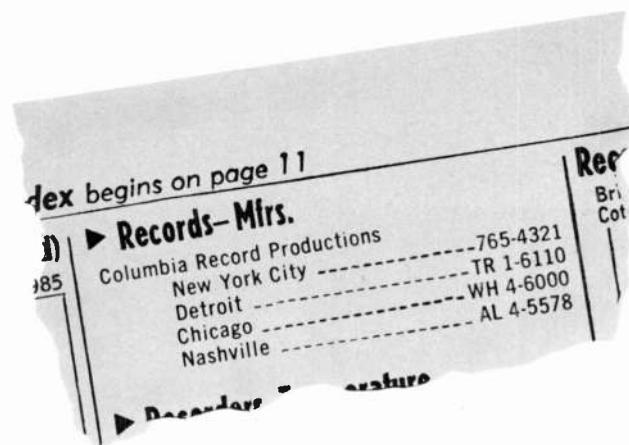
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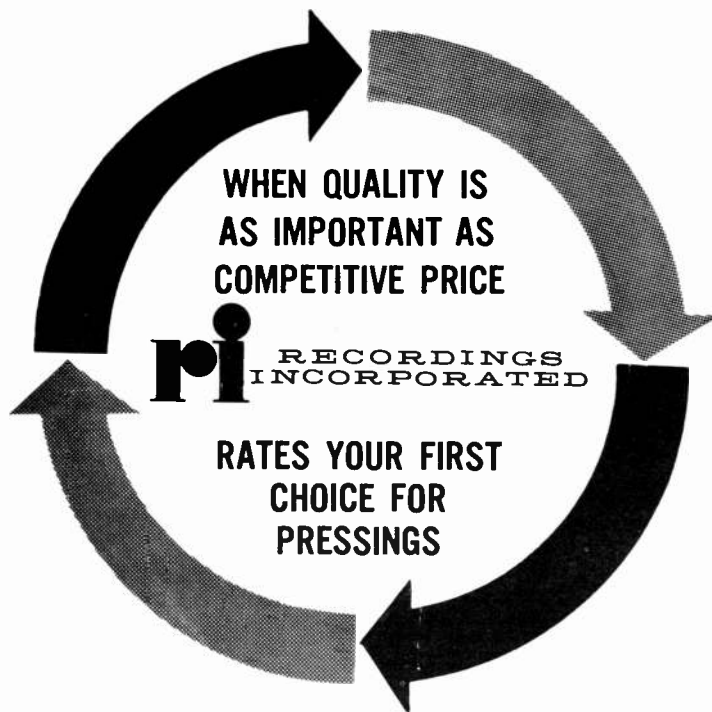
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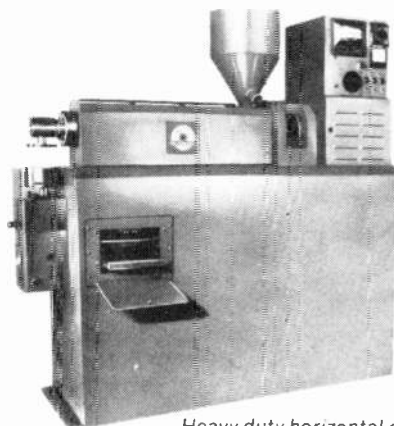
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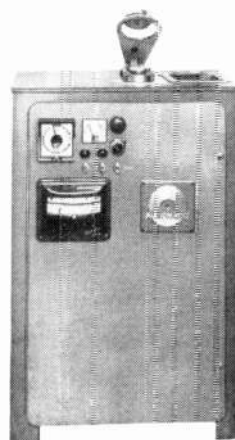
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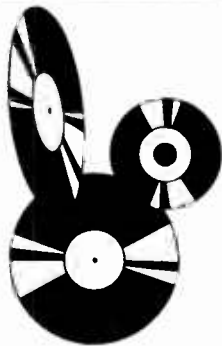


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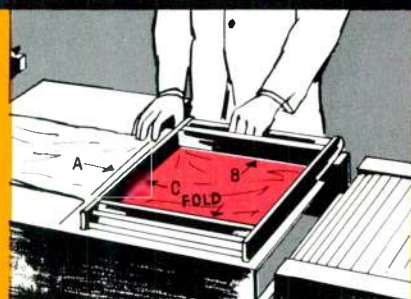
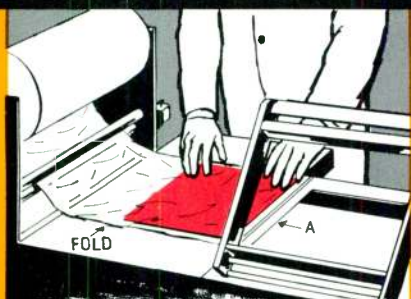
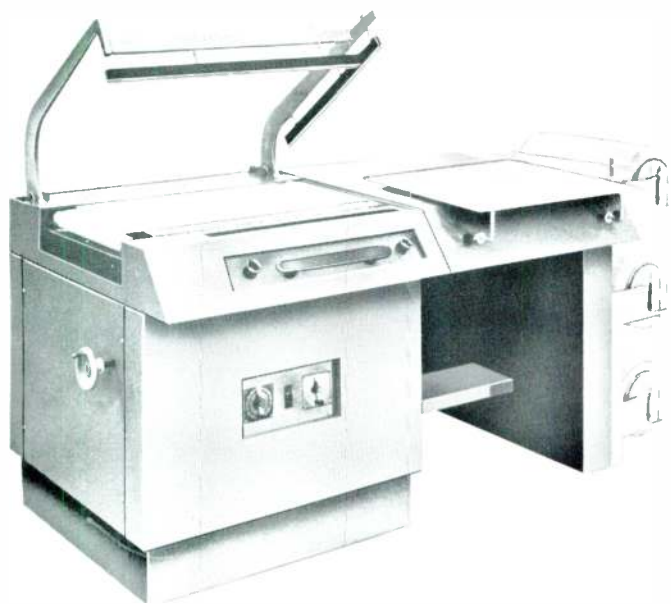
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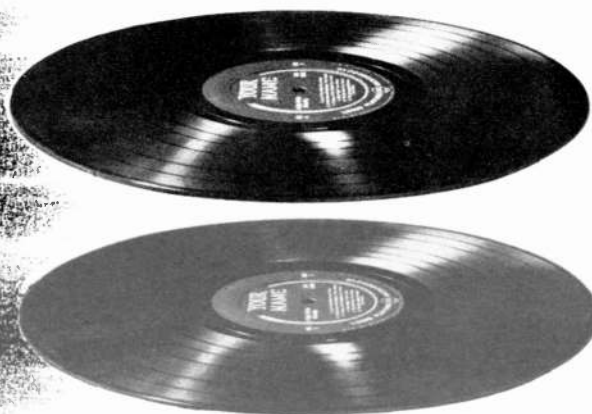
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Columbia, 630 N. McClurg Ct. Tel.: WH 4-6000.
International Recording Co. (IRC), 5619 W. Division St. Zip: 60650. Tel.: ES 8-4848.

Jay Jay, 2454 S. Kedzie Ave. Tel.: RO 2-6000.
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Universal, 46 E. Walton. Tel.: MI 2-6465.

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Fortune, 3942 Third Ave. Zip: 48201. Tel.: TE 3-5383.

GOLDEN WORLD, 3246 Davison W. Tel.: 833-7843. (SEE ADVERTISEMENT)

Master, 8325 Joy Rd. Tel.: 935-9709.
Recordland, 13673 Wales. Zip: 48237. Tel.: LI 2-2338.

Soundstage, 8049 Grand River. Zip: 48204. Tel.: TY 5-6550.

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• **LINCOLN** (Area Code 402)
Williams, 2650 N. 48 St. Tel.: 434-4745.

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• **LAS VEGAS** (Area Code 702)
United, 3143 Industrial Rd. Tel.: 735-7131.

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• **KEENE** (Area Code 603)
Vanguard, 16 Ridgewood Ave. Tel.: 352-7131.

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CHERRY HILL, 116-E Cherry Hill Apts. Zip: 08034.
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K M Studios, Palmer Hill Rd. R.D. 1, Port Crane. Zip: 13833. Tel.: 648-5194.

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Howell, 2703 Delaware Ave. Tel.: 876-9800.

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Audio Rec'd. & Mfg., Four New Hyde Park Rd. Tel.: GE 7-6200.

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A & R, 112 W. 48 St. Tel.: JU 2-1070.

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Artcraft, 285 E. 49 St., Brooklyn. Tel.: PR 8-5150.

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Bell Sound, 237 W. 54 St. Tel.: JU 2-4812.

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Capitol, 151 W. 46 St. Tel.: JU 2-8040.

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International Sperry Rand Building, New York, N. Y. Tel.: (212) 265-4485. Pres.: Larry Finley.
Lear Jet, Stereo Div., 13131 Lyndon Ave., Detroit, Mich. Tel.: (313) 272-0730. Dir. Mkt'g: James R. Gall.
TYPE: 8-Track. SPEED: 3¾.
Label: RCA Victor.
Livingston Audio Prods., 1275 Bloomfield Ave., Fairfield, N. J. 07007. Tel.: (201) 228-4414. Pres.: Del Scholten.
TYPE: 4-Track. SPEED: 3¾, 7½.
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Muntz Stereo Pak, 16032 Arminta St., Van Nuys, Calif. Tel.: (213) 787-2420. Pres.: Earl W. Muntz; V-Pres.: James Earl.
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Labels: ABC-Paramount, A&M, Command, Dolton, Dot, Echo, GNP Crescendo, Grand Award, HiFi, Imperial, Impulse, Liberty, Life, Mercury, Omega, Philips, Time, Valiant, Vault, Waikiki, Warner Bros., Westminster, World Pacific.
R C A Victor, 155 E. 24 St., New York, N. Y. 10010. Tel.: (212) MU 9-7200. V-Pres.: George R. Marek; A&R: Roger G. Hall (Class.), S. H. Sholes (Pop); V-Pres. Mkt'g.: H. E. Jenkins; Int'l. Liaison: Dario Soria.
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- **CHICAGO** (Area Code 312)
International Rcd'g Co. (IRC), 5619 W. Division St.
Zip: 60650. Tel.: ES 8-4848.
MusicTapes, 230 N. Michigan Ave. Tel.: 782-1623.
R C A Custom Rec. Sales, 445 N. Lake Shore Dr.
Zip: 60611. Tel.: WH 4-3215.
Universal, 46 E. Walton. Tel.: MI 2-6464.
- **GRANITE CITY** (Area Code 618)
K L S Program Serv., 3233 Fehling Rd. Tel.: TR
7-6172.

IOWA

- **COUNCIL BLUFFS** (Area Code 712)
Moss Rcd'g Serv., 708 W. Broadway. Zip: 51504.

KENTUCKY

- **LOUISVILLE** (Area Code 502)
Orbit Radio, P.O. Box 1644, 1863 Arlington. Tel.:
895-1143.
Tape Center, P.O. Box 1644, 1863 Arlington. Tel.:
895-1143.

LOUISIANA

- **NEW ORLEANS** (Area Code 504)
Cosimo, 521 Governor Nichols St. Tel.: 522-6281.

MARYLAND

- **BALTIMORE** (Area Code 301)
Recordings, Inc., 1130 E. Cold Spring Lane. Tel.:
433-0701.

MINNESOTA

- **MINNEAPOLIS** (Area Code 612)
KAYBANK, 2541 Nicollet. Tel.: TA 7-5441. (SEE
ADVERTISEMENT)
- **ST. PAUL** (Area Code 612)
E M C, 180 E. Sixth St. Tel.: CA 7-7366.

MISSOURI

- **KANSAS CITY** (Area Code 816)
Fremmerman, 3706 Broadway. Tel.: PL 3-6868.

MONTANA

- **HELENA** (Area Code 406)
Valtron, 305 Allen St. Tel.: 442-0734.

NEBRASKA

- **LINCOLN** (Area Code 402)
Williams Rec. Serv., 2650 N. 48 St. Tel.: 434-4745.

NEW HAMPSHIRE

- **KEENE** (Area Code 603)
Vanguard Prod., 16 Ridgewood Ave. Tel.: 352-7131.

NEW JERSEY

- **HACKENSACK** (Area Code 201)
Amplex, 65 Commerce Way. Tel.: 488-5151.
- **PARSIPPANY** (Area Code 201)
National Tape Serv., 1259 Highway 46. Tel.:
335-0660.

NEW YORK

- **BUFFALO** (Area Code 716)
Howell, 2703 Delaware Ave. Tel.: 876-9800.
- **FRANKLIN SQUARE, L. I.** (Area Code 516)
Audio Rcd'g & Mfg., Four New Hyde Park Rd. Tel.:
GE 7-6200.
- **ITHACA** (Area Code 607)
Alcor, 215 S. Tioga. Tel.: AR 3-4242.
- **NEW YORK CITY** (Area Code 212)
ADRIAN, 130 W. 42 St. Tel.: PE 6-0936. (SEE
ADVERTISEMENT)
Associated, 723 Seventh Ave. Tel.: CI 5-7640.
R C A Custom Rec. Sales, 155 E. 24 St. Zip: 10010.
Tel.: MU 9-7200.
- **UTICA** (Area Code 315)
Longmark Prods., 814 Jay St. Tel.: 724-3464.

NORTH CAROLINA

- **CHARLOTTE** (Area Code 704)
Arthur Smith, P.O. Box 17551, 5457 Old Monroe.
Tel.: 536-0424.
- **GREENSBORO** (Area Code 919)
Copeland Sound, P.O. Box 6104. Tel.: 275-0434.

OHIO

- **CLEVELAND** (Area Code 216)
W B K R Broadcast Serv., 1169 Sylvania Rd. Tel.:
382-0900.
- **COLUMBUS** (Area Code 614)
Magnetic Serv., 1670 W. First Ave. Tel.: 486-2469.
- **DAYTON** (Area Code 513)
Mega City, 126 Davis Ave. Zip: 45403. Tel.:
256-6931, 256-6557.
- **YOUNGSTOWN** (Area Code 216)
W A M, 10 Ellenwood. Tel.: 744-5819.

PENNSYLVANIA

- **SHARON** (Area Code 412)
Marjon, 930 Woodview Pl. Tel.: DI 7-4726.

RHODE ISLAND

- **PAWTUCKET** (Area Code 401)
Johnston Sound Serv., 111 Sweet Ave. Tel.:
723-7773.

SOUTH CAROLINA

- **GEORGETOWN** (Area Code 803)
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Screven St. Tel.: 546-9409.

TENNESSEE

- **NASHVILLE** (Area Code 615)
R C A Custom Rec. Sales, 806 17 Ave. Zip: 37203.
Tel.: AL 5-5781.

TEXAS

- **AMARILLO** (Area Code 806)
Demand Rec. Org., 2027 S. Bonham St. Tel.:
356-4806.
- **FORT WORTH** (Area Code 817)
Oakridge, 2001 Elton Rd. Tel.: TE 8-6608.

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- **LOS ANGELES** (Area Code 213)
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R C A Victor Rec. Div., 6363 Sunset Blvd., Holly-
wood. Tel.: HO 1-9171.
Recoton, c/o Marshank Sales, 7422 Melrose Ave.

CONNECTICUT

- **DANBURY** (Area Code 203)
Reeves Soundcraft, Great Pasture Rd. Tel.: 743-7601.

ILLINOIS

- **CHICAGO** (Area Code 312)
MusicTapes, 230 N. Michigan Ave. Tel.: 782-1623.
R C A Victor Rec. Div., 445 N. Lake Shore Dr. Zip:
60611. Tel.: 222-1550.

- **FREEMONT** (Area Code 815)
Burgess Battery. Tel.: 232-2161.
- **WAUKEGAN** (Area Code 312)
Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

MINNESOTA

- **ST. PAUL** (Area Code 612)
Minnesota Mining & Mfg., 2501 Hudson Rd. Tel.:
733-1110.

NEW JERSEY

- **KEYPORT** (Area Code 201)
Duotone, Locust St. Tel.: 264-2200. New York City
Tel.: (212) DI 9-1389.
- **LODI** (Area Code 201)
Ferrodynamics. Tel.: DI 2-7071.
- **NEWARK** (Area Code 201)
Celanese Plastic, 744 Broad St. Tel.: 642-6800.

NEW YORK

- **LONG ISLAND CITY** (see New York City)
- **NEW YORK CITY** (Area Code 212)
Audio Devices, 235 E. 42 St.
Columbia, 545 Madison Ave. Tel.: HA 1-4700. (See
local distributor)
Fine-Tone Audio Prod., 7111 20 Ave., Brooklyn.
Tel.: CL 6-7876.
R C A Victor Rec. Div., 155 E. 24 St. Zip: 10010.
Tel.: MU 9-7200.
Recoton, 46-23 Crane St., Long Island City. Zip:
11101. Tel.: EX 2-6442.
United Industries, 334 36 St., Brooklyn. Tel.:
50 8-0657, 50 8-0507.

TRADE ASSOCIATIONS

- American Guild of Authors and Composers (AGAC),
50 W. 57 St., New York, N. Y. 10019. Tel.:
(212) PL 7-8833.
Membership: Any author or composer.
- American Record Merchants and Distributors As-
sociation (ARMADA), 7600 Wayzata Blvd.,
Minneapolis, Minn. Pres.: Amos Hellicher.
Membership: Wholesale record distributors.
Record manufacturers and others related to
industry can join as associate members.
- American Record Producers and Manufacturers As-
sociation (ARPAMA), 825 Madison Ave., New
York, N. Y. 10021. Tel.: 734-4000.
- Country Music Assn. (CMA), 801 16 Ave. S., Nash-
ville, Tenn. 37204. Tel.: (615) 244-2840. Pres.:
Tex Ritter.
Membership: All those interested in advancing
the cause of country music.
- Electronic Industries Association (EIA), 1721 De-
Sales St. N.W., Washington, D. C. Tel.: (202)
NA 8-3903. Exec. V-Pres.: James D. Secret.
Membership: American manufacturers of tape
recording and playback equipment and producers
of raw and prerecorded tape.
- Institute of High Fidelity (IHF), 516 Fifth Ave.,
Rm. 1402, New York, N. Y. 10036. Tel.: (212)
MU 2-5131. Pres.: Walter O. Stanton.
Membership: Manufacturers of high-fidelity com-
ponents.
- International Association of Independent Producers
(IAIP), 1025 Connecticut Ave. N.W., Rm. 405,
Washington, D. C. 20006. Tel.: (202) 628-0177.
Exec. Sec.: H. Ralph Bowen.
Membership: Independent producers of films,
records and tapes.
- Music Operators of America (MOA), 228 N. La Salle
St., Chicago, Ill. 60601. Tel.: (312) RA 6-2810.
Exec. V-Pres.: Frederick M. Granger Jr.
Membership: Coin-operated music and amuse-
ment machine operators.
- Music Publishers Protective Assn. (MPPA), 460 Park
Ave., New York, N. Y. 10022. Tel.: (212) PL
1-1930. Chairman of the Board: Walter G.
Douglas.
Membership: Music publishers.

continued on page 125

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Membership: Vocalists, conductors, songwriters, musicians, A&R men, engineers, arrangers, art directors, annotators, others meeting voting membership requirements. Associate (non-voting) memberships are also available.

National Association of Music Merchants (NAMM), 222 W. Adams St., Chicago, Ill. 60606. Tel.: (312) AN 3-0679. Exec. V-Pres.: William R. Gard. Membership: Retailers in any facet of music business.

National Association of Record Merchandisers (NARM) 112 Beverly Rd., Philadelphia, Pa. 19151. Tel.: (215) MI 9-1900. Exec. Dir.: Jules Malamud.

Membership: Rack jobbers. Record manufacturers and rack jobber equipment suppliers can become associate members.

National Association of Retail Record Dealers (NARRD), 327 Jackson Ave., Jersey City, N. J. Tel.: (201) 432-3570. Pres.: Lou Shapiro. Membership: Retail record dealers.

Record Industry Assn. of America, Inc. (RIAA), One E. 57 St., New York, N. Y. 10022. Tel.: (212) MU B-377B. Exec. Sec.: Henry Brief. Membership: Record manufacturers.

Record One-Stop Assn., Inc. (ROSA), 511 N. Broad St., Philadelphia, Pa. 19123. Tel.: (215) WA 5-1688. Pres.: Irv Perlman. Membership: One-Stops.

RECORD DISTRIBUTORS

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Music Dist., 1000 First Ave. S. Tel.: MU 2-718B. Pres.: Stan Sulman. Labels: Command, Folkways, Imperial, Mercury, Smash, UA, Vanguard.

Stanley, 1000 First Ave. S. Tel.: MU 2-718B. Pres.: Stan Jaffe. Labels: ABC-Paramount, Atco, Canadian, American, Disneyland, Fantasy, London, Reprise, Warner Bros.

WISCONSIN

• MADISON (Area Code 608)

Tell Music, 1017 Jonathon Dr. Tel.: 257-4667. Pres.: Rolf V. Voegelin. Labels: A&M, Challenge, Crestview, Crusader, Disneyland, Elektra, Epic, Fidelity Sound, Golden, Golden World, Hickory, Jay Jay, Norman, Pacific Jazz, Pleasant Peasant, Reprise, Simon Says, Tradition, Valiant, Vista, Warner Bros., World Pacific.

• MILWAUKEE (Area Code 414)

Beckerman, 423 N. Third St. Tel.: BR 1-1739. Pres.: Harry Beckerman. Labels: Amy, Audio Fidelity, Canadian American, Colpix, Constellation, Dala, Dimension, Dooto, Eurotone, Everest, Garrett, Horizon, Loderstar Polkas, Mala, Request, Scepter, Stereoddities, Sue, Tollie, Vee Jay, Wand.

Capitol, P. O. Box 3656. Zip: 53217. Labels: Angel, Capitol.

Morley Murphy, 5151 W. State St. Tel.: GL 3-7200. V-Pres.: S. L. Stiles. Label: Columbia.

Musical Isle, 2429 W. Fond du Lac. Tel.: CO 4-4940. Chicago Tel.: (312) 346-1436. Pres.: James Tiedjens. Labels: Ambassador, Crown, Disneyland, Golden, Hamilton, Hanna-Barbera, Mercury Wing, Metro, Pickwick, Pickwick 33, Premier, RCA Camden, Strand.

JOHN O'BRIEN, 2830 W. Vliet St. Zip: 5320B. Tel.: 344-3560. Pres.: John O'Brien. Labels: AFO, Argo, Ascot, Atco, Atlantic, Blue Note, Cadet, Checker, Chess, Cimarron, Contempo, Dana, Del-Fi, Diamond, Donna, Ember, End, Enjoy, Fabor, Fantasy, GNP Crescendo, Galaxy, Gee, Gordy, Gross, Guyden, Herald, HiFi, Hollywood, International, Jamie, Josie,

Jubilee, Lenox, Life, Mainstream, Montel, Moon-glow, Motown, Musicor, Old Town, Philles, Pip, Polkaland, Prestige, Red Bird, Roost, Roulette, Sims, Specially, Squire, Starday, Status, Stax, Symbol, Tamla, Tico, Time, UA, USA, Volt. (SEE ADVERTISEMENT)

Taylor Electric, 4080 N. Port Washington Rd. Tel.: WO 4-4321. Pres.: J. A. Taylor.

Labels: Allegro, Cricket, Cuca, Happy Time, Hilltop, Pickwick 33, RCA Camden, RCA Victor.

Volume Rec. Sales, 2830 Vliet St. Tel.: DI 4-3560. Pres.: John O'Brien.

Labels: Childcraft, Cumberland, Fontana, Lime-light, Mercury, Philips, Smash, Wing.

IMPORTERS—EXPORTERS

continued from page 92

ALEX S. ROBERTS ASSOC., 99 Beekman St. Tel.: RE 2-6280. Pres.: Alex S. Roberts. (SEE ADVERTISEMENT)

SALIENT, 1265 Broadway. Tel.: LE 2-2283. Pres.: Morris Cohen. (SEE ADVERTISEMENT)

ALBERT SCHULTZ, 116 W. 14 St. Tel.: WA 4-1122. Pres.: Albert Schultz. (SEE ADVERTISEMENT)

• OCEANSIDE, L. I. (Area Code 516)

Scott Dist., 3580 Oceanside Rd. Tel.: OR B-6580. Pres.: Sidney Kruglick. Sales Mgr.: Harvey Lefkowitz.

SOUTH CAROLINA

• CHARLESTON (Area Code 803)

B & R Imports, 354 Grove St. Zone: 22. Tel.: 723-7766. Gen. Mgr.: Keith E. Robin.

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- CHICAGO (Area Code 312)
Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.
- KANKAKEE (Area Code 815)
AMBERG FILE & INDEX, 1625 E. Duane. Tel.: WE 3-3351. (SEE ADVERTISEMENT)

MICHIGAN

- CHARLEVOIX (Area Code 618)
Freedman Aircraft, P.O. Box 228. Tel.: 547-6501.

NEW JERSEY

- NEWARK (Area Code 201)
ART-PHYL, 508 Frelinghuysen Ave. New York City
Tel.: (212) WO 4-2565. (SEE ADVERTISEMENT)

NEW YORK

- NEW YORK CITY (Area Code 212)
FINE-TONE AUDIO PROD., 7111 20 Ave., Brooklyn.
Tel.: CI 6-7876. (SEE ADVERTISEMENT)

CARRYING CASES

CALIFORNIA

- LOS ANGELES (Area Code 213)
Advance Paper Box, 1900 W. 62 St. Tel.: PL 1-4141.
Capitol Rec., 3117 San Fernando Rd.
Paramount Wire Prod., 5164 Alcoa Ave. Tel.: LU 9-5721.

- SAN FRANCISCO (Area Code 415)
Gopher Litho, P.O. Box 812, Berkeley. Tel.: 843-5836.

DELAWARE

- SMYRNA (Area Code 302)
General Metalcraft, Main St.

ILLINOIS

- CHICAGO (Area Code 312)
M. M. Cole, 251 E. Grand Ave. Tel.: 257-2160.
- Lyric-Replogle, 1901 N. Narragansett Ave. Tel.: NA 2-5500.
- Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.

KANKAKEE (Area Code 815)

- AMBERG FILE & INDEX, 1625 E. Duane. Tel.: WE 3-3351. (SEE ADVERTISEMENT)

NEW JERSEY

- NEWARK (Area Code 201)
ART-PHYL, 508 Frelinghuysen Ave. New York City
Tel.: (212) WO 4-2565. (SEE ADVERTISEMENT)

PLAINFIELD (Area Code 201)

- Standard Plastic, 450 Oak Tree Ave., South Plainfield.

NEW YORK

- LONG ISLAND CITY (see New York City)
- NEW YORK CITY (Area Code 212)
Coast Mfg., 22-45 Pitkin Ave., Brooklyn. Tel.: HY 8-2330.
- Columbia, 545 Madison Ave. Tel.: HA 1-4700. (See local distributor).
- Deccafile, Decca Rec., 445 Park Ave. Tel.: PL 2-1600.
- FINE-TONE AUDIO PROD., 7111 20 Ave., Brooklyn. Tel.: CL 6-7876. (SEE ADVERTISEMENT)

- Hillcraft, 244 Fifth Ave. Tel.: OR 9-1721.

- LE-BO, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel.: RA 1-8504. (SEE ADVERTISEMENT)

OHIO

- CANTON (Area Code 216)
Embro Mfg., 908 Lawrence Rd. N.E. Tel.: 455-7051.

CATALOG SERVICES

CALIFORNIA

- LOS ANGELES (Area Code 213)
List-O-Tapes, 2720 Beverly Blvd. Tel.: 385-4211.
- Phonolog, 2720 Beverly Blvd. Tel.: 385-4211.
- Tape Parade, 2720 Beverly Blvd. Tel.: 385-4211.

ILLINOIS

- MOUNT PROSPECT (Area Code 312)
One-Spot, 701 E. Prospect Ave. Tel.: 392-1720.

MASSACHUSETTS

- BOSTON (Area Code 617)
Schwann Rec. Catalog, 137 Newbury St. Tel.: CO 6-6211.

NEW JERSEY

- HACKENSACK (Area Code 201)
Olsen Catalog of Golden Oldies, 304 Main St. Zip: 07601. Tel.: DI 3-8285.

NEW YORK

- NEW YORK CITY (Area Code 212)
Harrison Catalog of Stereophonic Tapes, 274 Madison Ave. Tel.: MU 5-5383.

PENNSYLVANIA

- PHILADELPHIA (Area Code 215)
Recordaid, P.O. Box 5765. Zip: 19120. Tel.: 924-7730.

CLEANERS, CLOTH BRUSHES

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- LOS ANGELES (Area Code 213)
Capitol Rec., 3117 San Fernando Rd. (See local distributor).
- Recoton, c/o Marshank Sales, 7422 Melrose Ave.
- SAN FRANCISCO BAY AREA (Area Code 415)
COREY OF CALIFORNIA, 930 Linden Ave. Tel.: 761-0447. (SEE ADVERTISEMENT)

ILLINOIS

- ADDISON (Area Code 312)
Jensen Ind., 301 Interstate Rd.
- CHICAGO (Area Code 312)
M. M. Cole, 251 E. Grand Ave. Tel.: 257-2160.
- Fidelitone, 6415 Ravenswood Ave. Tel.: BR 4-0075.
- Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.
- ROCKFORD (Area Code 815)
Audiotex, 400 S. Wyman. Tel.: 968-9661.
- WAUKEGAN (Area Code 312)
Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

MASSACHUSETTS

- ATTLEBORO (Area Code 617)
Transcriber, P.O. Box 478, County St. Tel.: CA 2-3525.

NEW JERSEY

- CLIFTON (Area Code 201)
Walco-Linck, 1234 State Hwy. 46.
- KEYPORT (Area Code 201)
DuoTone, Locust St. Tel.: 264-2200. New York City
Tel.: (212) DI 9-1389.
- NEWARK (Area Code 201)
ART-PHYL, 508 Frelinghuysen Ave. New York City
Tel.: (212) WO 4-2565. (SEE ADVERTISEMENT)

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- LONG ISLAND CITY (see New York City)
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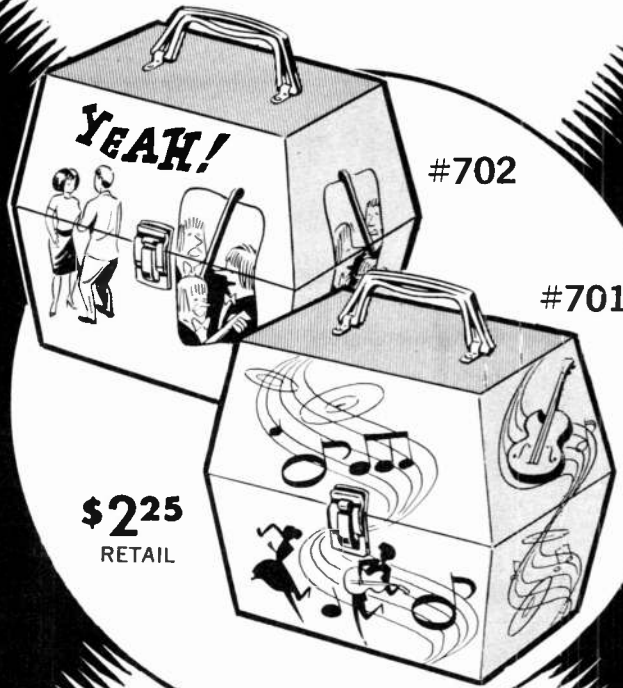
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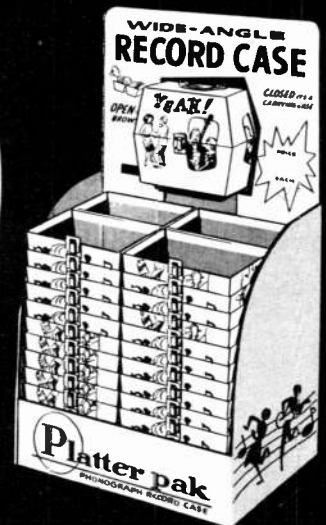
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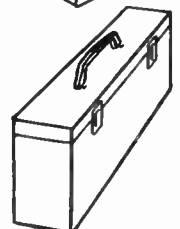
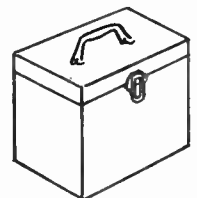
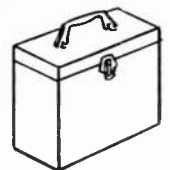


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- Columbia, 545 Madison Ave. Tel.: HA 1-4700. (See local distributor).
- Deccafile, Decca Rec., 444 Park Ave. Tel.: PL 2-1600.
- FINE-TONE AUDIO PROD., 7111 20 Ave., Brooklyn. Tel.: CL 6-7876. (SEE ADVERTISEMENT)
- Kirsch Music, 15-28 127 St., Flushing. Tel.: HI 5-7200.
- LE-BO, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel.: RA 1-8504. (SEE ADVERTISEMENT)
- Lektrostat, 845 Edgewater Rd. Tel.: 323-7700.
- Le Mire Prod., 204 W. 55 St. Tel.: CI 7-3818.
- Olympia Mfg., 239 W. 18 St. Tel.: 989-7200.
- RECOTON, 46-23 Crane St., Long Island City. Zip: 11101. Tel.: EX 2-6442. (SEE ADVERTISEMENT)
- TUCKAHOE (Area Code 914) Qualitone Ind., 17 Columbus Ave. Tel.: WO 1-5770.
- WYANDANCH, L. I. (Area Code 516) Tone-King, 358 Long Island Ave. Tel.: MI 3-8333.

OHIO
• CONNEAUT (Area Code 216) Astatic, Harbor & Jackson Sts. Tel.: 599-6916.

PENNSYLVANIA
• BROOMALL (Area Code 215) Lesco Dist., 2205 Mary Lane. Zip: 19008. Tel.: EL 6-1887.

NEEDLES

CALIFORNIA
• LOS ANGELES (Area Code 213) Capitol, 3117 San Fernando Rd. (See local distributor).
Recoton, c/o Marshank Sales, 7422 Melrose Ave.

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• ADDISON (Area Code 312) Jensen Ind., 301 Interstate Rd.

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A dozen best-seller album charts, each with full buying information ... on: Pop Instrumentals and Vocals ... Teen Faves ... Folk ... Country ... Comedy ... Children's ... Broadway Shows ... Movie Soundtracks ... Jazz ... R&B ... Opera ... Symphonies ... Concertito help you sell more LPs!

Record Dealers ... One-Stops ... Rack Jobbers ... Manufacturers ... **MAIL THE COUPON FOR INFORMATION ON HOW RECORD PREVIEW WILL SELL MORE LPs FOR YOU**

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Please tell me, without obligation, how RECORD PREVIEW will help me to sell more LP's. I am a:

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My Name _____
Company (or Store) _____
Address _____
City _____
State _____ Zip Code _____

● **CHICAGO (Area Code 312)**
 Fidelitone, 6415 N. Ravenswood Ave. Tel.: BR 4-0075.
 Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.
 Shepard Stern, 251 E. Grand Ave. Zip: 60611.
 Tel.: 257-2160.
 Zenith, 1900 N. Austin.

● **WAUKEGAN (Area Code 312)**
 Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

MASSACHUSETTS

● **ATTLEBORO (Area Code 617)**
 Transcriber, P.O. Box 478, County St. Tel.: CA 2-3525.

MICHIGAN

● **BUCHANAN (Area Code 616)**
 Electro-Voice, Cecil & Carroll Sts. Tel.: 695-6831.

NEW JERSEY

● **KEYPORT (Area Code 201)**
 Duotone, Locust St. Tel.: 264-2200. New York City
 Tel.: (212) DI 9-1389.

NEW YORK

● **LONG ISLAND CITY (see New York City)**
 ● **NEW YORK CITY (Area Code 212)**
 American Laubscher, 250 W. 57 St. Tel.: JU 6-7474.
 Columbia, 545 Madison Ave. Tel.: HA 1-4700. (See local distributor).
 Deccafile, Decca Rec., 445 Park Ave. Tel.: PL 2-1600.
 FINE-TONE AUDIO PROD., 7111 20 Ave., Brooklyn.
 Tel.: CL 6-7876. (SEE ADVERTISEMENT)
 LE-BO, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel.: RA 1-8504. (SEE ADVERTISEMENT)
 Olympia Mfg., 239 W. 18 St. Tel.: 989-7200.
 RECOTON, 46-23 Crane St., Long Island City. Zip: 11101. Tel.: EX 2-6442. (SEE ADVERTISEMENT)

● **TUCKAHOE (Area Code 914)**
 Aldshir Mfg, 111 Lake Ave. Tel.: SP 9-1297.
 Qualitone, 17 Columbus Ave. Tel.: WO 1-5770.

● **WYANDANCH, L. I. (Area Code 516)**
 Tone-King, 358 Long Island Ave. Tel.: MI 3-8333.

OHIO

● **CONNEAUT (Area Code 216)**
 Astatic, Harbor & Jackson Sts. Tel.: 599-6916.

PENNSYLVANIA

● **BROOMALL (Area Code 215)**
 Lesco Dist., 2205 Mary Lane. Zip: 19008. Tel.: EL 6-1887.

RACK MFG.

CALIFORNIA

● **LOS ANGELES (Area Code 213)**
 Custom Rec. Mfg., 5810 S. Normandie. Tel.: PL 0-3310.
 Paramount Wire Prod., 5164 Alcoa Ave. Tel.: LU 9-5721.

● **SAN FRANCISCO BAY AREA (Area Code 415)**

Gopher Litho, P.O. Box 812, Berkeley. Tel.: 843-5836.

ILLINOIS

● **CHICAGO (Area Code 312)**
 Lyric-Replogle, 1901 N. Narragansett Ave. Tel.: NA 2-5500.

Seebro Dist., 2019 S. Michigan Ave. Tel.: VI 2-8221.

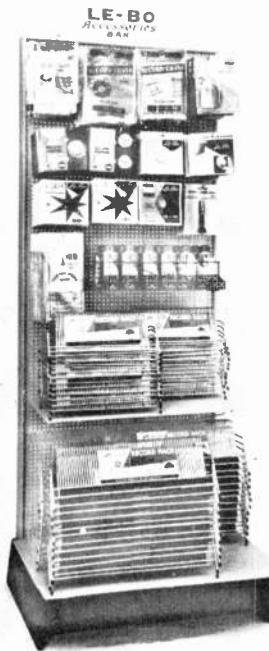
Billboard 1965-1966 International Music-Record Directory

**YOUR #1
 SOURCE FOR THE
 MOST COMPLETE
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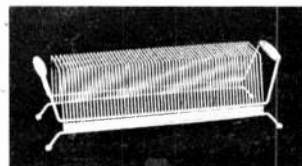
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- RECORD ACCESSORIES
- PEGBOARD POCKETS
- BROWSER DIVIDER CARDS — 12" & 7"

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 PRODUCTS CO INC

To increase your sales—
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 You'll find the most exciting,
 new items . . . all promotion-
 ally priced for fast turnover
 and BIG PROFITS!



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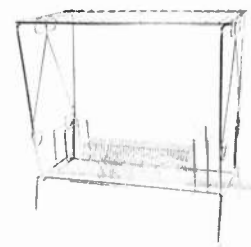


RR45

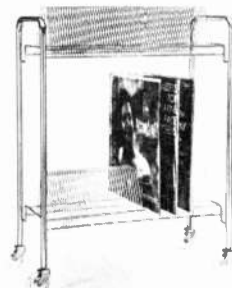


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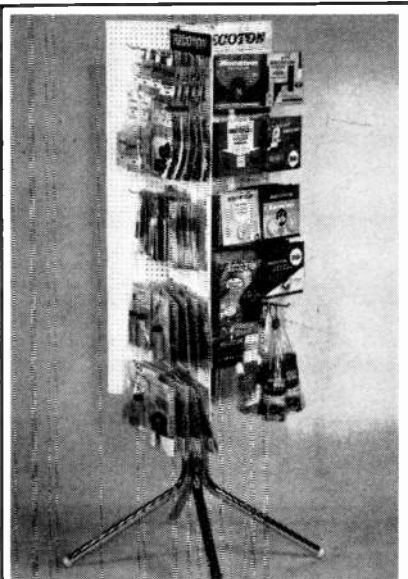


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continued

NEW JERSEY

• NEWARK (Area Code 201)
 ART-PHYL, 508 Frelinghuysen Ave. New York City
 Tel.: (212) WO 4-2565. (SEE ADVERTISEMENT)

NEW YORK

• LONG ISLAND CITY (see New York City)
 • NEW YORK CITY (Area Code 212)
 Art & Industry, 11 W. 30 St. Tel.: WI 7-7979.
 FINE-TONE AUDIO PROD., 7111 20 Ave., Brooklyn.
 Tel.: CI 6-7876. (SEE ADVERTISEMENT)
 LE-BO, 33-59 Vernon Blvd., Long Island City. Zip:
 11106. Tel.: RA 1-8504. (SEE ADVERTISEMENT)

TITLE STRIPS

CALIFORNIA

• LOS ANGELES (Area Code 213)
 Apache Prod., 3320 Barham Blvd., Hollywood. Zip:
 90028. Tel.: HO 4-3653. (Photo strips only).

NEW JERSEY

• NEWARK (Area Code 201)
 ART-PHYL, 508 Frelinghuysen Ave. New York City
 Tel.: (212) WO 4-2565. (SEE ADVERTISEMENT)
 Hit Program Serv., 1175 Broad St. Zip: 07114. Tel.:
 BI 3-0222.
 STERLING, 1175 Broad St. Tel.: BI 3-0222. New
 York City Tel.: (212) MU 2-7783. (SEE ADVER-
 TISEMENT)

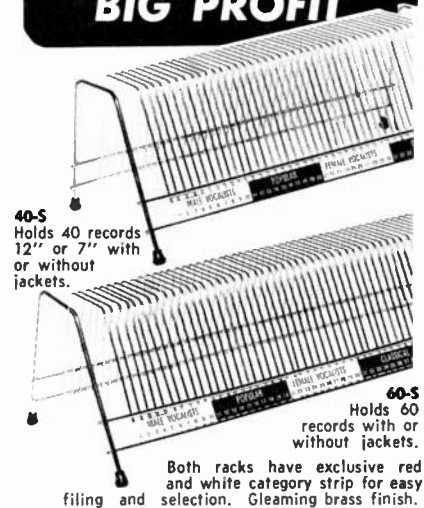
NEW YORK

• HAUPPAUGE, L. I. (Area Code 516)
 Globe Albums, Cardinal Industrial Park. Tel.: 291-
 7600.

PENNSYLVANIA

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FOR LOW PRICE and
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Record racks—display racks
 Over 20 models to choose from
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The nearly 70 years of international respect for Billboard's quality of journalism, scientific methods of research and high standards of business practice provide advertisers with an unmatched setting of prestige for their message.

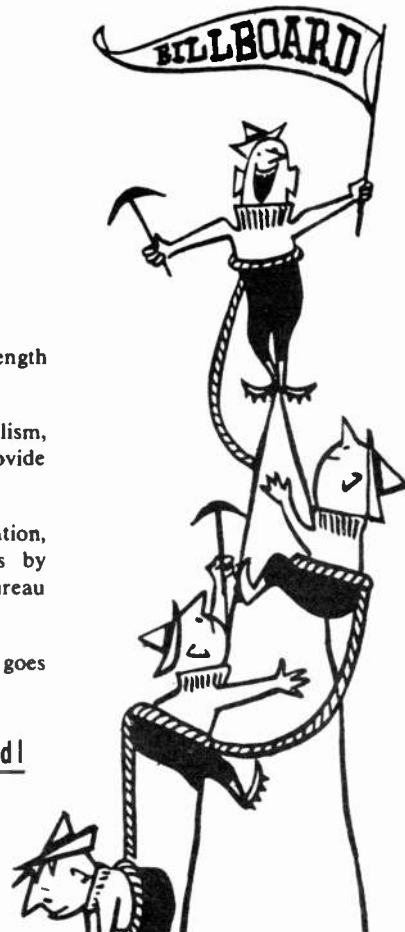
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 Nashville • London • Buenos Aires • Rio de Janeiro



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- Admiral, 3800 W. Cortland St., Chicago, Ill. 60647. Tel.: (312) 772-0100. Chm.: R. D. Siragusa. Pres.: Vincent Barreca. V-Pres. Mkt'g & Sales: R. D. Siragusa Jr. Pres. Int'l: Norman E. Johnson.
- INTERNATIONAL BRANCHES: Canadian Admiral, 501 Lakeshore Rd., Port Credit, Ontario, Canada. Tel.: (416) CR 8-5561. Pres.: Stuart Brownlee. V-Pres.: Ed Whitaker. AND: Admiral de Mexico, S.A. de C.V., Apartado Postal 23065, Mexico City 9, Mexico. Pres.: Walter J. Kohler.
- Airline (see Wells-Gardner Electronics).
- Andrea Radio, 27-01 Bridge Plaza N., Long Island City, N. Y. Tel.: (212) ST 4-5411. Pres.: Frank A. D. Andrea. Exec. V-Pres.: Frank A. D. Andrea Jr. Gen. Mgr.: Peter J. Morahan.
- Arvin, 1531 13 St., Columbus, Ind. 47201. Tel.: (812) DR 2-7271. Pres.: E. H. Stonecipher. Gen. Mgr.: H. Seigle.
- Audio-Master, 17 E. 45 St., New York, N. Y. 10017. Tel.: (212) OX 7-0725. Contact: Herbert Rosen.
- Automatic Radio, Two Main St., Melrose, Mass. 02176. Tel.: (617) 321-2300. Pres.: David Housman. V-Pres.: E. L. Housman. Sales Mgr. Spec. Serv. Div.: Leonard West. Exp. Mgr.: Walter Semonoff.
- INTERNATIONAL BRANCH: Automatic Radio of Canada, Ltd., 25 Bermondsey Rd., Toronto, Ontario, Canada. Contact: Al McLeod.
- Bradford (see Wells-Gardner Electronics).
- Capitol, Hollywood & Vine, Hollywood, Calif. 90028. Tel.: (213) 462-6252. Chm. of the Bd. & Exec. Off.: Glenn E. Wallichs. Pres. Capitol Rec.: Alan W. Livingston. Pres. Capitol Rec. Dist.: Stanley M. Gortikov, Pres., Capitol Rec. Int'l: Lloyd W. Dunn. Dir. Int'l: William B. Mickels.
- UNITED STATES BRANCHES: 3117 San Fernando Rd., Los Angeles, Calif. 90065. Tel.: (213) CL 7-8224. Dist. Sales Mgr.: Herb Whitaker. AND: 475 Barneveld, San Francisco, Calif. 94124. Tel.: (415) VA 6-5454. Dist. Sales Mgr.: Charles Bratnoder. AND: 6401 Grosse Pointe Rd., Niles (Chicago), Ill. 60648. Tel.: (312) 647-8338. Dist. Sales Mgr.: George Derken. AND: 4055 Broadway, Kansas City, Kan. 64111. Tel.: (913) JE 1-0435. Dist. Sales Mgr.: John Swenson. AND: 6910 Hardford Rd., Baltimore, Md. 21234. Tel.: (301) HI 4-6030. Dist. Sales Mgr.: Bill Dawson. AND: 71 Fourth Ave., Needham Hts., Boston, Mass. 02194. Tel.: (617) HI 9-0770. Dist. Sales Mgr.: Martti Takki. AND: 18921 Wyoming Ave., Detroit, Mich. 48221. Tel.: (313) UN 4-5001. Dist. Sales Mgr.: Jim Blackwood. AND: 2201 59 St., St. Louis, Mo. 63110. Tel.: (314) MI 7-1285. Dist. Sales Mgr.: George Derken. AND: 317 W. 44 St., New York, N. Y. 10036. Tel.: (212) PL 4-7470. Dist. Sales Mgr.: Ben Savoia. AND: 2629 N. 15 St., Philadelphia, Pa. 19132. Tel.: (215) BA 6-1550. Dist. Sales Mgr.: Bill Dawson. AND: 110-120 San Joseph St., Pittsburgh, Pa. 15210. Tel.: (412) HE 1-5803. Dist. Sales Mgr.: Jim Blackwood. AND: 5105 Lakawana St., Dallas, Tex. 75247. Tel.: (214) ME 7-0710. Dist. Sales Mgr.: Marvin Beisel. AND: 1920 Terry Ave., Seattle, Wash. 98101. Tel.: (206) MA 3-1920. Dist. Sales Mgr.: Charles Bratnoder.
- Coronado (see Wells-Gardner Electronics).
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- Curtis-Mathes 2220 Young St., Dallas, Tex. Tel.: (214) RI 8-8311. V-Pres.: E. M. Long.
- Decca, 445 Park Ave., New York, N. Y. 10022. Tel.: (212) PL 2-1600. Pres.: Milton R. Rackmil. Exec. V-Pres.: Leonard W. Schneider. V-Pres. Sales: Sydney N. Goldberg. Asst. Gen. Mgr. Int'l Sales: Hubert J. Stone.
- UNITED STATES BRANCHES: 6750 Santa Monica Blvd., Los Angeles, Calif. 90038. Tel.: (213) HO 3-7126. V-Pres.: L. C. Gilman. Mgr.: Lou Verzola. AND: 66 Dorman Ave., San Francisco, Calif. 94124. Tel.: (415) VA 4-0161. Mgr.: Vern Cupples. AND: 2452 N. W. 77 Terrace, Miami, Fla. 33147. Tel.: (305) 691-4816. Mgr.: Bert Jones. AND: 156 Alexander St., N. W., Atlanta, Ga. 30313. Tel.: (404) JA 4-8428. Mgr.: Ed Russell. AND: Honolulu Elec. Prod., 63D Piikoi St. Honolulu, Hawaii 96814. Tel.: (570) 55-211. Mgr.: Donald McKay. AND: 425 N. Michigan Ave., The Mandel-Lear Bldg., Chicago, Ill. 60611. Tel.: (312) DE 7-1100. V-Pres.: S. C. Schulz. Mgr.: A. Weiner. AND: 517 Canal St., New Orleans, La. 70130. Tel.: (504) JA 2-1786. V-Pres.: R. N. McCormick. AND: 2921 Alexander Ave., Baltimore, Md. 21215. Tel.: (301) FO 7-0710. Mgr.: Edward Keelan. AND: 138 Ipswich St., Boston, Mass. 02215. Tel.: (617) CO 6-5110. Mgr.: Allan Ross. AND: 12730 Puritan Ave., Detroit, Mich. 48227. Tel.: (313) DI 1-6040. Mgr.: Mario DeFilippo. AND: 17-19 E. Hennepin Ave., Minneapolis, Minn. 55401. Tel.: (612) FE 5-7681. Mgr.: Ozzie Lowe. AND: 2729 Gillham Rd., Kansas City, Mo. 64108. Tel.: (816) GR 1-4030. Mgr.: Carl Wayne. AND: 1905 Delmar Blvd., St. Louis, Mo. 63103. Tel.: (314) CE 1-6600. Mgr.: Max Melton. AND: 1722 Federal St., Camden, N. J. Tel.: (609) 966-7111. Mgr.: Sam Passamano. AND: Vliet & Mohawk Sts., Cohoes, N. Y. 12047. Tel.: (518) CE 7-9000. Mgr.: Leo Refice. AND: 51-11 Queens Blvd., Woodside, L. I., N. Y. 11377. Tel.: (212) HI 6-7474. Mgr.: J. McDonald. AND: Daylight Bldg., Sixth & Court, Cincinnati, Ohio. 45202. Tel.: (513) PA 1-4210. Mgr.: C. W. Doherty. AND: 746 W. Superior Ave., Cleveland, Ohio 44113. Tel.: (216) 621-9770. V-Pres.: William Glaseman. Mgr.: Bill Green. AND: 741 Gallo-way Ave., Memphis, Tenn. 38105. Tel.: (901) 527-4539. Mgr.: Jack Brown. AND: 139 Cole St., Dallas, Tex. 75207. Tel.: (214) RI 2-3739. Mgr.: C. E. McNabb. AND: 3131 Western Ave., Seattle, Wash. 98121. Tel.: (206) AT 4-8060. Mgr.: Bob Gardner.
- Dormeyer (see Webcor).
- Dumont (see Emerson).
- Dynavox Electronics, 40-05 21 St., Long Island City, N. Y. 11101. Tel.: (212) ST 6-3770. Pres.: Joseph Dworken.
- Electron Ent., 6727 Stanley Ave., Berwyn, Ill. Tel.: (312) BI 2-2636. Pres.: J. Cimfe. V-Pres.: R. Stauber. Sales: J. R. Cimfe.
- Electronic Creations, 444 S. Ninth Ave., Mt. Vernon, N. Y. Tel.: (914) OW 9-2100. Pres.: Isidore Rothman.
- Emerson Radio, 680 Fifth Ave., New York, N. Y. 10019. Tel.: (212) 757-5885. Pres.: Benjamin Abrams. V-Pres. Mkt'g: Seymour Mintz. V-Pres. Sales: Emerson Div.: Leo Hann. V-Pres. Sales, Dumont Div.: Michael J. Ranalli.
- Fanon Electronic Ind., 439 Frelinghuysen Ave., Newark, N. J. Tel.: (201) BI 3-1020. Pres.: Salo Nachtigall. Exec. V-Pres.: Walter Nachtigall. V-Pres. Sales: Murray Trotiner.
- UNITED STATES BRANCH: Fanon-Masco West, 1350 N. Highland, Hollywood, Calif. Reg'l Sales Mgr.: Morris Adato.
- INTERNATIONAL BRANCH: Fanon Electronics of Canada, Ltd., 489 King St. W., Toronto, Ontario, Canada. Contact: Harold Rosen, Mike Rosen.
- Fisher Radio, 21-21 44 Dr., Long Island City, N. Y. 11101. Tel.: (212) EX 2-8900. Pres.: Avery Fisher. Exec. V-Pres.: Ben L. Arons. Sales Mgr. Console Div.: James J. Carroll. Sales Mgr. Component Div.: Harry Norman. Dir. Exp. Sales, Int'l: Ben Buxton.
- General Electric, Radio Receiver Dept.: 1001 Broad St., Utica, N. Y. Tel.: (315) SW 7-1000. Mkt'g Mgr.: John S. Chamberlin. Mgr. Mfg.: Wesley A. Estabrook.
- Main Branch for Audio Prods.: 2200 N. 22 St., Decatur, Ill. 62525. Tel.: (217) 428-4311. Gen. Mgr.: H. D. Waldron. Mkt. Mgr.: J. L. Hunter. Sales/Consoles: J. E. Wiegell. Sales/Portables: J. A. Enggaard.
- Gotham-Crestmark, 170 Michael Dr., Syosset, N. Y. 11791. Tel.: (516) WA 1-4500. Pres.: Marvin J. Frank. V-Pres.: Stanley Cohen. Sales Mgr.: Irv Kaplan.
- Guild Radio & Television, 460 N. Eucalyptus Ave., Inglewood, Calif. 90302. Tel.: (213) OR 8-7771. Pres. & Sales Mgr.: Lou Dolugin.
- Hoffman Electronics, 4501 N. Arden Dr., El Monte, Calif. 91734. Tel.: (213) 686-0123. Pres. & Chm. of the Bd.: H. Leslie Hoffman. V-Pres. Consumer/Ind'l Div.: R. B. Cox. Gen. Mgr. Consumer/Ind'l Div.: R. L. Jablonski. Adv. Dir.: E. A. Tischer. Int'l: A. C. Maxwell.
- UNITED STATES BRANCHES: Hoffman Consumer Prods. Div., 55550 Harbor St., City of Commerce, Los Angeles, Calif. 90022. Tel.: (213) 685-5363. AND: Hoffman Prods., 571 W. Jackson, Chicago, Ill. 60606. Tel.: (312) 427-9151.
- M P Engineering, Fairfield, Conn. 06432. Tel.: (203) 268-2385. Contact: M. Paneyko.
- Magnavox, Exec. Offices, 270 Park Ave., New York, N. Y. Tel.: (212) YU 6-0055. Pres.: Frank Freimann. V-Pres. & Sales Mgr.: George H. Fezell. AND: Corporate Offices, 2131 Bueter Rd., Fort Wayne, Ind. Tel.: (219) 743-9721. V-Pres. & Sales Mgr.: George H. Fezell.
- Major Electronics, 1776 Eastern Parkway, Brooklyn, N. Y. Tel.: (212) HY 8-7200. Pres.: M. V. Lane. V-Pres.: Steve Lane & Bill Lane. Gen. Mgr.: S. Smolen.
- Majorette, 2124 Bergen St., Brooklyn, N. Y. (see Major).
- Masco (see Fannon Electronic Ind.).
- Motorola Consumer Prods., 9401 W. Grand, Franklin Park, Ill. Tel.: (312) NA 5-6000. Pres.: S. R. Herkes. V-Pres.: J. F. Haley & C. V. Phillips.
- Olympic Radio & Television Sales, div. of Lear Siegler, Inc., 34-01 38 Ave., Long Island City, N. Y. 11101. Tel.: (212) EX 2-5200. Pres.: Morton M. Schwartz. Exp. Mgr.: Jack Goldman.
- UNITED STATES BRANCHES: 4341 District Blvd., Los Angeles, Calif. Tel.: (213) LU 9-5246. Contact: Harry Green. AND: 450 Ninth St., San Francisco, Calif. Tel.: (415) UN 1-8308. Contact: Dore Schwab. AND: Selden St., New Haven, Conn. Tel.: (203) FU 9-2161. Contact: Ted Bloom. AND: 1447 Diversey Parkway, Chicago, Ill. Tel.: (312) WE 5-6421. Contact: Jack Izenstark. AND: 1504 Ridgely St., Baltimore, Md. Tel.: (301) LE 9-3161. Contact: George Rosen. AND: Seven Westminster Ave., Roxbury, Mass. Tel.: (617) GA 7-7047. Contact: Sam Chiacchia. AND: 7460 Intervale Ave., Detroit, Mich. Tel.: (313) TE 4-6720. Contact: Max Lipin. AND: 4906 W. 35 St., Minneapolis, Minn. Tel.: (612) 927-6511. Contact: Dan McKinnon. AND: 7155 Manchester Ave., St. Louis, Mo. Tel.: (314) MI 7-1155. Contact: Tom Cutler. AND: 251 Hillside Ave., Newark, N. J. Tel.: (201) BI 2-4157. Contact: Richard Dreazen. AND: 18 Interstate Ave., Albany, N. Y. Tel.: (518) HE 8-3587. Contact: Charles Corman. AND: 94 Pearl St., Buffalo, N. Y. Tel.: (716) TL 6-2651. Contact: Bob Whitehaw. AND: 89-89 Union Turnpike, Glendale, N. Y. Tel.: (212) HI 1-6400. Contact: Bill Goldberg. AND: 845 Hiawatha Blvd. W., Syracuse, N. Y. Tel.: (315) 474-3396. Contact: Glenn Sheldon. AND: 2625 St. Clair Ave., Cleveland, Ohio. Tel.: (216) MA 1-4136. Contact: Ted King. AND: 5621 Walnut St., Philadelphia, Pa. Tel.: (215) SH 8-6060. Contact: Ed Beetem. AND: 2930 Liberty Ave., Pittsburgh, Pa. Tel.: (412) GR 1-4081. Contact: Harold Gold. AND: 9001 Diplomacy Row, Dallas, Tex. Tel.: (214) ME 7-0790. Contact: Earl Kittleson. AND: 2210 Edwards St., Houston, Tex. Tel.: (713) UN 9-4677. Contact: K. P. Roberts. AND: 825 S. Stacy St., Seattle, Wash. Tel.: (206) MA 3-8650. Contact: George Shipman.
- Packard-Bell Electronics, 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel.: (213) 272-6141. Corp. Chm. of Bd. & Exec. Off.: R. S. Bell. Corp. Pres.: W. B. Sell. Pres. Sales & Int'l: K. R. Johnson.
- Philco, a subsidiary of Ford Motor Co., "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel.: (215) 443-6000. Pres.: Robert O. Fickes. V-Pres. Int'l Div.: W. S. Bopp.
- INTERNATIONAL BRANCHES: Philco Argentina, S.A., Canada de Gomez 5567 Buenos Aires, Argentina, S.A. Tel.: 60-2061. Gen. Mgr.: W. S. Rolston. AND: Philco Radio e Televisao Ltda., Virginia, 289 (Tatuape), Sao Paulo, Brazil, S.A. Tel.: 93-6193. Mng'g Dir.: F. L. Sherman. AND: Philco Corp. of Canada, Ltd., 900 Don Mills Rd., Toronto, Ontario, Canada. Tel.: (416) 444-2541. V-Pres. & Gen. Mgr.: R. A. MacDonald. AND: Philco Italiana S.p.A., Via 9, Marconi, 14-22 Ponta San Pietro, Bergamo, Italy. Tel.: 611-560. Pres. & Gen. Mgr.: L. DiPiramo. AND: Philco S.A. de C.V., Clavel 157, Mexico D. F., Mexico. Tel.: 47-46-20. Pres. & Gen. Mgr.: H. L. Cummings. AND: Philco Corp. S.A., Avenue de Beauregard 3, Fribourg, Switzerland. Tel.: 266-24. Mng'g Dir.: K. Datwyler. Phonola (see Waters-Conley).
- Pilot Radio, 100 Electra Lane, Yonkers, N. Y. 10704. Tel.: (914) BE 7-7700. Pres.: Morris Sobin. Nat'l Sales Mgr.: Morris H. Housel.
- RCA Sales, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel.: (317) ME 6-5311. Pres.: Bryce S. Durant. V-Pres. Product Planning: Jack K. Sauter. V-Pres. Adv. & Sales Promo.: Jack M. Williams. V-Pres. Sales: Joseph P. Bannon. Mgr. OEM & Int'l Sales Rel.: Louis J. Collins.

continued on page 199

International Music Record Section

Argentina	Denmark	Hong Kong	Mexico	Puerto Rico
Australia	Dominican Republic	Hungary	Morocco	South Africa
Austria	Ecuador	Iceland	Netherlands	Spain
Bahamas	Eire	India	Netherlands Antilles	Sweden
Belgium	El Salvador	Indonesia	New Zealand	Switzerland
Bermuda	England (See United Kingdom)	Iran	Nicaragua	Thailand
Bolivia	Finland	Israel	Nigeria	Trinidad & Tobago
Brazil	Formosa	Italy	Norway	Turkey
British Guiana	France	Jamaica	Pakistan	United Arab Republic
Bulgaria	Germany, East	Japan	Panama	United Kingdom
Canada	Germany, West	Kenya	Paraguay	Uruguay
Chile	Greece	Korea, Republic of	Peru	U.S.S.R.
Colombia	Guatemala	Lebanon	Philippines	Venezuela
Costa Rica	Haiti	Malaysia	Poland	Viet Nam, Republic of
Czechoslovakia	Honduras	Mali Republic	Portugal	Virgin Islands (U. S.)
				Yugoslavia

ARGENTINA

Population: 1960 census—20,005,691; latest official estimate—22,045,000.

Per capita average income: U. S. \$80.

Records exported to U. S. (factory value): 1964—\$2,494.

Record sales (at retail): U. S. dollars, \$10,000,000; up 20% from \$8,000,000 in 1963.

Origin of music on pop records: Domestic, 60% (1963—75%); U. S. 20% (1963—10%); other: 20% (1963—15%).

Records imported from U. S.: None.

Average Retail price: LP's—U. S. dollars, \$4.50; EP's—\$1.75; Singles—\$1.15.

Record distribution system: Manufacturer to dealer. Discounting: Occasional.

Record Club Sales: 1%.

Stereo Sales: 3%.

Number of medium wave radio stations: 70.

Number of juke boxes: 1,000.

Television stations: 20.

Ruben Machado

● record manufacturers

C B S, Paraguay 1583, Buenos Aires. Tel.: 42-3971/4307. Cable: Colrecord. Gen. Mgr.: Juan Truden. Sales: Douglas Taylor.

This company represents: CBS Columbia (USA), Ricordi (Italy), Plaza (Brazil).

Disk Jockey, Pedro Goyena 70-72, Buenos Aires. Tel.: 92-7700-8200. Pres.: Manuel Rodriguez Luque.

This company represents: Palette (Belgium), Continental (Brazil), Barclay (France), Chantier (Brazil), Antar (Uruguay), Artone (Holland), Kim (Japan), Tizoc (Mexico), Sonn (Venezuela).

Famous, Peru 151, Buenos Aires. Tel.: 26-3298.

Gen. Mgr.: I. W. Morris. Sales: Mike Davis. Label: Ariel.

This company represents: ABC Paramount (USA), Colpix (USA), Musidisc (Brazil), EMI (England), Fonograma (Venezuela), Tropical (Colombia).

Fenix, Bouchard 644, Buenos Aires. Tel.: 32-6516.

Top Exec.: J. Incio. Label: Fenix.

Fermata, San Martin 640, Buenos Aires. Tel.: 31-9330/9377. Cable: Fermata Baires. Pres.: Enrique Lebendiger & Mauricio Brenner; Sales: Gerardo Grassi.

This company represents: Cameo-Parkway (USA), Red Bird (USA), Style (Italy), Ri Fi (Italy), Clan (Italy), Jaguar (Italy), Jolly (Italy), AZ (France), Festival (France), Prosadis (France), Triola (Denmark), RGE (Brazil), Momo (Brazil), Fermata (Brazil).

H & R, Alberdi 157, Salta. Top Exec.: H. Maluf.

Label: H & R.

Industrias Electricas y Musicales Odeon, Corrientes 485, Buenos Aires. Tel.: 49-6651/57. Cable: Turntable Baires. Gen. Mgr.: Philip Brodie. Sales: E. O. Rosso; A&R: Jose Rota & Fernando Lopez; Int'l: Miguel Scaglia.

This company represents: Capitol (USA), Decca (USA), Liberty (USA), London (USA), Warner Bros. (USA), EMI (England), Musart (Mexico), Voce Del Padrone, Columbia, Parlophone (Italy), Carish (Italy), Toshiba (Japan), Pathe (France).

Microfon, Lavalle 1759, Buenos Aires. Tel.: 49-6128.

Pres.: Mario Kaminsky. Int'l: Norberto Kaminsky.

This company represents: Audio Fidelity (USA), Coral (USA), Brunswick (USA), Canadian-American (USA), Prestige (USA), Everest (USA), Supraphone (Czechoslovakia).

Phonogram, Cordoba 1351, Buenos Aires. Tel.: 44-3180. Cable: Phonogram Saic. Sales: Maximo Wyngaard. Label: Philips.

This company represents: Archiv (Germany), Deutsche Grammophon (Germany), Polydor

(Germany), Mercury (USA), MGM (USA), Verve (USA), Buena Vista (USA).

R C A Victor Argentina, Paroissien 3960, Buenos Aires. Tel.: 70-4171. Cable: Victor. Sales: Adolfo Pino. Labels: RCA Victor, Vik, X, Camden

This company represents: Ariola (Germany).

Serenata, Esmeralda 433, Buenos Aires. Tel.: 49-0440. Mgr.: Guillermo F. Capdevilla.

Sicamericana, Jose E. Uriburu 40, Buenos Aires. Tel.: 46-9807. Pres.: Nestor Selasco; V-Pres.: Luis Calvo. Label: Music Hall.

This company represents: Reprise (USA), Dot (USA), CGD (Italy), Kapp, (USA), Vanguard (USA), Roulette (USA), Seeco (USA), Plaza (Brazil), Gama (Mexico), Fuentes (Colombia), Orfeon Peerless (Mexico), Copacabana (Brazil), Demon (Chili), King (Japan), Pacific (France).

Surco, Tucuman, 439 Buenos Aires. Tel.: 32-0123.

Pres.: Enrique Iriberry & Atilio Suva. Labels: Opus and Calesita.

This company represents: United Artists (USA), Atlantic (USA), Cetra (Italy), Telefunken (Germany), Vox (France).

Tonodisc, 15 de Noviembre 1287, Buenos Aires. Tel.: 23-7724. Pres.: Jorge Cesar Esperon.

This company represents: Command (USA), Westminster (USA), Artone (Holland), Tamla-Motown (USA).

● music publishers

Edami, Lavalle 1494, Buenos Aires. Tel.: 40-8853.

Mgr.: Alberto Martinez.

Fermata Internacional, San Martin 640, Buenos Aires. Tel.: 31-9330/9377. Mgr.: Mauricio Brenner.

Gaucho, J. B. Alberdi 3743, Buenos Aires.

Korn, Julio, Moreno 2034, Buenos Aires. Tel.: 47-3622/47-6141. Mgr.: Ricardo Korn.

Lagos, Talcahuano 638, Buenos Aires. Mgr.: G. Lagos.

Neumann, Maipu 235, Buenos Aires. Tel.: 46-5343.

Mgr.: Carlos Di Liscia.

Editorial Perrotti, Cevallos 1110, Buenos Aires.

Editorial Pirovano, Pasco 1267, Buenos Aires.

Ricordi Americana, Cangallo 1570, Buenos Aires.

Select, Callao 420, Buenos Aires. Mgr.: Oscar Rubinstein.

Smart, Santa Fe 1552, Buenos Aires. Tel.: 44-5796.

Mgr.: Romiglio Giacompol.

Sprint Music, Lavalle 560, Buenos Aires. Tel.: 32-8936. Mgr.: Jose Russo.

Tempo, Callao 182, Buenos Aires. Mgr.: A. Anorato.

● supplies & services

PRESSING PLANTS

C B S Columbia, Victor Martinez 1824, Buenos Aires.

Galvadis, 11 de Setiembre 481, Ciudadela.

H & R Maluf, Francisco Bilbao 2248, Buenos Aires. Tel.: 63-6534.

Phonogress, Perito Moreno 235, Temperley.

R C A Victor, Paroissien 3960, Buenos Aires. Tel.: 70-4171.

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C B S Columbia, Paraguay 1583, Buenos Aires.
Constelacion, Belgrano 1666, Buenos Aires.
Ion, Hipolito Irigoyen 2512, Buenos Aires.
Music Hall, Jose E. Uriburu 40, Buenos Aires.
Odeon, Cordoba 669, Buenos Aires.
Philips, Cordoba 1351, Buenos Aires.
R C A Victor, Paroissien 3960, Buenos Aires.
San Martin, Tucuman 451, Buenos Aires.

TRADE ORGANIZATIONS

Asociacion de Directores de Orquesta.
Asociacion de Profesorado Orquestal (APO).
Sindicatos de Musicos.

AUSTRALIA

Population: 1961 census—10,508,186; latest official estimate—11,185,000.

Records imported from U. S. (factory value): 1964—\$267,295.

Domestic record production, 8 months ending Feb., 1965: LP's—3,020,050 units (12"), 42,456 units (10"); EP's—1,105,856 units; Singles—2,811,938 units.

Stereo sales: Approx. 15 per cent of all LP sales.
Record club sales: Approx. 10 per cent of all sales.
Discounting: Rare. **George Hilder**

● record manufacturers

Amalgamated Wireless (Australasia), 47 York St., Sydney. Tel.: 2-0233. Mng'g Dir.: Sir Lionel Hooke; Rcd'g Mgr.: K. Johns. Label: Radiola.
Astor Electronics, Astor House, 161-173 Sturt St., South Melbourne. Tel.: 69-0300. Label: Astor.
This company represents: Reprise, Colpix, Audio, Fidelity, Verve, Vanguard (USA); Hifirecord, Crown Twin Hits.

Australian, P.O. Box 267, Crown St. P.O., Sydney; 11-19 Hargrave St., East Sydney. Cable: Colrecord. Mng'g Dir.: A. W. Smith; A&R: S. Libaek; Sales: R. Calcutt.
This company represents: CBS, Warner Bros.,

United Artists, Kapp, Medallion, Epic, Roulette, Hickory, Sue, Chess, Palette.

Boosey & Hawkes, National Bldg., 250 Pitt St., Sydney. Tel.: 61-9046. Mng'g Dir.: George S. Cooper. Labels: Boosey & Hawkes, Bosworth, Major.

Carinia, Daking House, Rawson Place, Sydney. Tel.: 61-3234 & 211-3193. Mgr.: M. Kulakowski. Label: Carinia.

This company represents: Elite Special, Ricordi, Telefunken, Monitor, Jugotan.

E M I, Emitron House, 301 Castlereagh St., Sydney. Tel.: 2-0912. Cable: Emitron. Chm. & Mng'g Dir.: J. M. Burnett, CBE.

This company represents: Ace of Clubs, Ace of Diamonds, Adaire, Admiral, Alan Kelley, Alladin, All Boy, Alley, Allied Artists, Allwood, American Arts, Amy, Angel, Antler, Apache, Arlen, Auburn, Aurora, Ava, Avanti, Bandstand, Bat, Beacon, Bell, Beltona, Best, Big Top, Blackhawk, Bobbin, Buckley, Cadette, Cameo, Cannon, Capitol, Carlton, Century, Chairman, Challenge, Charter, Coed, Collier, Colonial, Columbia (England), Concert-Disc, Contemporary, Constellation, Cotton Town Jubilee, Counterpoint, Courtney, Cover, Crescendo, D-L, Dale, Decca (England), Delaware Valley, Del-Fi, Delyse, Dial, Diamond, Discomoda, Disneyland, Divinity, Do-Re-Mi, Dunes, Dynovox, Ebb Tide, Eclipse, Edit, Electrola, Emerson, Era, Eric, Esoteric, Everest, Excello, Fantasy, Fayette, Felsted, Fire, Folklore, Fury, GNP, Garpax, Garrett, Genius, Gold Town, Good Time Jazz, Gordy, Gramercy, Gulf, Gusto, HMV, Harmon, Hart-Vann, Hi, Highlane, Imperial, In, Irish, Jackpot, Jamco, Judo, Kama, Keith, Lancer, Lawn, Lemay, Liberty, Liberty Bell, Lively Art, Logo, London, Louis, Ludix, Lyco, MGM, M & H, Mala, Martay, Maxx, Melody, Metro, Metronome (Sweden), Monogram, Monument, Motown, Music Clef, Musicnote, Musicone, Nashboro, Neale, Near East, Newjazz, Odeon, Parkway, Parlophone, Pathe, Pear, Pen, Philles, Pike, Plaza, Post, Premer, Premiere, President, Press, Prestige, Prestige-Int'l, Quaker Town, RGE, Ray, Regina, Rendezvous, Romac, Santo, Sar, Scarlet, Sea-Horn, Seville, Shar-Dee, Shell, Soma, Soul, Spark, Specialty, Splash, Stage, Stan, Starday, Starfire, Sultan, Sun, Sunland, Swan, Tahoe,

Take Ten, Talent, Tamla, Tarwee, Tilt, Titanic, Toshiba, Tru-Sound, Unical, Unison, Unity, VIP, Viscount, Vocalion, Warrior, Wedge, Whippet, Workshop, World Artists, XYZ, Zeida.

Europa, Fourth Fl., Adams Chambers, 484 George St., Sydney. Tel.: 26-2635. Mgr.: Albert Yacoel. Labels: Secco, Europa-Teppaz.

Festival, 223-229 Harris St., Pymont. Tel.: 68-4021. Cable: Festival, Sydney. Exec. Dir.: F. C. Marks; Gen. Mgr.: G. E. Marshall; Sales Mgr.: N. Brown. Labels: Festival, Ampar.

This company represents: Leodon, Coral, Brunswick, Command, Grand Award, Impulse, Westminster, Dot, 20th-Fox, Atlantic, Laurie, Vee Jay, A & M, Ember, King, Island, Vox, Jay Gee.

Jewel, 29 Bligh St., Sydney. Mng'g Dir.: D. B. Lockyer. Labels: Jewel, Talent.

Minstrel, 467 Parramatta Rd., Leichhardt. Tel.: 56-4383. Cable: Minstrel. Mgr.: A. D'Ambr. Label: Minstrel.

This company represents: Cetra, Fonit, CGD, Vis, Jukebox (JB).

Philips, 69-79 Clarence St., Sydney, N.S.W. Tel.: 2-0223. Cable: Argenta. Labels: Philips, Polydor, Deutsche Grammophon, Fontana, Mercury, Riverside, World Pacific, Pacific Jazz, Caedmon, Zodiac, Scepter.

R C A, 221 Elizabeth St., Sydney. Tel.: MA-8541. Cable: Radiointer. Mng'g Dir.: R. E. Tolnay; Exec. Dir.: K. F. Fiddin. Mgr.: C. Pickford. Labels: RCA, RCA Camden, VIK, RCA Victrola, Bluebird

Recording Society of Australia, G.P.O. Box 572, Sydney. Pres.: Prof. Donald Peart. Non-profit organization.

Simcol Rec. Agency, 9 Everard St., Hunters Hill, Sydney, N.S.W. Tel. 89-4205. Dir. & Sales: N. Coleman; A&R: Elizabeth M. Sim. Label: Pedigree.

W & G Rec. Processing, 185-187 a'Beckett St., Melbourne. Tel.: 329-7255. Dir.: E. A. White; Gen. Sales Mgr.: M. D. Angus. Label: W & G. **This company represents:** Gem, Time, Diaphon, Music Minus One, Spoken Arts, Oriole, Embassy.

Wattle, One Arundel St., Glebe, N.S.W. Tel.: 68-4821. Mng'g Dir.: Peter Hamilton. Label: Wattle.

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● music publishers

Accolade, 255 Sailors Bay Rd., Northridge, N.S.W.
Contact: D. Harper.

Albert, J. & Son, 137 King St., Sydney, N.S.W.
Contact: A. F. Albert.

Allans, G.P.O. Box 513 J, Melbourne, Victoria.
Contact: R. E. Bare.

Apollo, Astor House, 121 Sturt St., South Melbourne, Victoria. Contact: Neville Smith.

April, 11-19 Hargrave St., East Sydney, N.S.W.
Tel.: 31-4111. Mgr.: S. Libaek.

Belinda, Third Fl., MacDonell House, 321 Pitt St., Sydney, N.S.W. Mng'g Dir.: N. Whiteley.

Boosey & Hawkes, 250 Pitt St., Sydney, N.S.W.
Contact: G. S. Cooper.

Castle, P.O. Box 352, Haymarket, N.S.W. Mgr.: J. H. Halford.

Chappell, G.P.O. Box 1486, 68-70 Clarence St., Sydney, N.S.W. Tel.: 29-4681. Cable: Symphony. Mgr.: W. B. Ahrens

Connelly, Reg, 21 Eliott St., Belmain, N.S.W.
Cricket (see Leeds).

Essex, 324 Pitt St., Sydney, N.S.W. Gen. Mgr.: S. R. Farr.

Joye, c/o Festival Rec., 223-229 Harris St., Pyrmont, N.S.W.

Leeds, 324 Pitt St., Sydney. Tel.: 61-6088/9. Cable: Leedsmusic. Mng'g Dir.: Jack H. Argent.

Maxana (see Leeds).

Mogull, Ivan, 301 Castlereagh St., Sydney. Pres.: Ivan Mogull.

Music Houses of Australia, 416 George St., Sydney, N.S.W. Contact: B. Grant.

Pincus-Gil (see Leeds).

Ricordi, G., 164 Pitt St., Sydney, N.S.W. Mgr.: D. James.

Sandy, Suite 533, 27 O'Connell St., Sydney, N.S.W.

Seven Seas, Suite 533, 27 O'Connell St., Sydney, N.S.W.

Southern, 40 York St., Sydney, N.S.W. Mng'g Dir.: C. Vaughan Smith.

South Mountain (see Leeds).

Spanka Music, 185 a'Beckett St., Melbourne, Victoria. Mgr.: C. C. Bruce.

Spoone (see Leeds).

Tangerine (see Leeds).

TU-Con (see Leeds).
Victoria (see Leeds).
Woomera, 185 a'Beckett St., Melbourne, Victoria.
Mgr.: C. C. Bruce.

● importers & exporters

Allen, 276 Collins St., Melbourne, Victoria.
Edels, 88 King St., Sydney, N.S.W.
Scala Rec., Alderson Bldg., 504-520 Pacific Highway, St. Leonards, N.S.W. Tel.: 43-0243. Dir.: G. Polgar.

● supplies & services

MUSIC LICENSING ORGANIZATIONS
Australasian Performing Right Assn., 66 Pitt St., Sydney, N.S.W.
McFadden, J., 67 York St., Sydney, N.S.W.

PRESSING PLANTS
Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.
Australian, 11-19 Hargrave St., East Sydney, N.S.W.
E M I, 301 Castlereagh St., Sydney, N.S.W.
Festival, 223 Harris St., Pyrmont, Sydney, N.S.W.
Mann, Peter, 3 Estella St., Melbourne, S.E. 6, Victoria.
R C A, 221 Elizabeth St., Sydney, N.S.W.
W & G Rec. Processing, 185 a'Beckett, Melbourne, Victoria.

PROMOTION & PUBLICITY
Continental, 29 Bligh St., Sydney, N.S.W. Mng'g Dir.: S. Turoczi.

RECORDING STUDIOS
Amalgamated Wireless, 167 Queen St., Melbourne, Victoria. AND: 47 York St., Sydney, N.S.W.
Australian, 11 Hargrave St., East Sydney, N.S.W.
Clark Martin, 28 Bay View Terrace, Mosman Park, Perth.
E M I, 301 Castlereagh St., Sydney, N.S.W.
Earway, 15 Mary St., Brisbane.
Festival, 223 Harris St., Pyrmont, N.S.W.
Gale Sound, 576 Hay St., Perth.
Harmony House, 177 George St., Sydney, N.S.W.
Sonic & Television Engineers, 233 Rundle St., Adelaide.
W & G, 185 a'Beckett St., Melbourne, Victoria.

AUSTRIA

Population: 1961 census—7,063,796; latest official estimate—7,215,000.
Per capita income: \$100 to \$250 annually.
Number of record players in Homes: 400,000.
Records imported from U. S. (factory value): 1964—\$32,430; 1963—\$25,500; 1962—\$21,500; 1961—\$12,800.
Records exported to U. S. (factory value): 1964—\$5,097.
Average retail prices: Austrian prices are equal in Mono or Stereo. 12-inch LP's, 150 Austrian schillings (\$6); 10-inch LP's, 105 Austrian schillings (\$4); 7-inch EP's 55 Austrian schillings (\$2.20); Singles, 33 Austrian schillings (\$1.25).
Record club sales: 12% of all sales, as in 1963.
Stereo sales: 33% of all sales.
Medium wave radio: Oesterreichischer Rundfunk with main studio at Argentinierstrasse 30A, Vienna IV. Has six additional studios in Linz, Graz, Salzburg, Klagenfurt, Innesbruck, Dornbirn. Office Address: Schellinggasse, Vienna 1. Same company operates TV broadcasting network.

● record manufacturers

Amadeo, 17 Untere Donaust., Vienna 2. Tel.: 24.35.98. Cable: Amadeodisc. Gen. Mgr. & Pres.: Dr. Heinrich Haerdtl; Sales & Int'l: Stephan Friedberg.
This company represents: Amadeo (Austria), Barclay (France), Barenreiter-Musicaphon (Germany), Cadence (USA), CBS (USA), Christophorus (Germany), Ember (England), Funckler (Holland), Hickory (USA), Erato (France), Palette (Belgium), Phonag (Switzerland), Ricordi (Italy), Riviera (France), Roulette (USA), Vanguard (USA).
International representatives: Belgium (Inelco), Denmark (Tono), Finland (Fazer), France (La Compagnie Europeenne du Disque), Germany (Philips), Japan (Nippon Columbia), Norway (Norsk Phonogram), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon), Spain (His-pavox), Italy (Ricordi).

Ariola, 5 Rotenturmstr., Vienna 1. Tel.: 63.55.97. Austrian Rep.: Egmont Luftner.
This company represents: Ariola, Atlantic, Cameo-Parkway, Eurodisc, Italia International, Metronome, Time.

Centrocord, 4 Johannesgasse, Vienna 1. Tel.: 52.99-55. Austrian Rep.: Helmuth Bischof.
This company represents: Blue Note, Durium, Mode, Pop, Sonet, Storyville, Saba, Tempo, Vogue, Triola, Sprint, Marche Estere, Serie Circus, Royal, Curci, Pacific, Discmec, Line, Red Bird, Kapp, Dot, Disc AZ, Pye, Dillard, Rigolo, Piccadilly, Scepter, Elite Special, Bellaphon, Style-Phonocolor.

Columbia, Oesterreichische Graphophon, 2 Fuehrichgasse, Vienna 1. Tel.: 52.88.09. Pres. J. C. Reymond; Austrian Rep.: Dkfm. Ernst Schmickl.
This company represents: Angel, Capitol, Columbia, Concert-Classic, Electrola, Encore, English by Radio, Gloria, HMV, Hor'zu, Imperial, La Voce del Padrone, La Voix de son Maitre, Magic-Notes, Monitor, Musica Sacra, Liberty, Odeon, Paperback-Classics, Parlophon, Pathe, Regal, Stateside, Tower.

Musica, P.O. Box 132, Neustiftgasse 3, Vienna 7/62. Tel.: 93.65.48. Dir.: Rudolf Friedmann.
This company represents: Argo, Decca, Festival, London, Oiseau Lyre, RCA Victor, Telefunken, Reprise, Vega, Warner Bros.

Musik Produktion Sued, 20 Lothringstr., Vienna 3. Tel.: 57.54.23. Pres. Int'l: Gerhard Mendelson.

Neubau Studio, 21 Neubaugasse, Vienna 7. Tel.: 93.63.86. Austrian Rep.: Dr. Daum.

Polyphon, 127 Mariahilferstr., Vienna 6. Tel.: 56.35.06. Pres.: Gerhard Gebhardt; Austrian Rep. for Polydor: Erich Lehegzek; Austrian Rep. for Philips: Wolfgang Arming.
This company represents: (labels under banner of the DGG): Brunswick, Command, Coral, Deutsche Grammophon Gesellschaft, Literarisches Archiv, MGM, Polydor, United Artists, Verve. (Labels under the Philips banner): ABC-Paramount, Bluesville, Audio-Fidelity, Caedmon, Fontana, Interdisc. (Interdisc includes the following labels here): Jazzland, Pacific-Jazz, Riverside, Vee Jay, World-Pacific, Mercury, Philips.

Symphonia (Vienna Symphony Orchestra Recording Corp.), Konzerthaus, Vienna 3.



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● music publishers

Bosworth, 2 Dr.-Karl-Luegerplatz, Vienna 1.
 DaCapo, 11 Mahlerstr., Vienna 1.
 Deutscher Volksgesangsverins, 42 Reindorfgasse,
 Vienna 15. Prop.: Ludwig Krenn.
 Doblinger, Ludwig, 10 Dorotheergasse, Vienna 1.
 Gloria, 1 Gluckgasse, Vienna 1.
 Hochmuth, Josef, 12 Seilerergasse, Vienna 1.
 Hofmeister-Figaro, Friedr., Seilerergasse 12, Vienna
 1. Tel.: 52.94.77.
 Imperial, 1 Gluckgasse, Vienna 1.
 Johnny, 1 Gluckgasse, Vienna 1.
 Jungbrunnen, Rauheneingasse 5, Vienna 1.
 Kosmos, 8 Neuterchenfelderstr., Vienna 17.
 Mayer, 109 Ottakringerstr., Vienna 16. Tel.: 66.23-
 34. Prop.: Edea Margaritella.
 Mayrische, Theatregasse 4, Salzburg.
 Metropol, Lindengasse 43, Vienna 7.
 Mozart, 18 Sigmund Hafnergasse, Salzburg.
 Musikverlag V. Hladky, Brounbadgasse 13, Vienna 9.
 Papageno, 6 Linke Wienzeile, Vienna 6.
 Schneider, Hermann, 1 Gluckgasse, Vienna 1.
 Southern, 12 Seilerergasse, Vienna 1.
 Stanberg, 12 Joanneum Ring, Graz Styria.
 Symphonia, 20 Lothringrstr., Vienna 3.
 Weinberger, Josef, 11 Mahlerstr., Vienna 1.
 Weltmusik (Josef Hochmuth), Seilerergasse 12, Vienna
 1. Tel.: 52.27.51.
 Weselka, Ludmilla, 55 Mariahilferstr., Vienna 6.
 Wiener Verlagsanstalt, Johannesgasse 12, Vienna 1.

● record wholesalers

RECORD DISTRIBUTORS

Austro-Mechana, 2 Ungargasse, Vienna 3.
 Centrocord, Johannesgasse, 4/6, Vienna 1.
 Musica, P.O. Box 132, Neustiftgasse 3, Vienna 7/62.
 Tel.: 93.65.48. Dir.: Rudolf Friedman.

● importers & exporters

Amedeo, 17 Untere Donastr., Vienna 2.
 Audio Haus, 20 Lothringrstr., Vienna 3. Rep.: George
 W. Hamilton.
 Centrocord, Johannesgasse 4/6, Vienna 1.
 Kratochwil, E., Taborstr. 52 A, Vienna 2.
 Schaeffle, Dkfm. Otto, Schoenbrunnerstr. 174,
 Vienna 12.

"Terraphone," Fridrich Schiegl Goldgasse 2, Vienna
 4.

Teuchtl, Roland, Schottengasse 30, Vienna 1.
 Weiner, A., Karl Schweighofergasse 12, Vienna 7.
 Yank Rec., Schoenbrunnerstr. 174, Vienna 12. Tel.:
 54.07.320.

● supplies & services

RECORDING & TAPE DUP. STUDIOS

Austrophon, Konzerthaus, Vienna 3.
 Musik Produktion Sued, Konzerthaus, Vienna 3.
 Opera, 297 Linzerstr., Vienna 14.
 Symphonia, 20 Lothringrstr., Vienna 3.
 Tonstudio-Kaerntner-Strasse, 51 Kaerntnerstr., Vienna
 1. Tel.: 52.27.56.
 Veritas, 26 Singerstr., Vienna 1.

BAHAMAS

Population: 1963 census: 130,721; latest official
 estimate: 131,000.

Records imported from U. S. (factory value): 1964—
 \$72,706; 1963—\$87,500; 1962—\$75,200; 1961—
 \$52,200.

Records exported to U. S. (factory value): 1964—
 \$160 (1,100 records).

● record manufacturers

Bahama Rec., P.O. Box 942, Nassau. Tel.: 2201.
 Caribbean Folk Music, P.O. Box 174, Nassau. Pres.:
 Tom Jacobs.
 John S. George (Electric) Ltd., Bay St., Nassau.
 Tel.: 2-8429.
 U-C, P.O. Box 1671, Nassau.

IMPORTERS

Frank J. Hazelwood, P.O. Box 737, Nassau.

BELGIUM

Population: 1961 census—9,189,741; latest official
 estimate—9,328,000.

Records imported from U. S. (factory value): 1964—
 \$110,768; 1963—\$228,500; 1962—\$160,000.

Records exported to U. S. (factory value): 1964—
 \$1,300.

Average retail prices: LP's—\$4; EP's—\$2; Singles—
 \$1.20.

Stereo records sold: 102,949 approx.

Number of medium-wave radio stations: 6.

Number of television stations: 2.

Number of juke boxes: 24,764 approx.

Type of record distribution: Manufacturer to whole-
 saler to dealer.

Number of record clubs: 4.

● record manufacturers

Anvers Radio, 10 place de l'Yser, Brussels 1. Tel.:
 18.74.00. Top Exec.: Goldschmidt; Sales: Janty.
 This company represents: ABC-Paramount (USA),
 Command (USA), Concert Colonne (France), Du-
 cretel-Thomson (France), Elite (Switzerland),
 Ember (England), Grand Award (USA), Impulse
 (USA), Tangerine (USA), Telefunken (Germany),
 Telestar (Germany), Hebra (Belgium).

Artone, 142 rue Joseph II, Brussels 4. Dir.: Mrs.
 Marthe Robiefroid.

This company represents: Apex Compo (Canada),
 Artone (Holland), Barenreiter Musicaphon (Ger-
 many), MRC (Italy), Palette (Belgium), Pythia
 (Holland), Ricordi (Italy), Supraphon (Czecho-
 slovakia); Argo, Pop, Ascot, Cameo-Parkway,
 Checker, Cheltenham, Chess, Colpix, Congress,
 D.C.P. International, Dimension, Epic, Funckler,
 Gordy, Hickory, Joy, Melody, Motown, Okeh,
 Prima, Select, Soul, Specialty, Tamla, United
 Artists, Veep, VIP, Westminster, Wyncote (USA).

Barclay, rue du Lombard 31, Brussels 1. Tel.:
 (02) 11.81.97.

This company represents: Barclay, Hispavox,
 Qualiton, 20th-Fox.

Brauer, 30 rue St. Christophe, Brussels 1. Tel.:
 12.93.75. Top Exec.: Mme. Brauer.

This company represents: Carish, Hebra, Meteora,
 Mi-Re, NMC, Blue Jeans, Jaquar.

C B S, 309/311 Centre International Rogier, Brussels.
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This company represents: Angel, Capitol, Columbia, Electrola, Encore, Gloria, HMV, Liberty, Markal, Parlophone, Pathe, Odeon, Stateside, Trianon, Voix de son Maitre, Bartok, Charlin.

Inelco, 20-24 rue de l'Hopital, Brussels 1. Tel.: 11.22.20. Top Exec.: Pierre Jean Goemaere; A&R: Yvon De Bie; Sales: Willy Roelans.

This company represents: Amadeo, President, RCA Camden, RCA Victor, Victrola, Vik.

Intervox, Boomsestw. 376, Wilrijk. Tel.: 38.86.00 & 38.16.16. Contact: L. J. Van Rymentant.

Leman & Gorle, 52 Av. N.D. de Lourdes, Brussels 9. Tel.: 27.33.72. Top Exec.: Pierre Gorle.

This company represents: Alpha, Argo, Classics, Boite a Musique, Cantate, Club National du Disque, Discophilie Francais, Emerald, Oiseau Lyre.

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Polydor, 116 chaussee de Charleroi, Brussels 6. Tel.: 37.31.00 & 38.60.80. Top Exec.: Holzapfel. Label: Polydor.

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Polygram, 3 rue d'Anderdecht, Brussels 1. Tel.: 13.44.44. Top Exec.: P. Lebink; A&R: H. Van Baaren.

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RACH, 90 rue Gallait, Brussels 3. Tel.: 41.22.80 & 41.22.87. Dir.: Janine Bosmans. Label: Ranch. (SEE ADVERTISEMENT)

Ronnex, 179 rue de Flandre, Brussels 1. Tel.: 17.79.89. Cable: Ronnexcord. Dir.: Albert Van Hoogten. Label: Ronnex.

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Selection, 41 Blvd. de l'Abattoir, Brussels. Tel.: 11.03.19. Contact: Pierre Pletinckx.

Show, Steenweg op Diest 69, Aarschot. Tel.: 016.669.99. Pres.: Jules Nijs. Label: Show.

This company represents: Cash, Ring, Euro, Moonglow, CGD Int'l, Ri-Fi, Style, Meazzi, Surf, Jubilee, Josie, Port, Puppy, Swing, Prima, Saba, Starlet, Camerata, Christophorus, Viking, Jewel-Paula, Delta, Basart, President, Sonet, Monopol.

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Sobedi, Societe Belge Du Disque, 20 Blvd. M. Lemonnier, Brussels. Tel.: 13.13.07.

Sonobel, Sonobel Bldg., 15 Place Rouppe, Brussels. Tel.: 12.09.28 & 12.54.72. Top Exec.: Pierre Borzee.

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Teenager Club, 41 Blvd. de l'Abattoir, Brussels. Tel.: 11.03.19. Contact: Pierre Pletinckx.

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Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel.: 11.79.73. Top Exec.: Guy Khavessian. Sales: Roger Meylemans. Label: Vogue.

This company represents: Mode, Pop, Swing, Jazz-Selection, Contrepoint, Pacific, Orphee (France), Vogue (Germany), Clan, Durium, SAAR (Italy), Orfeu (Portugal), Pye, Picadilly (England), Warner Bros, Reprise, Dot, Gene Norman, Kapp, Scepter, Wand, Laurie, Somerset, Premier, Peacock, Duke, Dixieland Jubilee (USA).

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Ardmore & Beechwood, 72 Quai des Charbonnages, Brussels. Tel.: 27.43.90. Contact: Jef De Boeck.

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Bens, 90 rue Gallait, Brussels 3. Tel.: 41.22.87 & 41.22.80. Gen. Dir.: J. Bosmans.

Brauer, H., 30 rue St. Christophe, Brussels 30. Tel.: 12.93.75.

Class, 17 Goudbloemstr., Antwerp. Tel.: (03) 32.99-90. Contact: R. J. Van Hoogten.

Disco, Ieperstr. 118, Bissegem. Tel.: (056) 2.33.54. Exec. Mgr.: Werner Huys.

Eurovox (see Intervox).

Fonogram, 20 Blvd. Maurice Lemonnier, Brussels. Tel.: 13.13.06. Contact: Fernand Jansens.

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Intervox, Boomsestw. 376, Wilrijk. Tel.: 38.86.00 & 38.16.16. Contact: L. J. Van Rymentant.

KLUGER, Jean, Bloc 3, Apt. 339, Galeries du Centre, Brussels. Tel.: 12.92.38. (SEE ADVERTISEMENT)

Mogull, Ivan, c/o Sabam, 61 rue de la Loi, Brussels.

New Music (see Brauer). Overseas (see Voix du Rhythme).

Passe-Partout, Kwadenplasstr. 7, Heist o/d Berg. Tel.: (015) 216.25. Foreign correspondence to: Hermans Frank, Vroenhofstr., 13 Deurne, Antwerp.

Plum, Peter, 18 rue des Teinturiers, Brussels 1. Tel.: 11.47.43 & 11.52.29.

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Voix du Rhythme, 41 Blvd. de l'Abattoir, Brussels 1. Tel.: 32.56.75 & 32.50.50. A&R: Georges Legrand.

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38.43.14. Nat'l Pres.: Henri de Vroey. Gen.
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BERMUDA

Population: 1960 census: 44,640; latest official
estimates: 48,000.

Records imported from U. S. (factory value): 1964—
\$111,011; 1963—\$165,000; 1962—\$152,700; 1961
—\$150,000.

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Label: Mastertone.

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Bandstand, Queen St., Hamilton. Tel.: 1-2972.
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BOLIVIA

Population: 1950 census—2,704,165; latest official
estimate—3,668,000.

Records imported from U. S. (factory value): 1964—
\$12,565; 1963—\$17,900; 1962—\$10,700; 1961—
\$19,400.

(No other current statistics available.)

● record manufacturers

Enrique Aires Rocha, Casilla 615, Ave. 6 de
Octubre 1539, Oruro.

● supplies & services

PRESSING PLANTS

Compania Boliviana de Representaciones e Importa-
ciones Hermen, Casilla 221, Comercio 126,
La Paz.

BRAZIL

Population: 1960 census—70,967,185; latest official
estimate—79,837,000.

Per capita income: \$178.09 annually.

Records imported from U. S. (factory value): 1964—
\$24,446.

Records exported to U. S. (factory value): 1964—
\$2,010.

Origin of music on Pop records: Domestic—50%;
USA—15%; other foreign imports—35%.

Discounting: Occasional.

Stereo sales: 18% of LP's.

Number of medium wave radio stations: 783.

Short wave radio stations: 79.

Number of television stations: 28.

Type of record distribution system: Manufacturer
to dealer. Sylvio Tullio Cardoso

● record manufacturers

Albatroz, Av. Rio Branco 277, Rio de Janeiro. Tel.:
42-5467. Pres.: Flora Matos.

Audio Fidelity, Rua Rego Freitas 354, Sao Paulo.
Tel.: 35-0665. Pres.: Sebastiao Dos Reis Bastos;
Mgr.: Fernando De Araujo Neves. Labels:
Audio Fidelity, Som Maior.

Brasileira de Discos, Av. Rio Branco 311, 4 andar,
Rio de Janeiro. Tel.: 42-0964. Cable: Disco-
sinter. Pres.: Alberto Pittigliani; V-Pres:
Rodolfo Beicht; Exec. Dir.: Alain Trossat;
Sales: Joaquim Lima. Labels: Fantasia, Philips,
Polydor.

This company represents: ABC-Paramount (USA),
Decca (USA), Impulse (USA), MGM (USA), Mer-
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International representatives: Argentina (Phil-
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Germany (Philips, DGG), Holland (Philips),
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(Peerless), Peru (El Virrey), Portugal (Philips),
Venezuela (Siemens), Uruguay (Philips), USA
(Decca, Imperial, ABC-Paramount, Mercury).

C B S, Rua Visconde do Rio Branco 53, Rio de
Janeiro. Tel.: 52-9673. Cable: Colrecord. Pres.:
Dr. Terencio P. Caply; V-Pres.: Evandro Ribeiro.
Labels: CBS, Entre.

This company represents: Columbia (USA),
Epic (USA), Harmony (USA), Hispavox (Spain),
Musicor (USA), Okeh (USA), Orfeo (Argentina),
Sono-Radio (Peru).

International representatives: Argentina (Orfeo),
Japan (Nippon), Peru (Sono-Radio), Spain (Hispavox),
USA (Columbia).

Chantecler, Rua Aurora 1011, Sao Paulo. Tel.:
34-7141. AND: sala 223, Av. Rio Branco 185,
Rio de Janeiro. Tel.: 42-9248. Pres.: Helio
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Labels: Chantecler, Rosicler, Sertanejo.

This company represents: Fuentes (Colombia),
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Drink, Av. N.S. de Copacabana 581, Rio de Janeiro.
Tel.: 37-1090. Pres.: Djalma Ferreira.

Elenco, sala 1303, Av. Rio Branco 128, Rio de
Janeiro. Exec. Dir. and A&R: Aloysio de
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Dir.: Lourdes May. Label: Elenco.

This company represents: Pacific Jazz (USA).

Equipe, Av. Rio Branco 165, sobreloja, Rio de
Janeiro. Exec. Dir. and A&R: Osvaldo Cadaxo.
Label: Equipe.

Fermata do Brazil, Av. Ipiranga 1123, Sao Paulo.
Tel.: 35-2832. Pres.: Enrique Lebendiger.

This company represents: Ariola (Germany),
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Festa, Av. Franklin Roosevelt 84, Rio de Janeiro.
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Forma, Rm. 401, 193 R. Barata Ribeiro, Rio de
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Label: Forma.

Gravacoes Electricas, Av. do Estado 4667, Sao Paulo.
Tel.: 37-5439. AND: Rua Pedro Lessa 35, 7
andar, Rio de Janeiro. Tel.: 32-3141. Cable:
Contaldiscos. Pres.: Alberto Jackson Byington
Neto; Exec. Sec.: Jose Augusto MacDowell
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Imperial do Brazil, Av. Rio Branco 99, Rio de
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Luis Alencar Amaral, Vernon Smith. Label:
Imperial.

Industrias Electricas e Musicas Fabrica Odeon, Av.
Rio Branco 99, 15 andar, Rio de Janeiro.
Tel.: 24-8050. Cable: Turntable. Pres.:
Joao Pedro Vieira de Gouveia; Supt.: H. E.
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Henry Jessen. Labels: Odeon, Parlofone.

This company represents: Angel (USA), Capitol
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Voix de Son Maitre (France), Warner Bros.
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Musidisc, Rua da Lapa 120, 12 andar, Rio de
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Prior, Rua Guilherme Marconi 61, Rio de Janeiro.
Exec. Dir.: Albert Roest. Label: Prior.
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This company represents: Audio Fidelity (USA),
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R G E, Rua Paula Souza 181, Sao Paulo. Tel.:
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Rozenblit, Estrada dos Remedios 855, Recife. Cable:
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Sales: Isaac & Adolfo Rozenblit; A&R: Henrique
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36-8229.
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Sao Paulo. Tel.: 33-5572. Mgr.: Romiglio
Giacompoli.
Rio Musical, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Roberto Martins.
Romance, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Milton Bittencourt.
Samba, Rua Gal. Gustavo Cordeiro Farias 573, Rio
de Janeiro. Tel.: 34-8105. Mgr.: Fernando Cesar.
Santos Dumont, Rua 24 de Maio 276, Sao Paulo.
Mgr.: Mario Zandomenighi.
Sao Jorge, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Ary Monteiro.
Todamerica, Rua Santa Luzia 799, Rio de Janeiro.
Tel.: 22-3642. Pres.: Oswaldo Santiago.
Walter Tourinho, Rua Visconde Inhauma 134, Rio
de Janeiro. Mgr.: Walter Tourinho.

● supplies & services

MUSIC LICENSING & TRADE ORGANIZATIONS

A D D A F, Rua Visconde Inhauma 167, Rio de
Janeiro. Tel.: 23-1693. Pres.: Ataulpho Alves.
B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro.
Tel.: 22-7219. Mgr.: Umberto Marconi.
S A D E M B R A, Rua Buenos Aires 58-A, Rio
de Janeiro. Tel.: 52-9630. Mgr.: Cesar do Prado.
S B A C E M, Rua Buenos Aires 58-A, Rio de
Janeiro. Tel.: 23-1935. Pres.: Marino Pinto.
S B A T, Rua Buenos Aires 58-A, Rio de Janeiro.
Tel.: 42-5452. Pres.: Juracy Camargo.
U B C, Rua Visconde Inhauma 134, Rio de Janeiro.
Tel.: 23-1693. Pres.: Oswaldo Santiago.

PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas
1467, Rio de Janeiro.
Companhia Industrial de Discos, Rua 29 de Julho
157, Rio de Janeiro.
Fonografica Brasileira, Rua Quissama 910, Petropo-
lis, E. do Rio.
Gravacoes Eletricas, Av. do Estado 4755, Sao Paulo.
Industrias Electricas e Musicais Fabrica Odeon, Rua
"6", Sao Bernardo do Campo, E. de Sao Paulo.
R C A Eletronica Brasileira, Av. Engenheiro Billings
2299, Sao Paulo.

Rozenblit, Estrada dos Remedios 855, Recife,
Pernambuco.

Som, Av. Nelson Cardoso 627, Rio de Janeiro.

RECORDING STUDIOS

C B S, Rua Visconde do Rio Branco 53, Rio de
Janeiro.
Companhia Brasileira de Discos, Av. Rio Branco 181,
Rio de Janeiro.
Chantecler, Rua Aurora 1011, Sao Paulo.
Gravacoes Eletricas, Av. Rio Branco 47, Rio de
Janeiro.
Gravodisc, Rua General Osorio 707, Sao Paulo.
Industrias Electricas e Musicais Fabrica Odeon,
Av. Rio Branco 277, Rio de Janeiro.
Musidisc, Rua da Lapa 120, Rio de Janeiro.
Promotion Studio, Av. Marechal Camara 271, Rio
de Janeiro.
Publi-Son, Rua Santa Luzia 799, Rio de Janeiro.
R C A Eletronica Brasileira, Rua Visconde de Gavea
125, Rio de Janeiro.
Rio Som, Rua do Senado 185-187, Rio de Janeiro.
Rozenblit, Estrada dos Remedios 855, Recife,
Pernambuco.
Som, Av. Rio Branco 47, Rio de Janeiro.

BRITISH GUIANA

Population: 1963 census—621,386; latest official
estimate—628,000.

Records imported from U. S. (factory value): 1964—
\$17,354; 1963—\$27,500; 1962—\$24,700.

● record manufacturers

British Guiana, 128 Regent St., Lacytown George-
town, Damarara.

BULGARIA

Population: 1956 census—7,613,709; latest official
estimate—8,144,000.

Records imported from U. S. (factory value): 1964—
\$958.

(No other current statistics available.)

● record manufacturers

Radioprom, Chajduska Poljana 2, Sofia.

● supplies & services

PRESSING PLANT

Balkanton, Sofia—UL. Haiduska Poljana 2. Tel.:
55451.

CANADA

Population: 1961 census—18,238,247; latest official
estimate—19,450,000.

Gross national product per capita: 1964—\$2,444;
1963—\$2,276.

Personal income per capita: 1964—\$1,821; 1963—
\$1,656.

Record player sales: 1964—177,400, 1963—186,175.

Combination record player-radio sales: 1964—
115,500; 1963—109,680.

Sales of records manufactured in Canada, 1964:
7" (all types)—12,314,069 (up 23.5%); (Mono)
LPs—10,360,120 (up 1.8%); (Stereo) LPs—
3,508,582 (up 12.3%).

Sales of records manufactured in Canada, 1964
(distributors' net selling price): \$24,629,431
(up 18.7%)

Records exported to U. S.: 1964—386,266, factory
value \$197,533 (10 months); 1963—33,868,
factory value \$37,372.

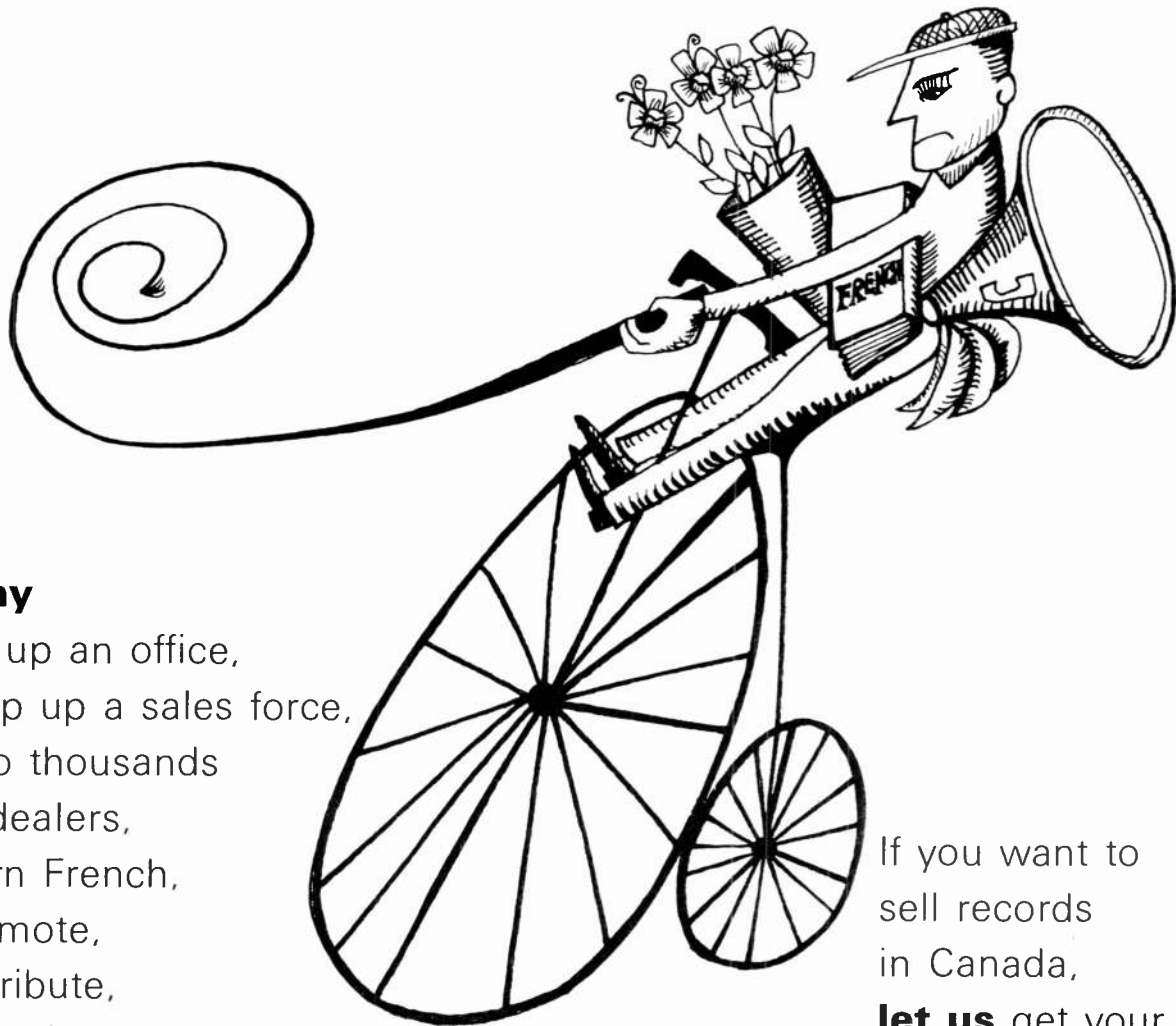
Records imported from U. S.: 1964—\$1,466,000
(2,125,950 records); 1963—\$1.8 million.

Records imported from all others: 1964—\$94,393,
value \$754,000; 1963—\$504,000, value \$597,000.

Average retail prices (suggested list prices):
Singles, 98¢ & \$1; (Mono) pop LPs, \$4.20;
(Stereo) pop LPs, \$4.98 & \$5.20; (Mono) classical
LPs, \$4.98 & \$5.20; (Stereo) classical LPs, \$5.98.

Discounting: 20%—30% in Toronto and Montreal;
10%—20% in some other major cities.

Stereo sales: Estimated 40% of all classical LPs,
30% of all pop LP's.



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whip up a sales force,
woo thousands
of dealers,
learn French,
promote,
distribute,
advertise—
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to manufacture?

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VANCOUVER, British Columbia



CANADIAN
ELECTRONICS LTD.

Edmonton, Alberta



continued

Important regulations: Import customs tariff—20% Sales tax—11% plus some provincial sales taxes. Importer buys at raw manufactured price. Canadian dollar pegged at 92.5¢ U. S. There is a brokerage fee to clear through Customs, plus freight charges.

Radio station: 298.

Television stations: 72.

Record distribution system: Manufacturer to distributor to dealer. Also, manufacturer to distributor to subdistributor to dealer.

● record manufacturers

Acadia of Canada, Box 400, Station T, Toronto 19, Ont. Tel.: RU 2-5645. Gen. Mgr.: Fred Roy. Act, 1356 Eglinton Ave. W., Toronto, Ont. Tel.: RU 7-0281. Pres.: David Pears.

Adolphe Music, 2161 Jolicoeur, Montreal 20, Que. Tel.: 766-5415. Gen. Mgr. & A&R: Adolphe R. LaPointe.

ALLIED, 8500 Delmeade Rd., Montreal 9, Que. Tel.: 744-5823. Gen. Mgr.: Philip S. Najovits. (SEE ADVERTISEMENT)

Aragon Ent., 2166 W. Fourth Ave., Vancouver, B. C. Tel.: 736-0374. Mng'g Dir.: Al Reusch.

Ed Archambault, 500 St. Catherine St. E., Montreal, Que. Tel.: VI 9-6201. Co-Prop.: Rosaire Archambault.

ARC SOUND, 20 Cranfield Rd., Toronto 16, Ont. Tel.: 751-1613. Pres.: Phil G. Anderson. (SEE ADVERTISEMENT)

Bravo, 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Pres.: Johnny Lombardi.

Canadian Music Sales, 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Pres.: T. St. Clair Low.

CAPITOL OF CANADA, 635 Queen St. E., Toronto 8, Ont. Tel.: HO 1-0391. Exec. V-Pres.: Geoffrey F. Racine. (SEE ADVERTISEMENT)

Capri Prods., 5871 Victoria Ave., Montreal, Que. Tel.: 735-2293. Pres.: Art Young.

COLUMBIA OF CANADA, 1121 Leslie St., Don Mills 5, Ont. Tel.: HI 7-3311. V-Pres. & Mng'g Dir.: Robt. Pampe. (SEE ADVERTISEMENT)

COMPO, 2377 Remembrance St., Lachine, Que. Tel.: 637-2561. V-Pres. & Gen. Mgr.: R. A. Chislett. (SEE ADVERTISEMENT)

DANCO (Canada), 258 Dijon, Pont Viau, Que. Tel.: MO 9-5434. Pres.: Carl C. Schmidt. (SEE ADVERTISEMENT)

Dasanda Prods., 19 Hexham Rd., Ottawa 14, Ont. Tel.: 828-1124. Dir.: Sandy Gardiner.

Eagle, P.O. Box 3539, Winnipeg, Man.

Eko-Phon, Bield, Man. Mgr.: Harry Holunga.

Fireside, Fort William, Ont. Prop.: Ed Kukkee.

Fonorama, 258 Dijon, Pont Viau, Que. Tel.: MO 9-5434. Pres.: Carl C. Schmidt.

Frontier, P.O. Box 489, Waterloo, Que. Owner: B. R. Gibbs.

Gal-Brod Prods., 139 Golfview Ave., Toronto 13, Ont. Tel.: OX 9-9196. Mng'g Dir.: Al Martin.

HALLMARK, 22 Sackville St., Toronto, Ont. Tel.: 362-7707. Pres.: D. M. Sanderson. (SEE ADVERTISEMENT)

Hawk, 331 Yonge St., Toronto, Ont. Tel.: 364-1681. Prod.: Scott Cushnie.

H-Bro Prods., 167 Mount Royal Ave. E., Montreal, Que. Tel.: 844-5332 or 274-0380. Joint Owners: H. Finkelstein & M. Hill.

Jupiter, Room 44, 4824 Cote des Neiges Rd., Montreal, Que. Tel.: 733-7979. Pres.: Yvan Dufresne.

LONDON OF CANADA, 190 Graveline St., St. Laurent, Que. Tel.: 631-2061. Gen. Mgr.: F. C. Jamieson. (SEE ADVERTISEMENT)

Monticana, P.O. Box 323, Montreal 3, Que. Tel.: 739-8935 or 737-9200. Pres.: Dave Leonard.

David Mostoway Prods., 234 Davenport Rd., Toronto 5, Ont. Tel.: 927-3275. Pres.: Duff Roman.

Phonodisc, 355 King St. W., Toronto, Ont. Tel.: EM 6-8744. Pres.: Donald A. McKim.

Plaza Music, 649 Beaumont St., Montreal 15, Que. Pres.: Michael L. Choma. Labels: Ideal, Laval, Plaza.

QUALITY, 380 Birchmount Rd., Scarborough, Ont. Tel.: OX 8-5511. Contact: George L. Keane. (SEE ADVERTISEMENT)

RCA VICTOR, 1001 Lenoir St., Montreal 30, Que. Tel.: WE 3-7551. V-Pres. & Gen. Mgr.: George I. Harrison. AND: 1450 Castlefield, Toronto 15, Ont. Tel.: RO 2-7311. Rec. Mgr.: Jack Feeney. AND: Hannibal St., Smith Falls, Ont. Tel.: 283-4010. Plant Mgr.: J. P. Supple. (SEE ADVERTISEMENT)

Red Leaf, 74 York St., Toronto, Ont. Tel.: EM 4-1015. Chm.: D. Robt. Pugh; Assoc.: Stan Klees, Duff Roman, Art Snider.

RODEO, 4824 Cote des Neiges Rd., Montreal 26, Que. Tel.: 731-0889. Pres.: George Taylor. A&R: Ken Ayoub. (SEE ADVERTISEMENT)

Harold S. Smith, 110 St. Clair Ave. W., Toronto, Ont. Tel.: 924-4314. Pres.: Harold S. Smith.

SPARTAN OF CANADA, 100 Elm St., London, Ont. Tel.: 455-6320. Pres.: G. A. Holmes. AND: 57 Ingram Dr., Toronto 15, Ont. Tel.: CH 7-7441. Mgr.: W. R. Knight. AND: 200 Bates Rd., Montreal, Que. Tel.: RE 9-1995. (SEE ADVERTISEMENT)

Spotlight, 528 McLeod St., Ottawa 4. Tel.: 235-2944. Pres.: Gib Kerr.

Stone, P.O. Box 156, Sta. C, Toronto, Ont. Tel.: 723-9404. Pres.: Robt. Stone.

Tamarac Prods., 426 Merton St., Toronto 7, Ont. Tel.: 488-5563. Pres.: Stan Klees.

Tartan, 383 College St., Port Arthur, Ont. Pres.: H. D. Hurdon.

TRANS CANADA, 189 Rockland Rd., Montreal 16, Que. Tel.: RE 1-8571. Pres.: Jean-Paul Rickner. (SEE ADVERTISEMENT)

Trans World, 5871 Victoria Ave., Suite 218, Montreal, Que. Tel.: 735-2293. Pres.: Art Young.

Upton, 736 Notre Dame St. W., Montreal 3, Que. Tel.: UN 6-1765. Pres.: P. M. Levee.

Video Audio Prods., 2804 26 St. S.W., Calgary, Alta., Tel.: 249-1507. Pres.: L. D. McMurchy.

Willow Music, Fort William, Ont. Prop.: Mrs. Wilma D. Kukkee.

Wolf of Canada, 1262 Don Mills Rd., Don Mills, Ont. Tel.: 364-7933. Pres.: Eric Graf.

● music publishers

Aberbach (Canada) (see Canadian Music Sales).

Anglo-Canadian (see Canadian Music Sales).

Ed Archambault (CAPAC), 500 St. Catherine St. E., Montreal, Que. Tel.: VI 9-6201. Co-Prop.: Rosaire Archambault.

Ayton (BMI), 12 Burritt Rd., Scarborough 4, Ont. Tel.: PL 7-1639. Partners: Art Ayre & Dennis Edmonton.

Banff (BMI) (see Rodeo).

Bay (BMI), Five Waterman St., Toronto 16, Ont. Tel.: 751-2233.

Belafonte (see Chappell).

Belinda (see Canadian Music Sales).

Ben Art, Suite 218, 5871 Victoria Ave., Montreal, Que. Tel.: 735-2293. Contact: Art Young.

Irving Berlin (see Chappell).

Bigland Music (CAPAC), 426 Merton St., Toronto 7, Ont. Tel.: 488-5563. Pres.: Stan Klees.

Boosey & Hawkes (CAPAC), 209 Victoria St., Toronto, Ont. Tel.: 368-1874. Mng'g Dir.: W. Crooms.

B. Plus 3, P.O. Box 323, Montreal 3. Tel.: 739-8935 & 737-9200. Contact: Dave Leonard.

Bravo (CAPAC), 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Pres.: Johnny Lombardi.

Bregman, Vocco & Conn (see Chappell).

Brill (see Canadian Music Sales).

Ray Brown (BMI), P.O. Box 335, Sta. F, Toronto, Ont. Tel.: 923-6380. Pres.: Ray Brown.

Burlington (CAPAC), 190 Graveline Rd., St. Laurent, Que. Tel.: 631-2060. Dir.: Alice Koury.

Canadian Music Sales (CAPAC), 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Pres.: T. St. Clair Low.

Canint (CAPAC), 20 Cranfield Rd., Toronto 16, Ont. Tel.: 751-1613.

Chappell (CAPAC), 14 Birch Ave., Toronto 7, Ont. Tel.: 922-2159. Mgr.: C. C. Devereux.

Chateauguay, Suite 218, 5871. Victoria Ave., Montreal, Que. Tel.: 735-2293. Contact: Art Young.

Colonel Walt (BMI), 426 Merton St., Toronto 7, Ont. Tel.: 488-5563. Pres.: Stan Klees.

Compass (see Chappell).

Duffer (BMI), 234 Davenport Rd., Toronto 5, Ont. Tel.: 927-3275. Pres.: Duff Roman.

Eastern (see Gordon V. Thompson).

Eco-Phon, Bield, Man. Mgr.: Harry Holunga.

Editions Andre Roussel (CAPAC), Six Wellington St. S., Suite 302, Sherbrooke, Que. Tel.: 569-6314. Gen. Mgr.: R. M. Marois.

Editions Archambault (see Ed Archambault).

Editions Rusois, Six Wellington St. S., Suite 302, Sherbrooke, Que. Tel.: 569-6314. Gen. Mgr.: R. M. Marois.

Elegant, Suite 218, 5871 Victoria Ave., Montreal, Que. Tel.: 735-2293. Contact: Art Young.

Empire (BMI), 934 12th St., New Westminster, B. C. Tel.: LA 2-6232. Pres.: Karle Hodsin.

Essex (see Gordon V. Thompson).

Famous-Chappell (see Chappell).

Felsted (BMI), 190 Graveline Rd., St. Laurent, Que. Tel.: 631-2060. Alice Koury.

Fireside (CAPAC), Fort William, Ont. Prop.: Ed Kukkee.

Five Continents Chappell (see Chappell).

- Frank (see Chappell).
- Frontier (BMI), P.O. Box 400, Sta. T, Toronto 19, Ont. Tel.: RU 2-5645. Gen. Mgr.: Fred Roy.
- G E F (Groupe Editorial Franco) (CAPAC), 189 Rockland Rd., Montreal 16, Que. Tel.: 731-8571. Mgr.: Tony Caticchio. (SEE ADVERTISE-MENT)
- Gaudan (CAPAC), 389 St. Paul W., Montreal, Que. Tel.: 849-9730. Pres.: Jack Lazare.
- Gondola (BMI), P.O. Box 85, Clarkson, Ont. Tel.: 822-1271. Pres.: Ralph Harding.
- Ronnie Hawkins (BMI), 331 Yonge St., Toronto 1, Ont. Tel.: 364-1681. Pres.: Scott Cushnie.
- Hillco (BMI), 167 Mount Royal Ave. E., Montreal, Que. Tel.: 844-5332 or 274-0380. Partners: H. Finkelstein & M. Hill.
- Hurdon (BMI), 201 Blanchard St., Port Arthur, Ont. Tel.: 344-1471. Pres.: H. D. Hurdon.
- Inter-Quebec Publicite (BMI), 1143 Rue St-Jean, Quebec 4, Que. Tel.: 522-8177. Mgr.: Aurele Pellefer.
- Jaspar (see Rodeo).
- Jerys (CAPAC), 649 Beaumont St., Montreal 15, Que. Pres.: Michael L. Choma.
- Kalamalka (BMI), 2505 27th St., Vernon, B. C. Tel.: 542-4745. Mgr.: Eric J. Hopkins.
- La Sol Editions Musicales (CAPAC), 2085 Scott St., St. Laurent, Que. Tel.: 744-0956. Contact: Adam Gutman.
- Laval (BMI), 649 Beaumont St., Montreal 15, Que. Leeds (CAPAC), 215 Victoria St., Toronto 2, Ont. Tel.: EM 2-1403. Mng'g Dir.: Bailey Bird.
- Les Editions Dulau (CAPAC), Room 44, 4824 Cote des Neiges Rd., Montreal, Que. Tel.: 733-7979. Pres.: Yvan Dufrense.
- L'Industrie Musicale (BMI), 500 St. Catherine St. E., Montreal, Que. Tel.: VI 9-6201. Co-Prop.: Rosaire Archambault.
- Manor (BMI), 4565 Fourth St., Chomedey, Montreal, Que. Tel.: 688-1496. Pres. & Gen. Mgr.: Norman Spunt.
- Markson (BMI), 21 Wonderland Dr., Scarborough, Ont. Tel.: 284-1177. Owner: Ken Steele.
- Melbourne (CAPAC), 4824 Cote des Neiges Rd., Montreal, Que. Tel.: 731-0889. Pres.: George Taylor.
- Robert Mellin (see Canadian Music Sales).
- Montina (BMI), P.O. Box 323, Montreal 3, Que. Tel.: 739-8935 or 737-9200. Pres.: Dave Leonard.
- Edwin H. Morris (see Chappell).
- Muir (BMI), 888 Yonge St., Toronto, Ont. Tel.: WA 1-9701. Mgr.: Norman Muir.
- 19th Music (BMI), 2159 Elmira Dr., Suite 15, Ottawa 5, Ont. Tel.: 828-8320. Pres.: Barry Brazeau.
- Paxwin (see Chappell).
- Rodeo (BMI), 4825 Cote des Neiges Rd. Montreal 26, Que. Tel.: 731-0889. Pres.: George Taylor.
- Rudy's Song (BMI), Three Red Creek Rd., Grasmere, B. C. Tel.: 351-0346. Owner-Mgr.: R. Hallwas.
- Senrap (BMI), 125A Dupont St., Toronto 5, Ont. Tel.: WA 1-3535. Pres.: Earl Parnes.
- Severn (CAPAC), No. 601, 780 Eglinton Ave. W., Toronto, Ont. Tel.: 781-2368. Pres.: Howard Cable.
- Sheldon (see Chappell).
- Showtune (BMI), 15 Forest Ridge Dr., Toronto. Partners: John Wayne & Frank Shuster.
- Southern (CAPAC), 1405 Bishop St., Montreal, Que. Tel.: AV 8-9410. Mgr.: Matt Heft.
- Spellbinder (BMI), 223 Joicey Blvd., Toronto 12, Ont. Tel.: 485-3798. Pres.: Edwin J. Feeny.
- Norman Spunt (BMI), 4565 Fourth St., Chomedey, Montreal, Que. Tel.: 688-1496. Pres. & Gen. Mgr.: Norman Spunt.
- Adolphe Taigi (CAPAC), 2161 Jolicoeur, Montreal 20, Que. Tel.: 766-5415. Gen. Mgr.: Adolphe R. LaPointe.
- Gordon V. Thompson (CAPAC), 32 Alcorn Ave., Toronto 7, Ont. Tel.: WA 3-7329. Pres.: G. V. Thompson.
- Tomi (BMI), 19 Park Rd., Toronto 5, Ont. Tel.: 923-6380. Pres.: Oscar Peterson.
- Torres (BMI), 851 Liverpool St., Montreal, Que. Tel.: 923-4815 or 937-9621. Pres.: Jimmy Torres.
- Trans-Canada (CAPAC), Suite 203, 27 Carlton St., Toronto 2, Ont. Tel.: 363-8034. Pres.: F. R. Faecq.
- Troika (BMI), 1356 Eglinton Ave. W., Toronto, Ont. Tel.: RU 7-0281. Pres.: Art Snider.
- Valando (see Chappell).
- W A Music, Suite 218, 5871 Victoria Ave., Montreal, Que. Tel.: 735-2293. Contact: Art Young.
- Waterloo (BMI), Three Regina St. N., Waterloo, Ont. Tel.: SH 3-4388. Pres.: F. C. Moogk.
- Wentworth (BMI), 22 Woodland Ave., St. Catharines, Ont. Tel.: 682-0051. Contact: Barbara Kingston.
- Western (CAPAC), 569 Seymour St., Vancouver 2, B. C. Tel.: 681-9548. Gen. Mgr.: Leonard G. Pye. AND: 820 Fort St., Victoria, B. C. Tel.: 382-1311. Mgr.: Frank Tupman.
- Whaley, Royce (CAPAC), 310 Yonge St., Toronto, Ont. Tel.: 362-6778. Pres.: E. G. Hough. AND: 544 Hastings St. E., Vancouver, B. C.
- Willow (CAPAC), Fort William, Ont. Prop.: Mrs. Wilma D. Kukkee.

● record wholesalers distributors

Alberta

● CALGARY (Area Code 403)

- Acklands, 4124 Ninth St. S.E., Tel.: 243-4291. Mgr.: Arnold Palmer. Rep.: Mel Shaw. Labels: Decca Div.: Brunswick, Caedmon, Coral, Decca, Vocalion. Apex Div.: Apex, Ascot, Carnaval, Challenge, Colpix, Crescendo, Diamond, Everest, Lero, Point, Reprise, Soma, United Artists, Valiant, Warner Bros.
- Central, 3631 Blackburn Rd., Tel.: 243-2554. Mgr.: David Jones.
- London of Canada, 1715 17th Ave. S.W., Tel.: 244-6136. Labels: American London Group, Aragon, Argo, Atco, Atlantic, Backbeat, Banff, Bel Air, Blue Rock, Brook-Lyn, Caprice, Celtic, Citadel, Click, Coliseum, Copains, Das Alte Werke, Dial, Dore, Dolton, Duke, Era, Etiquette, Europa, Figaro, Fontana, France-Canada, Focus, Gaiety, Gaudan, Guyden, Hi, Imperial, Jamie, Jupiter, La Voix de L'Auteur, Liberty, Limelight, L'Oiseau Lyre, London, Marjion, Melbourne, Mercury, Mirrosonic, Mobile Fidelity, Monument, Mutual, Olympia, Paris, Peacock, Philips, Philles, Rampart, Rheims, Rodeo, Rusticana, Smash, Sound Stage 7, Spoken Arts, Stax, Sun, Sur Demande, Telefunken, Venus, Volt, Wing.

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Taylor, Pearson & Carson, P.O. Box 70, Tel.: 269-2521. Sales Mgr.: John Watson.

• EDMONTON (Area Code 403)

Acklands, 10304 108 St. Tel.: 429-1781. Mgr.: Arnold Palmer. Rep.: Jack Williams. Labels: Decca Div.: Brunswick, Caedmon, Coral, Decca, Vocalion. Apex Div.: Apex, Ascot, Carnaval, Challenge, Colpix, Crescendo, Diamond, Everest, Lero, Point, Reprise, Soma, United Artists, Valiant, Warner Bros.

Van Dusen Bros., 10528 123rd St. Tel.: HU 8-9996. Pres.: Wes Van Dusen. Labels: Angel, Capitol, Living Language, Living Literature, Odeon, Parlophone, Pathe, Young Peoples Rec.

British Columbia

• VANCOUVER (Area Code 604)

Dance Craft, 455 W. Broadway. Tel.: TR 9-2822. Herb & Gladys Neustaedter. Labels: Aqua, Balance, Belco, Belmar, Benz, Best, Blue Star, Bogan, Dance Party, Dash, Family Square, Flip, Folk Dancer, Folkcraft, Fun & Frolic, Golden Squares, Grenn, J. Bar, Jewel, Kalox, Keeno, Kismet, Longhorn, Lore, Lightning, MacGregor, Magic, Mayflower, Old Timer, Russel, Sets in Order, Silver Spur, Square L, Lloyd Shaw, Sunny Hills, Tahoe, Top-Western, Western Jubilee, Windsor.

Emerson Sales, 1859 W. Fourth Ave. Mgr.: D. Short. Labels: Arc, Ariola, Bravo, Canadian-American, Colonial, Dominion, Golden, 101 Strings, Somerset, Standard, Stereodivities.

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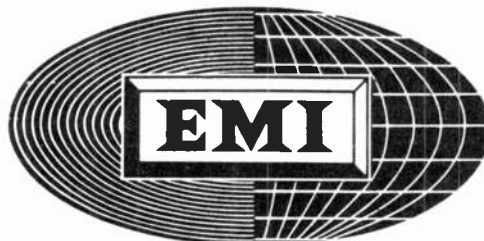


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Robert J. Stone Assoc., 37 Colborne St. E., Oshawa, Ont. AND: P.O. Box 156, Sta. C, Toronto, Ont. Tel.: 723-9404. Pres.: Robert Stone.
Gordon V. Thompson, 32 Alcorn Ave., Toronto 7, Ont. Tel.: WA 3-7329. Pres.: G. V. Thompson.
Trans Canada Rec., 189 Rockland Rd., Montreal, Que. Tel.: 731-8571. Pres.: Jean-Paul Rickner.

● **services & supplies**

JACKET MANUFACTURERS

Modern Album of Canada, 1244 Dufferin St., Toronto 4, Ont. Tel.: LE 4-7951. Pres.: R. A. Froehlig.

MUSIC LICENSING ORGANIZATIONS

BROADCAST MUSIC INC. (BMI) Canada, 16 Gould St., Toronto, Ont. Tel.: EM 4-0317. Gen. Mgr.: Harold Moon. AND: 1500 St. Catherine St. W., Montreal 25, Que. Tel.: WE 5-2552. Mgr.: Clyde Moon. (SEE ADVERTISEMENT)

Composers, Authors & Publishers Association of Canada (CAPAC), 1263 Bay St., Toronto 5, Ont. Tel.: 924-4427. Gen. Mgr.: T. St. Clair Low. AND: 1155 Dorchester Blvd., Rm. 614, Montreal 2, Que. Contact: Marc Huard.

PRESSING PLANTS

ARC SOUND, 20 Cranfield Rd., Toronto 16. (SEE ADVERTISEMENT)

Compo, 2377 Remembrance St., Lachine, Que. Tel.: 637-2561.

Precision Rec. Prods., One Waterman Ave., Toronto 16, Ont. Tel.: 425-1224. Plant Mgr.: Jack Anderson.

Quality Rec., 380 Birchmount Rd., Scarborough, Ont. Tel.: OX 8-5511. V-Pres. & Mng'g Dir.: George L. Keane.

R C A Victor, Smith Falls, Ont.
Sparton Rec. of Canada, 100 Elm St., London, Ont. Tel.: 455-6320.

PROMOTION & PUBLICITY

Check Mate Assoc., P.O. Box 4023 Sta. E, 1966 Eastlane Ave. & 307 Monfort (Monfort Arms), Ottawa 1, Ont. Tel.: 733-7197/0505. Gen. Mgr.: Rich Frazer.

Dasanda Prods., 19 Hexham Rd., Ottawa 14, Ont. Tel.: 828-1124. Dir.: Sandy Gardiner
Monticana Ent., P.O. Box 323, Montreal 3, Que. Tel.: 739-8935 & 737-9200. Pres.: Dave Leonard.

David Mostoway Prods., 234 Davenport Rd, Toronto 5, Ont. Pres.: Duff Roman.

Robert J. Stone Assoc., 37 Colborne St. E., Oshawa, Ont. AND: P.O. Box 156, Sta. C, Toronto 3, Ont. Tel.: 723-9404. Pres.: Robert Stone.

Fred White, P.O. Box 21, Postal Station R, Toronto 17, Ont. Tel.: 481-3615. Pres.: Fred White.

RECORDING STUDIOS

Aragon Ent., 2166 W. Fourth Ave., Vancouver 9, B. C. Tel.: 736-0374. Pres.: Al Reusch.

Bay Music, Five Waterman St., Toronto 16, Ont. Tel.: 751-1613.

Dollard, 81B Portage Ave., Winnipeg 10, Man. Tel.: 755-7631.

Dominion Broadcasting, 12 Shuter St., Toronto 1, Ont. Tel.: 363-3383. Pres.: Cy Strange.

HALLMARK, 22 Sackville St., Toronto, Ont. Tel.: 362-7707. Pres.: D. M. Sanderson. (SEE ADVERTISEMENT)

Monticana Rec., P.O. Box 323, Montreal 3, Que. Tel.: 739-8935 & 737-9200. Pres.: Dave Leonard.

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R C A Victor, 1241 Guy St., Montreal, Que. Mgr.: Ed Traynor. AND: 225 Mutual St., Toronto, Ont. Mgr.: Bob Gray.

Zelony, Studio A, Dominion Bldg., Coaticook, Que. Contact: Harry Green.

TRADE ASSOCIATIONS

Canadian Music Publishers Association, Board of Trade Bldg., 11 Adelaide St. W., Toronto. Chm.: Freda Ferguson.

Canadian Record Manufacturers Association, c/o Quality Rec., 380 Birchmount Rd., Scarborough, Ont. Tel.: OX 8-5511. Pres.: George L. Keane.

CHILE

Population: 1960 census—7,374,115; latest official estimate—8,492,000.

Per capita income: \$300 annually.

Record sales: \$6,000,000.

Radio stations: 180 medium wave.

TV stations: 2 (non-commercial).

Record players: 450,000 approx.

Juke Boxes: 3,000 approx.

Stereo sales: 20% of LP's.

Retail record prices: Up 95% from 1964.

Important regulations: Record importation is absolutely forbidden, and all records sold are pressed locally on license from the originating company. Ricardo Garcia

● record manufacturers

Caracol, Matias Cousino 150 6º piso. Dir.: Antonio Contreras.

Demon, Matias Cousino 150 6º piso. Dir.: Camilo Fernandez.

Editora Chilena de Discos (ORPAL), P.O. Box 6117, Irarrazaval 3349, Santiago. Pres.: Carlos Patino & L. R. Ortiz. Label: Orpal.

This company represents: Epic (USA), Folkways (USA), Microfon (Argentina), and various small labels.

Goluboff, Miraflores 119, Santiago. Tel.: 381952.

Cable: Godav. Pres.: Diego Goluboff; Sales: Enrique Pallerano. Label: Goluboff.

This company represents: CBS (USA), Reprise (USA), Liberty (USA), Sono-Radio (Peru), Verve (USA), Ricordi (Italy).

Philips Chilena, P.O. Box 2687, Av. Santa Maria 0760, Santiago. Tel.: 35081. Cable: Philchasi.

Gen. Mgr.: M. Brakema; A&R: Saul San Martin; Int'l: Hernan Serrano. Label: Philips.

This company represents: Archiv (Germany), Polydor (Germany), DGG (Germany), Mercury (USA), MGM (USA), Peerless (Mexico), Seeco (USA), United Artists (USA).

Odeon (Industrias Electricas y Musicales Odeon de Chile), P.O. Box 186 D, Compania 2045, Santiago. Tel.: 392071. Cable: Turntable. Pres. Sales: Enrique Epple; A&R: Ruben Nouzeilles. Label: Odeon.

This company represents: Angel (USA), BBC (England), Capitol (USA), Coral (USA), Decca (USA), London (England), Warner Bros. (USA), and various small labels.

R C A de Chile, P.O. Box 1407, Matias Cousino 150, Santiago. Tel.: 381124. Gen. Mgr.: Hector Urbina; A&R: Hernan Aravena. Labels: RCA, CRC.

This company represents: Caife (Ecuador), Disc Jockey (Argentina), Fermata (Argentina), Ducret-Thomson (France), Fonit (Italy), Hispavox (Spain), Music Hall (Argentina), Onix (Ecuador), Sonolux (Colombia), Telefunken (Germany).

● music publishers

Fermata, Los Alpes 916, Santiago.
Southern Music International, Los Lirios 273, Santiago. Contact: Alfredo Burgos.

● supplies & services

PRESSING PLANTS

Goluboff, Miraflores 119, Santiago.
Odeon (IEM) Compania 2045, Santiago.
R C A, Av. Vicuna Mackenna 3333, Santiago.

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COLOMBIA

Population: 1951 census—11,548,172; latest official estimate—15,434,000.
 Per capita income: 1964—\$480 annually.
 Record masters imported from U. S. (factory value): 1964—\$24,671.
 Records exported to U. S. (factory value): 1964—\$1,480.
 Total records manufactured (factory value): 1964—\$1,500,000.
 Average retail price: LP's—\$1.50; EP's & Singles—25 cents.
 Discounting: Some.
 Radio stations: 150.
 Television stations: 1 (government owned and controlled).
 Type of record distribution: Manufacturer to wholesaler to dealer; manufacturer to dealer.

● record manufacturers

Colombiana de Discos, Aptdo. Aereo 142B, Medellin. Tel.: 61922. Cable: Codiscos. Gen. Mgr.: Alfredo Diez; A&R: Horacio Diez; Sales: Leonardo Alzate; Int'l: Alvaro Arango. Label: Zeida.
 This company represents: Angel (USA), Capitol (USA), Musart (Mexico), Odeon (Argentina, Brazil, Chile), Regal (France, Italy, Spain), Warner Bros. (USA).
 Daro Internacional, Aptdo. Aereo 4578, Bogota. Tel.: 433666. Cable: Imoparado. Pres.: Simon Daro; Gen. Mgr.: A&R, Sales & Int'l: Bernard Forman. This company represents: Cameo-Parkway (USA) Colpix (USA), London (USA), Miller Int'l (USA), Surco (Argentina).
 International representatives: Peru (Peruana), USA (Daro Int'l), Venezuela (El Palacio de la Musica).
 Fuentes, Discos, Aptdo. Aereo 1960, Medellin. Tel.: 46-08-60. Cable: Disfuentes. Pres.: Antonio J. Fuentes; A&R: Pedro A. Fuentes; Int'l: Jose Ma. Fuentes.
 This company represents: Chantecler (Brazil), Eurodisc (Germany), Music Hall (Argentina), Palacio (Venezuela), Panart (Cuba), Peerless (Mexico), Ricovox (Puerto Rico), Rondador (Ecuador), Roulette (USA), Seeco (USA), Sonus (Venezuela), United Artists (USA).
 International representatives: Argentina (Music Hall), Brazil (Chantecler), Central America Dicesa, Ecuador (Rondador), Mexico (Peerless), USA (Miami), Venezuela (Discos Fuentes).
 Esper, Antonio Carrera 40, Esquina Calle 37, Jesus-La Paz, Baranquilla.
 Fabricantes de Discos Fonograficos, Carrera 4a, No. 22-29, Pereira, Caldas.
 Industria Electro Sonora (Sonolux), Calle 29, 43 A 5, Aptdo. Aereo 640, Apartado Nal. 432, Medellin. Mgr.: Guillermo de Bedout Moreno.
 Industrias Fonograficas Discos Tropical, Apartado Aereo 793, Barranquilla. Cable: Radiag. Pres.: Emilio Fortou.
 This company represents: CBS-Columbia (USA).
 Industrias Fonograficas Victoria, Calle 12, No. 8-85, Cali. Mgr.: Mario Mendez.
 Industrias Fonoton, Apartado Aereo 12330, Bogota. This company represents: Ansonia, Archiv (Ger-

many), Deutsche Grammophon, Fonoton, MGM, Mercury, Philips, Polydor, Verve.
 Ondina Fonografica Colombiana, Aptdo. Aereo 915 Medellin. Tel.: 74-33-33. Cable: Ondina. Mgr.: Rafael Acosta.
 Sociedad Nal de Musica (Sonomusica), Apartado Aereo 1263, Medellin. Mgr.: Orlando Posada Gonzalez.
 Suramericana de Grabaciones, Aptdo. Aereo 5B-37, Bogota.
 Alberto J. Verswyvel Aptdo. Chacao 49-11, Bogota. This company represents: Kapp (USA).

● music publishers

Peer de Colombia, Aptdo. Aereo 8665, Bogota.

● importers & exporters

Colombiana de Discos, Apartado Aereo 142B, Medellin.
 Daro Int'l, Aptdo. Aereo 4578, Bogota.

● supplies & services

PRESSING PLANTS

Colombiana de Discos, Apartado Aereo 142B, Medellin.
 Discos Silver, Calle 41 K-48, No. 46-55, Medellin.
 Fabrica de Discos Curro, Apartado 1344, Cartagena.
 Fabrica de Discos Fuentes, Apartado 1960, Medellin.
 Fortou, Emilio, Discos Tropical, Apartado 793, Baranquilla.
 Industrias Fonograficas del Caribe, Carrera 40 No. 4133, Baranquilla.
 Industrias Fonograficas "Lusar," Calle 25 No. 4C-61, Apartado 679, Ibague.
 Industrias Fonograficas Victoria, Apartado 2264, Cali.
 Industrias Fonoton, Apartado 7080, Bogota.
 Manufacturas Ajoover, Apartado 4911, Bogota.
 Ondina Fonografica Colombiana, Calle 67-A, No. 51-D-33, Apartado 915, Medellin.
 Sello Vergara, Apartado 3587, Bogota.
 Sonolux, Apartado 640, Medellin.

RECORDING STUDIOS

Daro, Aptdo. Aereo 4578, Carrera 7a No. 22-92, Bogota.
 Colombiano de Discos Aptdo. Aereo 1428, Medellin.
 Industrias Fonoton, Aptdo. Aereo 12330, Bogota.
 Suramericana de Grabaciones, Calle, 12, No. 5-70, Bogota.

COSTA RICA

Population: 1963 census—1,336,274; latest official estimate—1,412,000.
 Records imported from U. S. (factory value): 1964—\$20,456; 1963—\$41,100; 1962—\$33,900; 1961—\$27,500.
 (No other current statistics available.)

● record manufacturers

Almacen Filco, Avenida central calles AV/1, San Jose.
 Discolandia Reuben, Calle 1, avenida 1/3, San Jose.
 Emporio R., Castro, Calle 4 avenida 2, San Jose.

INDUSTRIA DE DISCOS CENTROAMERICANA, P. O. Box 4093, avenida B calles 11/13, San Jose. Tel.: 1931. Cable: Indica. Pres.: Oscar Stupp. Label: Indica. (SEE ADVERTISEMENT)
 Libreria Universal, Carlos Federspiel, calle AV/1 avenida FG, San Jose.

● importers & exporters

Almacen Filco, Avenida central calles AV/1, San Jose.
 Discolandia Reuben, Calle 1, avenida 1/3, San Jose. Impo-Discos, Apartado No. 1645, San Jose. Contact: Sr. Oscar Stupp.

CZECHOSLOVAKIA

Population: 1961 census—13,745,577; latest official estimate—14,058,000.
 Records imported from U. S. (factory value): 1964—\$8,908.
 Records exported to U. S. (factory value): 1964—\$1,981.

● record manufacturers

State Publishing House of Music, N.E. (Statni hudebni vydavatelstvi, n.p.), Palackeho 1, Prague 1. Tel.: 24-92-51. Cable: Supraphon. Label: Supraphon.

● music publishers

Ceskoslovenska hudebni a divadelni agentura, Mala Strana. Valdstejnska ul. 10, Prague 1. Tel.: 513. Cable: Pragokonzert Praha.
 State Publishing House of Music, N.E. (Statni hudebni vydavatelstvi, n.p.), Palackeho 1, Prague 1. Tel.: 24-92-51. Cable: Supraphon.

● importers & exporters

Artia Foreign Trade, 30 Ve Smeckach, Prague 1. Tel.: 24-62-84 & 24-63-92.

DENMARK

Population: 1960 census: 4,585,256; latest official estimate: 4,684,000.
 Per capita income: \$2,250 annually.
 Number of homes with record players: Approx. 13%.
 Records exported to U. S. (factory value): 1964—\$3,573.
 Records imported from U. S. (factory value): 1964—\$67,718.
 Origin of records sold: Domestic 25%, USA 5%. Other foreign: 70%.
 Discounting: None.
 Average retail price: LP's—\$5; EP's—\$2; Singles—\$1.30.
 Record club sales: Approx. 9% of total sale.
 Juke boxes: About 850.
 Stereo sale: 15% of total; 40% of LP sale.
 Important regulations: Increase of tax duties from 13% to 17% of retail price; NCB copyrights still 8% of retail price; artist royalty 4% of retail price.

● record manufacturers

Dansk, I. S. Raadhustraede 3, Copenhagen K. Tel.: Minerva 7650. Mng'g Dir.: Karl Emil Knudsen; A&R: Gustav Winckler; Sales & Int'l: Per Sorensen. Labels: Sonet, Mascot, Storyville, Life. This company represents: Blue Note, Chancellor, Colpix, Ecco, Elite, Gazell, Folkways, Le Jazz, Cool, Argo, Chess, Checker, Palette, Sue, Dimension, Scan-Disc, Old Town, Symbol, Vega, Roulette, Savoy, Sonet.
 Karusell, Dortheavej 39, Copenhagen. N. V. Tel.: Taga B505.
 Mng'g Dir.: K. E. Knudsen; Sales & Int'l: Per Sorensen. Labels: Joker, Karusell.
 This company represents: ABC Paramount, Cameo-Parkway, Impulse, Joker, Karusell, Swedisc, Westminster.
 Metronome, Vibevej 31, Copenhagen NV. Tel.: Aegir 8112. Cable: Metrorecords. Gen. Mgr., Sales & Int'l: Bent Fabricius-Bjerre. A&R: Jorgen Ingmann. Label: Metronome.
 This company represents: Ariola, Atco, Athena, Atlantic, Eurodisc, Metronome, Music, New Jazz, Prestige, Snurr.

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Moerks Musik, Vesterport 247, Copenhagen V. Tel.: PA 5000. Gen. Mgr., Sales & Int'l: K. Moerk; A&R: J. Windfeldt. Labels: Triola.

This company represents: Austraton & Elite (Germany), C.G.D. (Italy), Pye (England), California (USA), Dot (USA), Hickory (USA), Kapp (USA).

Nielsens, Hede, Grundtvigsvej 10A, Copenhagen V. Tel.: EV 4120. Cable: Henigram. Gen. Mgr., A&R, Sales, Int'l: Elith Henriksen. Labels: RCA
This company represents: Arena, RCA Victor (USA), Reprise (USA), Warner Bros. (USA).

Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel.: 69-25-22. Cable: Polyphon. Gen. Mgr. & Int'l: W. E. Hamburger; A&R: Bruno Henriksen. Labels: Polyphon, Polydor, Philips.

This company represents: Ace of Clubs/Hearts (England), Archiv (Germany), Argo (England), Beltona (England), Brunswick (USA), Caedmon (USA), CBS (USA), Command (USA), Coral (USA), Decca (England), Deutsche Grammophon (Germany), Fontana (Holland), Heliodor (Germany), London (USA), L'Oiseau Lyre (France), Mercury (USA), Philips (Holland), Polydor (Germany), United Artists (USA), Verve (USA), Audio Fidelity (USA).

International representatives: Associates and branches of Philips, Fontana, Decca, DGG and sub-labels.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen, Valby. Tel.: 30-67-11. Cable: Grammophon. Top Exec.: S. L. G. Gottlieb; A&R: J. Kleinert; Sales & Int'l: K. Hviid Mikkelsen. Labels: Columbia, HMV, Odeon.

This company represents: Capitol (USA), Columbia (USA), Dolton (USA), Electrola (Germany), Ember (USA), Encore (England), Gloria (Germany), HMV (England), Imperial (Germany), Laurie (USA), Liberty (USA), MGM (USA), Motown (USA), Odeon (France), Parlophone (England), Pathe (France), Regal-Zonophone, State-side (USA), Tamla (USA).

International representatives: All EMI branches and associates.

TONO, Dortheavej 1, Copenhagen NV. Tel.: Aegir 9680. Cable: Tonorecords. Dir.: Harry Larsen; Sales and A&R: Svend Hansen; Publicity: T. Lutzer; Int'l and A&R: E. Ollgaard. Labels: Tono, Teener.

This company represents: Amadeo, Artone, Barclay, Bel Air, Durium, Fonit, Majestic, Gene Norman, Oriole, Vanguard, Vogue. (SEE ADVERTISEMENT)

● music publishers

Cantagallo, Veldemargade 12, Horsens.

D F G Music, Roadhustraede 3 A, Copenhagen K.

Decapo, Pilestraede 2, Copenhagen K. Tel.: CE 4549. Contact: H. Andersen.

Hansen, Wilhelm, Gothersgade 9, Copenhagen K., Tel.: MI 7888. Contact: A. Spliid.

Imudico, Colbjornsensgade 19, Copenhagen V. Tel.: HI 5625. Contact: A. Kleinert.

Moerks, Vesterport 247, Copenhagen V. Tel.: PA 5000. Contact: K. Moerk.

Multitone, Vibevej 31, Copenhagen NV. Tel.: Aegir 8112. Contact: H. Jensen.

Winckler, Dortheavej 39, Copenhagen NV. Tel.: TA 2282. Contact: G. Winckler.

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● supplies & services

MUSIC LICENSING ORGANIZATIONS

GRAMEX (Affiliate of Koda-record royalties, etc.) Kronprinsessegade 26, Copenhagen. Tel.: CE 2276.

Koda (Counterpart of ASCAP), Kronprinsessegade 26, Copenhagen. Tel.: CE 2277.

Nordisk Copyright Bureau, Upsalagade 24, Copenhagen. Tel.: TR 3660. Pres.: S. T. Wilson; Mng'g Dir.: K. Nielsen.

POLYETHYLENE BAGS

Norlip, Prinsessegade 29A, Copenhagen 8. Pres.: H. S. Philipsen.

PRESSING PLANTS

Plastica, Dortheavej 1, Copenhagen NV. Tel.: Aegir 9680.

Skandinavisk Bakelite, Proevensvej 35, Copenhagen V. Tel.: 70-15-21.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen. Tel.: 30-67-11.

RECORDING STUDIOS

Metronome, Vibevej 31, Copenhagen. Tel.: Aegir 8112. Contact: Birger Svan.

Polyphon, Emdrupvej 115, Copenhagen. Tel.: 69-25-22.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen. Tel.: 30-67-11. Contact: S. L. G. Gottlieb.

Tono, Dortheavej 1, Copenhagen. Tel.: Aegir 9680.

TRADE ORGANIZATIONS

Den Danske Gruppe af Grammofonindustriens, Internationale Federation, Sankt Anna Plads 11, Copenhagen K. Tel.: Cen. 4401. Sec.: Otto Lassen.

DOMINICAN REPUBLIC

Population: 1960 census: 3,013,525; latest official estimate: 3,452,000.

Records imported from U. S.: 1964—113,000, approx. Average retail price: LP's—\$6 to \$6.50; singles—\$1.50 to \$1.75.

This country, with one of the lowest per capita incomes in the Caribbean area, pays about the highest price registered for records anywhere. This is due, in part, to the high customs duties on imported records.

● dealers & importers

Discoteca Mozart, El Conde No. 106, Santo Domingo. Discolandia, J. T. Valdez No. 47, Santo Domingo. Discos Amaro, P. O. Box 1270, Santo Domingo. Persio C. Dominguez, Jose Contreras 28, Santo Domingo.

La Guarachita, Rhadames Aracena, El Conde 108, Santo Domingo.

Orto, P. O. Box 180, Santo Domingo.

Bartolo Primero, Ave. Mella 156, Santo Domingo. Julio Tonos, P. O. Box 364, Santo Domingo.

● music publishers

Peer International, Manuel Troncoso, Representative, P. O. Box 180, Santo Domingo.

PRESSING PLANTS

Distribuidora Nacional de Discos, Santo Domingo. Fabrica Dominicana de Discos, Santo Domingo. Octavio Vargas Gil, Santo Domingo.

ECUADOR

Population: 1962 census—4,581,476; latest official estimate—4,877,000 (possibly overestimated). Records imported from U. S. (factory value): 1964—\$10,704. (No other current statistics available.)

● record manufacturers

Industrial Fonografica Ecuatoriana (CAIFE), P.O. Box 84, Quito. Tel.: 11919. Pres.: Pablo Molina; Mgr.: Carlos Rota.

Emporio Musical, Casilla 1276, Guayaquil. Mgr. Carlos Pino Plaza.

This company represents: CBS Columbia (USA).

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● music publishers

St. Luis Pino Yerovi, Blvd. 9 de Octubre No. 710, Guayaquil.

● importers & exporters

Almacenes de Musica, J. D. Feraud Guzman, Apdo. No. 856, Guayaquil. Tel.: 13932.

● supplies & services

PRESSING PLANTS

Importadora Velaga, Casilla No. 318, Ambato. Industrial Fonografica Ecuatoriana, Apartado 3885, Guayaquil.

Industrial Fonografica, Ecuatorian (CAIFE), P.O. Box 84, Quito.

MUSIC LICENSING ASSOCIATIONS

Sociedad de Representaciones y Administraciones Musicales (SADRAM), P.O. Box 3456, Guayaquil.

EIRE

Population: 1961 census—2,818,341; latest official estimate—2,849,000.

Per capita income: Approx. \$750 annually.

Records imported from U. S. (factory value): 1964—\$49,814; 1963—\$70,500; 1962—\$60,500; 1961—\$42,000.

Records exported to U. S. (factory value): 1964—\$360.

Average retail price: LP's—\$4.50; EP's—\$1.40; Singles—\$.90.

Discounting: Occasional.

Record club sales: Approx. 11% of all sales.

Stereo sales: Approx. 3% of all sales.

Medium-wave radio stations: 1 (Radio Eireann).

Television stations: 1 (Telefis Eireann).

Number of juke boxes: Approx. 550.

Type of record distribution: Manufacturer to wholesaler to dealer.

Important regulations: Import duty of 15% or 14c per single record, whichever is greater.

● record manufacturers

E M I (Eire), 23 Lower Dominick St., Dublin 1. Tel.: 46108/9. Dir.: H. D. Christmas.

Gramophone, Ferrybank, Waterford. Tel.: 4196. Mgr.: Thomas Boylan.

● music publishers

Pigott, 112 Grafton St., Dublin 2. Tel.: 73161/2/3/4.

Mng'g Dir.: J. G. Lyons. AND: 117 Patrick Street, Cork. Tel.: 20592. Mgr.: T. P. McAlpine.

Walton's Musical Galleries, Two N. Frederick St., Dublin. Tel.: 47041. Mng'g Dir.: Martin Walton.

● importers & exporters

Connoisseur Recs., Five Cope St., Dublin 2.

Dolphin Discs, 164 Capel St., Dublin. Tel.: 72187. AND: 58 Stephen's St., Dublin. Tel.: 53198.

Dolphin-Seal, 22 Marlboro St., Dublin. Tel.: 46525. Prop.: Joseph P. O'Reilly.

Gael-Linn, 54 Sraid Grafton, Dublin.

Gramophone, 23 Lower Dominick St., Dublin 1.

Irish Rec. Factors, 34 Parnell Sq. W., Dublin 1. Pye, Dundrum, Dublin.

Siemens-Schuckert, 49 Middle Abbey St., Dublin.

Solomon & Peres, Two Dame Lane, Trinity St., Dublin.

● supplies & services

PRESSING PLANTS

E M I, Ferrybank, Waterford. Tel.: 4196. Mgr.: Thomas Boylan.

RECORDING & TAPE DUP. STUDIOS

An Comhlacht Taifeadadh, Two & 26 Upper Mount St., Dublin 2. Tel.: 63330.

Andrews, Eamonn, Four Henry St., Dublin. Tel.: 49191. Dirs.: Eamonn Andrews, Dermot Caffery, Lorcan Bourke, Fred O'Donovan.

Hunt, Peter, 130 St. Stephen's Green, Dublin.

Roberts, Rex, Eight Appian Way, Ranelagh 4, Dublin.

Silverpine, Bray, County Wicklow. Stapleton, Merrion Ct., Merrion Rowe, Dublin.

EL SALVADOR

Population: 1961 census—2,510,984; latest official estimate—2,824,000.

Records imported from U. S. (factory value): 1964—\$106,605; 1963—\$137,500; 1962—\$130,400; 1961—\$67,100.

Records exported to U. S. (factory value): 1964—\$285.

● record manufacturers

Lesser, Apartado 104, San Salvador.

● importers & exporters

Casa de la Musica, L. Garay & Cia, Apartado No. 142, San Salvador.

Casa Kismet, 4a Ave. Sur No. 36, San Salvador.

Casa Rivas, Calle Ruben Dario No. 70B, San Salvador.

Dada Dada, Apartado No. 274, San Salvador.

Roberto Orantes Penate, 3a Calle Poniente No. 4, Santa Ana.

Radio Electrica, 4a Ave Sur No. 228, San Salvador. Tel.: 5609 & 3967. Contact: Ricardo Dutriz.

FINLAND

Population: 1960 census: 4,446,222; latest official estimate—4,601,000.

Per capita income: Approx. \$1,025 annually.

Records imported from U. S. (factory value): 1964—\$17,538; 1962—\$9,700; 1961—\$29,200; 1960—\$16,200.

Radio stations: 311.

Television stations: 2 networks (State owned).

● record manufacturers

Akkuteollisuus Neitsytpolku 1 B, Helsinki. Tel.: 11912. Contact: Ronnie Kranck.

Discophon, Takomontie 3, Helsinki. Tel.: 451627.

Top Exec.: Bengt G. Liljeroth; A&R, Sales, Int'l: Johan Vikstedt. Label: RCA.

This company represents: RCA (USA).

Fazer Musikhandel, Alexandersgaten 11, Helsinki 0.

Finndisc, Simonkatu 10 B, Helsinki. Tel.: 644877.

Dir.: Rolf Kronqvist; Sales: Erik Lindstrom.

Labels: Safir, Nashville, Blue Note.

Fintone, Munkkisaarekatu 2, Helsinki. Tel.: 15533. Cable: Fintone. Top Exec. & A&R: Henrik Denffer; Sales: Reijo Heimonen & Eric Forsman.

This company represents: ABC Paramount (USA), Archiv (Germany), Command (USA), Cameo (USA), Coral (USA), DGG (Germany), Heliodor (Germany), Impulse (USA), Primula, Karusell (Sweden), Mercury (Holland), Riverside (Holland), Swe-Disc (Sweden), United Artists (USA), Polydor (Germany), Verve (USA), Vee Jay (USA), Westminster (USA).

Levytutku, Fredrikinkatu 45, Helsinki. Tel.: 59581.

Top Exec.: N. E. Saarikko. Labels: Triola, Manhattan, Broadway.

This company represents: Manu, Triola.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10751. Cable: Musikfazer. Mng'g Dir.: Roger Lindberg; A&R: Toivo Karki; Sales: Osmo Ruuskanen. Labels: Decca, Fontana, Philips, Rytmi.

This company represents: Amadeo (Austria), Audio-Fidelity (USA), Barclay (France), Imperial (USA), CBS (USA), Decca (England, USA), Fontana (Holland), London (England), Palette (Belgium), Philips (Holland), Pye (England), Sonora (Sweden).

Pohjoismainen Sähkö, 14 Vuorikatu, Helsinki. Tel.: 12651. Mgr.: Martti Piha; Sales: Martti Auvinen.

This company represents: EMI's trademarks (Columbia, Parlophone, Odeon, MGM, Encore); Finlandia, Blue Master, Gloria, Elite Spezial, Regal, Le Chant du Monde, Savoy, Dimsa, Maya, Orfeon, MMO.

Sahkoliiikkeiden, Satamakatu 4, Helsinki. Tel.: 454401. Cable: Sloy. Top Exec.: Eino Hietanen; A&R, Sales, Int'l: Johan Vikstedt. Label: Telefunken.

This company represents: Telefunken (Germany), Reprise & Warner Bros. (USA).

SCANDIA-MUSIIKKI, Hietalahdenranta 11A, Helsinki.
Tel.: 642005. Cable: Scandiamusic. Gen. Mgr.:
Harry Orvomaa; A&R: Jaakko Salo; Sales:
Paavo Einio; Int'l: Antti Einio. Label: Scandia.
This company represents: Argo, Ariola, Atlantic,
Checker, Chess, Ember, Epic, Eurodisc, Gazell,
Hansa, Kapp, Knappupp, Mainstream, Metro-
nome, Olga, Prestige, Red Bird, RIC, Roulette,
Scan-Disc, Sonet, Storyville. (SEE ADVERTISE-
MENT)

Sonet, Hietalahdenranta 11A, Helsinki.

WESTERLUND, R. E., N. Esplanad 37, Helsinki. Tel.:
10396. Cable: Pianowesterlund. Pres.: Robert
Westerlund; A&R: Eino Virtaneu; Sales Mgr.:
Salomon Pivowitsch. Label: Westerlund.
This company represents: Angel, Buena Vista,
Capitol, Disneyland, Dolton, Electrola, Encore,
Gloria, HMV, Imperial, Liberty, Motown, Pathe,
Star, Stateside, Tamla, Video. (SEE ADVERTISE-
MENT)

● music publishers

Coda, Edition, Ritokalliontie 8-16 P, Helsinki. Mgr.:
Johan Vikstedt.

Commandiitti-yhtio Libito, Fredrikinkatu 32 A, 14
Helsinki.

Finndisc, Simonkatu 10 B, Helsinki. Tel.: 644877.
Dir.: Rolf Kronqvist.

Levysavel, Vuorikatu 14, Helsinki. Tel.: 12651.
Contact: Martti Piha.

Levytukku, Fredrikinkatu 45 A, Helsinki. Tel.: 59581.
N. E. Saarikko.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.:
10751. Mng'g Dir.: Roger Lindberg.

SCANDIA-MUSIIKKI, Hietalahdenranta 11 A, Helsinki,
Tel.: 642005. Gen. Mgr.: Harry Orvomaa.
(SEE ADVERTISEMENT)

Soitin ja Nuotti, Pohjois Esplanaadinkatu 27, Hel-
sinki.

WESTERLUND, R. E., N. Esplanad 37, Helsinki. Tel.:
10396. Cable: Piano Westerlund. Pres.: Robert
Westerlund. Promo Mgr.: Jorma Pukkila. (SEE
ADVERTISEMENT)

X-Savel, Humalistonkatu 17 A 5, Helsinki.

● importers & exporters

Akkuteollisuus, Neitsytpolku 1, Helsinki.

Discophon, Takomontie 3, Helsinki.

Kansankulttuuri, Simonkatu 8, Helsinki.

Levytukku, Fredrikinkatu 45, Helsinki.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.:
10751. Mng'g Dir.: Roger Lindberg.

Pohjoismainen, Vuorikatu 14, Helsinki.

Sahkoliikkeiden, Takomontie 3, Helsinki.

Scandia-Musiikki, Hietalahdenranta 11 A, Helsinki.

Siemens, Mikonkatu 8, Helsinki.

Westerlund, R. E., N. Esplanad 37, Helsinki.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Saveltajain Tekijanoikeustoimisto Teosto r.y., Hie-
taniemenkatu 2, Helsinki.

RECORDING STUDIOS

Aanitoisto, Mechelinink 19b, Helsinki. Tel.: 494111.

Elektrovox (Akkuteollisuus), Neitsytpolku 1, Helsinki.

Filmi-aani, Film Sound Ltd.: Annakatu 16,
Helsinki.

Levytukku, Kirjatyontekijank 10, Helsinki. (Also
tape duplication, record distribution, independ-
ent record production from offices at Fred-
rikinkatu 45A, Helsinki).

Scandia, Sturenk 4, Helsinki.

Westerlund, Sturenk 4, Helsinki.

TRADE ORGANIZATIONS

Suomen Automaattiyhdistys r.y., It. Puistotie 6B,
Helsinki 4. Tel.: 61169. Cable: Automaatti.
Pres.: Tuomas Tapala.

Suomen Musiikkikauppiasliitto r.y., Mechelininkatu
17 B. 28, Helsinki.

Suomen Soitinalan Tuottajaliitto, Mikonkatu 13 A
19, Helsinki.

FORMOSA

Population: 1956 census: 9,367,661; Latest official
estimate: 12,257,000.

Average per capita income: \$150 annually.

Records exported to U. S. (factory value): 1964—
\$4,565.

Records imported from U. S. (factory value): 1964—
\$3,379.

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continued

● record manufacturers

Asia Rec., 59 Chien Kong Rd., Tainan, Taiwan. Pres.: W. H. Tsai.

Bell Echo Rec., 83 Chung Hsin Rd., San Chung City, Taipei Hsien, Taiwan. Pres.: S. C. Chow.

Black Cat Rec., 56 Ting Kon St., San Chung City, Taipei, Taiwan. Pres.: C. T. Lee.

Cheng Sheng Rec., 10 Lane 490, Taichung Rd., Taichung, Taiwan. Pres.: M. C. Tsai.

China Rec., 103 Kan Yuan Li, Shu Lin Chen, Taipei Hsien, Taiwan. Pres.: C. M. Chen.

Chung Shen Rec., 3 Lane 27, San Ming Rd., Sec. 1, Taichung, Taiwan. Tel.: 2558. Pres.: C. T. Chen.

Fox Rec., 1 Lane 344, Nanking W. Rd., Taipei, Taiwan. Tel.: 404-6200. Pres.: H. C. Huan (export available).

Kinmen Rec., 268 Chen Yi N. Rd., San Chung City, Taipei Hsien, Taiwan. Tel.: 99-2793. Pres.: Shye Syone, Lee.

Mien-Phone Rec., P.O. Box 346, 150 Ho Pien N. St., San Chung City, Taipei Hsien, Taiwan. Tel.: 2324. Pres.: C. P. Fan.

New Voice Rec., 3 Min Chuan Rd., Lukong, Changhwa, Taiwan. Cable: NEWVOICE, Lukong. Tel.: 318. Pres.: C. C. Wong.

Queen Rec., 70 Fu-teh S. Rd., San Chung City, Taipei Hsien, Taiwan. Tel.: 126. Pres.: C. Y. Wu.

Universal Rec., 256 Hsi Yuan Rd., Sec. 2, Taipei, Taiwan. Tel.: 33993. Pres.: H. L. Huang.

Wu Chou Rec., 121 Nai Chiang St., Taipei, Taiwan. Tel.: 34250. Pres.: H. C. Liu.

● importer-exporter

Fox Rec., 1 Lane 344, Nanking W. Rd., Taipei, Taiwan. Tel.: 404-6200. Pres.: H. C. Huan.

● supplies & services

PRESSING PLANTS

Asia, 59 Chien Kong Rd., Tainan, Taipei, Taiwan.

Chung Hwa, 5 Lane 2, Chung Ho Rd., Yung Ho Chen, Taipei Hsien, Taiwan.

Echo, 113 Chungking S. Rd., Sec. 1, Taipei, Taiwan.

Five Continents, 121 Lei Chian St., Taipei, Taiwan.

Globe, 256 Hsi Yuan Rd., Sec. 2, Taipei, Taiwan.

Great King, 90 Ho Pien N. St., San Chung City, Taipei Hsien, Taiwan.

Kolo, 3 Lane 302, Nanking W. Rd., Taipei, Taiwan.

Lico, 60 Yen Ping N. Rd., Sec. 1, Taipei, Taiwan.

Ming Feng, 150 Ho Pien N. St., San Chung City, Taipei Hsien, Taiwan.

New Voice, 3 Min Chuan Rd., Lukong, Changhwa, Taiwan.

Queen, 70 Fu-teh S. Rd., San Chung City, Taipei Hsien, Taiwan.

Sea Hai, 11 O Mei St., Taipei, Taiwan. Pres.: C. Y. Liao.

FRANCE

Population: 1962 census: 46,519,896; Latest official estimate: 48,492,700.

Per capita income: (according to O.E.C.D. figures) \$1,670 annually.

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Records exported to U. S.—other than language records (factory value): 569,000 francs (\$115,182) approx.

Records imported from U. S.—other than language records (factory value): 891,000 francs (\$180,364) approx.

Average retail price: Singles—\$1; EP's—\$2 and \$3; 10-inch LP's—\$3.20 to \$5.20; 12-inch LP's—\$5 to \$6.40.

Discounting: occasional.

Record club sales: 7.5% of all sales.

Stereo sales: 4.2% of all LP's.

Number of homes with record players: 20.6% of all homes, approx.

Important regulations: 33% tax added to manufacturer's price. (Import duties vary.)

Record distribution system: Manufacturer to dealer. Small manufacturers usually use major distribution organizations.

Classical record sales: 35% of all sales. Pop records sales generally run up to 60%, approx.

Juke boxes: About 18,000.

Sales areas: 40% of all record buyers are located in the Greater Paris area.

Radio stations: 4 channels (State controlled).

TV stations: 2 channels (State controlled).

● record manufacturers

Allegro Elite, 20 bis rue Louis-Philippe, Neuilly (Seine). Tel.: MAI 96.24.

Anthologie Sonore, 42 rue de Paradis, Paris 10. Tel.: TAI 93.20.

B A M, 133 Blvd. Raspail, Paris 6. Tel.: LIT 16.12. Contact: Levi Alvarez.

BARCLAY, 143 av de Neuilly, Neuilly (Seine). Tel.: SBB 60.30. Cable: Barclaydisc. Pres. & Dir.: Eddie Barclay; A&R: Eddie Barclay & Jean Fernandez; Sales & Int'l: Jacques Souplet. Label: Barclay.

This company represents: Hispavox (Spain), Big-Top (USA), United Artists (USA), Chess/Checker (USA), Argo (USA), Colpix (USA), Kent (USA), Jazz-Press (USA), 20th-Fox (USA). (SEE ADVERTISEMENT)

BEL-AIR, Compagnie Phonographique Internationale, 7-9 rue Traversiere, Coubevoie (Seine). Pres.: Mme. Nicole Barclay; A&R: P. Spiers; Int'l: Jean-Louis Ginibre.

This company represents: Atlantic (USA), Time (USA), 20th-Fox (USA). (SEE ADVERTISEMENT)

Pierre Berjot Prods., 3 rue du Bois de Boulogne, Paris 16. Tel.: PAS 80.09. Pres. & A&R: Pierre Berjot.

C B S-Arteco, 42 rue de Paradis, Paris 10. Tel.: 824.93.20. Cable: BERNTAYLOR. Pres. & Dir.: Bernard L. Taylor; Sales: Jean Fumeron; Promo: Christian Deffes; A&R & Int'l: Jacqueline Capstick. Labels: CBS, Odeon, Versailles.

This company represents: Blue Note, Odeon, Parlophone, Versailles (France).

Century 13 rue des Francs-Tireurs, La Courneuve (Seine), Paris. Tel.: FLA 27.71. Pres.: Julien Pierlot; A&R Int'l: Lucien Philippe.

Chant du Monde, 32 rue Beaujon, Paris 8. Tel.: WAG 67-73.

Decca, 30 rue Beaujon, Paris 8. Tel.: 924.19.01. Cable: Deccadis. Pres.: Henri Froment; A&R: Madame H. de Rieux, J. Bec, A. Evans, D. Filipacchi; Sales & Int'l: C. Gagniere; Pub.: Mile. M. Burllet. Labels: Decca, Cid.

This company represents: Decca (Britain), London (USA).

Diapason-Microsilion, 61 rue La Fontaine, Paris 16. Tel.: MIR 58.50.

DISCO-FRANCE, 180 rue La Fayette, Paris 10. Tel.: NOR 95.34, BOT 71.94. (SEE ADVERTISEMENT)

Disques A.D.E.S., 141 rue La Fayette, Paris 10. Tel.: TRU 72.92.

Erato, 60 Chaussee d'Antin, Paris 9. Tel.: TRI 78.71. Cable: Costerat.

FESTIVAL, Les Disques de France, 3 rue de Gramont, Paris 2. Tel.: RIC 94.61. Pres.: P. G. Duprat; Gen. Dir.: Andre Chagneau; Comm. Dir.: J. L. Dasque; Performance Mgrs.: Roger Maruani & Pierre Brunet. (SEE ADVERTISEMENT)

Holiday-Hohner, 19-21 rue Van-Loe, Paris 16. Tel.: BAG 63.50. Contact: M. Coulon.

Lumen, 3 rue Garanciere, Paris 6. Tel.: MED 29.30. Contact: Bloud Gay.

Number One Rec., 5 rue du Bois de Boulogne, Paris 16. Tel.: 704.53.53. Contact: Loulou Gasle, Line Renaud.

O C D (Office Catholique du Disque), 31 rue de Fleuris, Paris 6. Tel.: LIT 49.95. Contact: Roger Payen. Labels: Unidisc, Pastorale, Musique.

Oiseau-Lyre, Les Remparts, Monaco.

Orly, 33 rue du Faubourg, St. Martin, Paris 10. Tel.: NOR 89.05.

Pacific-Orphee-Horizons, 20 bis, rue Louis-Philippe, Neuilly (Seine). Tel.: SAB 05.30. Contact: Rene Cacheux.

Pathe-Marconi, 19 rue Lord Byron, Paris 8. Cable: Gramophone. Pres.: G. E. Cross; V-Pres.: Pierre Rouzies; Comm. Dir.: Georges Mealle; Int'l: J. J. Timmel. Labels: Pathe. La Voix de son Maitre, Columbia, Ducretet-Thompson, Les Discophiles Francais.

This company represents: A&M (USA), Apache (USA) Antar (Uruguay), Amy (USA), Arlen (USA), Bell (USA), Capitol (USA), Chatahoochee (USA), Command (USA), Diamond (USA), Discomoda (Venezuela), DRA (USA), Ember (England), EMI (England), Fraternity (USA), Garrett (USA), Jubilee (USA), Liberty (USA), Mack IV (USA), Musart (Mexico), Tamla-Motown-Gordy (USA), One-Derful (USA), Prestige (USA), Regina (USA), Rood (Holland), Sims (USA), Sonet (Sweden), Strand (USA), Telefunken (Germany), Toshiba (Japan), World Artists (USA), Zeida (Colombia), Regent (USA), Select (Canada), New-Jazz (USA), Fayette (USA), Aurora (USA), General American (USA), Tower (USA), Dolton (USA), Dyno Vox (USA), Polar (Sweden), Mala (USA).

Philips, 6 & B rue Jenner, Paris 13. Tel.: POR 75.28. Cable: Phildisc. Pres.: Georges Meyerstein; V-Pres.: Louis Hazan; A&R Dir.: Jacques Caillart; Sales: Godefroy de Noaillet. Labels: Philips, Fontana, Pergola, Mercury.

This company represents: Audio-Fidelity, Battle, Jazzland, Mercury, Pacific Jazz, Riverside, Washington, Offbeat, World Pacific, Aura, Vee Jay, Tollie, Arhoolie, Smash, Wing, Limelight (all USA).

Polydor S.A., 2 rue Cavallotti, Paris 18. Tel.: LAB 05.39. Cable: POLYDOR DISC. Pres.: Marcel Frange; Gen. Mgrs.: Wolfgang Zimmerman & Heinz Kamowski; A&R Mgr.: Hughes Meyerstein; Int'l: Andre Poulain; Sales: Walter Lederer; Export: Jean Jadin. Label: Polydor.

This company represents: Archive (Germany), DGG (Germany), Archives Litteraires (France), Polydor (Germany), Decca (USA), Coral (USA), Imperial (USA), MGM (USA), Verve (USA), Adria (France), Jacques Canetti (France).

President, 30 rue Pierre Semard, Paris 9. Tel.: TRU 60.56. Contact: Ted Moura.

R C A, 52 av. Hoche, Paris 8, Tel.: 924.33.60. Cable: AREADIS. Pres.: Henri Froment; V-Pres.: Madame H. de Rieux; A&R: J. Bedos, D. Filipacchi, G. Lafarge; Sales: J. Buche; Pub.: Mile. M. Burllet. Label: RCA.

This company represents: RCA exclusively.

R O G, 7 rue St. Lazare, Paris 9. Tel.: 878.76.96. Sales: Airaut Roger; Int'l: M. d'Anella.

Ricordi, 3 rue Roquepine, Paris 8. Tel.: ANJ 69.30. Contact: M. Audi.

Sinfonia, 68 av. des Champs Elysees, Paris 8. Tel.: ELY 53.60. Contact: J. F. Lion.

Teppaz, SA 170 Blvd. de La Croix Rousse, Lyon. Tel.: 28.56.75.

Typic, 13 rue de l'Echiquier, Paris 10. Tel.: PRO 39.15. Contact: Julio Garzon.

Valois, 91 Faubourg St. Denis, Paris 10. Tel.: TAI 48.11. Contact: Michel Bernstein.

Vega, 49 av. Hoche, Paris 8. Tel.: CAR 19.92. Contact: Henri Froment.

This company represents: ABC-Paramount (USA), Impulse (USA).

VOGUE, B2 rue Maurice Grandcoing, Villetaneuse (Seine). Tel.: 752.73.00. Cable: VOGDISC. Pres.: Leon Cabat; A&R: Jacques Wolfsohn, Denise Clement, Serge Goron. Labels: Vogue, Mode, Pop, Jazz Selection, Swing, Contrepoint, Collection.

This company represents: Elektra (USA), Gene Norman (USA), Laurie (USA), Peacock (USA), Warner Bros. (USA), Durium (Italy), SAAR (Italy), Discos Mexicanos (Mexico), Jugoton (Yugoslavia), Kultura (Hungary), Kapp (USA), Roulette (USA), Scepter (USA), Pye (England), Orfeon (Venezuela), Autumn (USA), Dot (USA), Everest (USA), Glad-Hamp (USA), Jubilee (USA), Miller (USA), Premier (USA), Red Bird (USA), Reprise (USA). (SEE ADVERTISEMENT)

● music publishers

Alpha, Editions, 54 rue d'Hauteville, Paris 10. Tel.: TAI 93.83.

Amour, 24 rue Pierre Semard, Paris 9. Tel.: TRU 56.39. Contact: Ted Moura.

Marcel d'Anella, 7 rue St. Lazare, Paris 9. Tel.: 878.76.96.

Charles Aznavour, 124 rue La Boetie, Paris. Tel.: 225.80.30. Contact: Georges Garvarentz.

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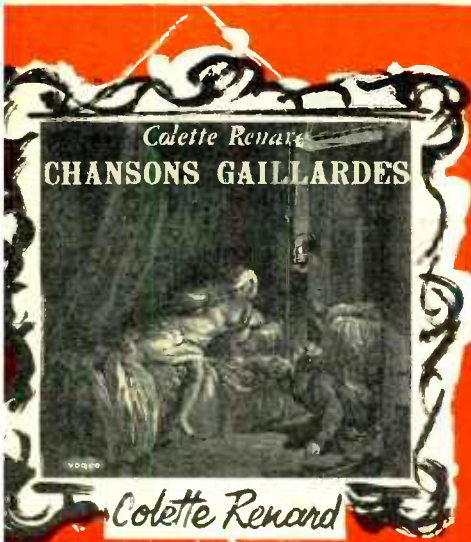
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Eddie Barclay, Nouvelles Editions, 44 rue de Mirosmesnil, Paris 8. Tel.: LAB 87.80. Contact: Gilbert Marouani.

Paul Beuscher, 27 Blvd. Beaumarchais, Paris, Bastille. Tel.: 887.18.98. Contact: Rene Desmarty.

Raoul Breton, 3 rue Rossini, Paris. Tel.: TAI 53.64. Contact: M. Breton.

Cantagallo Editions Musicales SARL, 141 Blvd. Sebastopol, Paris.

Caravelle (see Editions Jacques Plante).

Carrousel, Editions du, 54 rue d'Hauteville, Paris 10. Tel.: PRO 81.38.

Chant du Monde, 32 rue Beaujon, Paris 8. Tel.: WAG 67.73.

Chappell, 4 rue d'Argenson, Paris 4. Tel.: ANJ 56-05. Contact: G. Roquiere.

Continental, Editions, 17 rue Monsigny, Paris 2. Tel.: 742.05.23. Mgr.: Marc Fontenoy.

D M F Imperia, Peter Maurice De Morville, 14 av. Hoche, Paris 8. Tel.: WAG 01.13, WAG 81.93.

Do-Re-Mi, 5 rue Lincoln, Paris 8

Eco-Music, 22 av. de la Grande Armee, Paris. Contact: M. Soula.

Europa, 27 rue de l'Echiquier, Paris 10. Tel.: PRO 19.45. Contact: Charles Gentile.

Fantasia, Editions Musicales, 3 rue de Gramont, Paris 2. Tel.: RIC 86.25. Pres.: Andre Chagneau; Dir.: Claude-Henri Vic.

France Vedette, 44 rue du Colisee, Paris. Tel.: BAL 69.84.

Francis-Day, S.A., 5 av. de l'Opera, Paris. Tel.: OPE, 37.37. Contact: Jack Denton.

French Music, Editions, 124 rue La Boetie, Paris. Tel.: 225.80.30. Contact: Georges Garvarentz.

Garzon, 13 rue de l'Echiquier, Paris 10. Tel.: PRO 39.15. Contact: Julio Garzon.

Gaste, 5 rue Bois de Boulogne, Paris. Tel.: 704.53.53. Contact: Loulou Gaste.

Harmonia (see .Editions Jacques Plante).

Legrand, 252 rue du Faubourg St. Honore, Paris 8. Tel.: MAC 50.16. Contact: Michel Legrand.

Lemarque, 121 Blvd. de la Marne, St. Maur (Seine). Tel.: GRA 34.21. Contact: Francis Lemarque.

Henry Lemoine, 17 rue Pigalle, Paris 9. Tel.: 874.09.25.

Manhattan Music, 2 av. de Messine, Paris 8. Mng'g Dir.: M. Boutet.

Metropolitaines, 3 rue Rossini, Paris 9. Tel.: 770.21.78. Contact: Pierre Ribert.

Micro, 14 rue Washington, Paris. Tel.: BAL 43.03. Contact: Lebleu.

Ivan Mogull (see Les Editions Tropicales).

Palace, Editions Musicales, 14 av. Hoche, Paris 8. Tel.: 924.81.93.

Pathe Marconi, 22 av. de la Grande Armee, Paris. Tel.: GAL 29.94. Contact: M. Marchal.

Jacques Plante, Edition, 35 Blvd. Malesherbes, Paris 8. Tel.: 265.08.93. Contact: Jacques Plante.

Presence, 33 rue du Faubourg St. Martin, Paris 10. Tel.: NOR 89.05.

Prosadis, 14 av. Hoche, Paris 8. Tel.: WAG 81.93. Contact: Claude Deffes.

Ricordi, 3 rue Roquepine, Paris 8.

S E M I (Societe d'Editions Musicales Internationales) "Meridian Label," 5 rue Lincoln, Paris 8. Tel.: ELY 06.22. Contact: M. Marbot.

Salabert, 22 rue Chauchai, Paris. Tel.: TAI 55.60. Contact: M. Salabert.

Salvador H., 6 Place Vendome, Paris 1. Tel.: OPE 87.05. Labels: Rigolo, Salvador.

Salvet-Pigalle, 87.89 rue La Boetie, Paris 8. Tel.: ELY 76.54. Contact: M. Salvat.

Gerard Tournier and affiliated companies, 67 rue de Provence, Paris 9. Tel.: 874.19.41.

Tropicales, Les Editions, 28 Blvd. Poissonniere, Paris. Pres.: Ivan Mogull.

Tutti, 46 rue Lafitte, Paris 9. Tel.: LAM 40.42.

Universelles-Andorra, 52 rue du Faubourg St. Martin, Paris. Tel.: NOR 45.91. Contact: M. Puech.

Ray Ventura, 14 av. Hoche, Paris 8. Tel.: WAG 81.93. Contact: Ray Ventura.

Vogue International, 84 rue Maurice Grandcoing, Villetaneuse (Seine). Tel.: PLA 73.00.

S A I P-Verga, 49 av. Hoche, Paris 8.
Vogue, 84 rue Maurice Grandcoing, Villetaneuse (Seine). Tel.: PLA 73.00.

RECORDING & TAPE DUP. STUDIOS

Barclay-Hoche, 9 av. Hoche, Paris 8.

Cenwury, 13 rue des Francs-Tireurs, La Courneuve (Seine), Paris. Tel.: FLA 27.71.

Comedie des Champs Elysees (Enregistrements sonore), 15 av. Montaigne, Paris 8. Tel.: BAL 05.06.

Diffusion Magnetique Sonore, 15 rue Saussier-Leroy, Paris 17.

Europa-Sonor (Studio A), 15 rue Charcot, Paris 15. Tel.: JUN 33.33. AND: (Studio B), 2-B rue de la Gaitte, Paris 15.

Europ-Union, 5 rue Montholon, Paris 9.

Louis Gaste, 5 rue du Bois de Boulogne, Paris 16. Tel.: 704.53.53/4/5.

Geneix, 6 rue Jouvenet, Paris 16.

Intersonor, 55 rue de la Croix Nivert, Paris 15.

Marignan, 15 rue Forest, Paris 18.

Pathe Marconi, rue de Sevres, Boulogne (Seine).

Philips, Phonographique, 94 Blvd. Auguste, Blanqui, Paris 13.

Polydor S.A., 44 rue des Dames, Paris 17.

Poste Parisien, 116 bis av. des Champs Elysees, Paris 8.

Lucien Sergent, 56 rue La Boetie, Paris 8. Tel.: BAL 22.14.

Societe Industrielle de Sonorisation (S.I.S.), 22 av. de la Porte de Champerret, Paris 17. Tel.: GAL 96.11. AND: 10 rue du Chateau, La Garenne-Colombes. Tel.: CHA 63.89. Pres.: J. Guevel; Mgr.: M. Brunet.

Studio d'Enregistrement de Montmartre, 19 rue Burcq, Paris 18.

Studios des Victoires, 50 rue Croix des Petits Champs, Paris 1.

Voigrave, Steinway Hall, 6 rue de Lisbonne, Paris 8.

MUSIC LICENSING ORGANIZATIONS

B I E M (Bureau International de l'Edition Mechanique), 12 rue Ballu, Paris 9.

S A C E M (Societe des Auteurs, Compositeurs et Editeurs de Musique), 10 rue Chaptal, Paris 9. Tel.: PIG 85.25.

S D R M (Societe pour l'Administration du Droit de Reproduction Mechanique des Auteurs, Compositeurs et Editeurs de Musique), 28 rue Ballu, Paris 9.

• supplies & services

PRESSING & PLATING PLANTS

Century, 13 rue des Francs-Tireurs, La Courneuve (Seine), Paris. Tel.: FLA 27.71.

Decca, 26 rue Beaujon, Paris 8.

DISCO-FRANCE, 180 rue LaFayette, Paris 10. Tel.: BOT 71.94; NOR 95.34. (SEE ADVERTISEMENT)

Pathe Marconi, rue Emile Pathe, Chatou 2 (Seine et Oise).

Philips-Louviers (Eure).

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GERMANY, EAST

Population: 1964 census—17,011,931.
(No other current statistics available)

● record manufacturers

Deutsche Schallplatten (VEB), Reichstager 4-5, Berlin 108.
Record Playing, Kurt Ehrlich, Otto Gedlichstr. 25, Pirna Copitz.

● music publishers

Breitkopf u. Haertel, (VEB), Karlsstr. 10, Leipzig C 1.
Deutscher Buchexport und Import, Leninstr. 16, Leipzig C 1.
Deutscher Verlag Fuer Musik, Karlsstr. 10, Leipzig C 1.
Geidel, Musikaliendruck, Wittenbergstr. 23, Leipzig C 1.
Harth Musikverlag, Karl Liebknechtstr. 8-12, Leipzig C 1.
Hofmeister, Friedrich, Karlstr. 10, Leipzig C 1.
Lied der Zeit, (VEB), P.O. Box 1515, Hankestr. 3, Berlin 102.
Peters, Edition, (VEB), Talstr. 10, Leipzig C 1.
Pro Musica, Karl Liebknechtstr. 8, Leipzig C 1.

IMPORTER & EXPORTER

Deutscher Buchexport und Import, Leninstr. 16, Leipzig, C 1.

GERMANY, WEST

Population: 1961 census—56,174,826; latest official estimate—58,546,000.

Per capita income: \$181 monthly.

Records imported from U. S. (factory value): 1964—\$269,662.

Records imported in 1963: 12-inch LP's 950,000 (1962—340,000); 1963—10-inch LP's—80,000 (1962—110,000); 1963—EP's—430,000 (1962—300,000); 1963—Singles—280,000 (1962—34,000).

Records exported to U. S. (factory value): 1964—\$1,000,427.

Records exported in 1963: 12-inch LP's—4.1 million (1962—2.9 million); 1963—10-inch LP's—300,000 (1962—400,000); 1963—EP's—2 million (1962—1.9 million); 1963—Singles—4.5 million (1962—5.1 million).

Stereo sales: 11% of all LP's.

Percentage record sales of pop music: Approx. 86.5% of all records.

Average retail price: 12-inch LP's—\$4.50; 10-inch LP's—\$3.75; EP's—\$2; Singles—\$1.19.

Record club sales: Approx. 14% of all sales.

Discounting: Occasional.

Retail record dealers: About 7,000.

Medium wave radio stations: 14.

FM stations: 12.

Television stations: 9.

Number of juke boxes: About 60,000.

Record distributing system: From manufacturer to dealer through own distribution organization.

Also, from manufacturer to wholesaler to dealer.

Important regulations: Duty value—13.2% of list price. When imported from Common Market countries—7%. In both cases, 6% purchase tax must be paid. GEMA, the German Performing Rights Society, gets 8% of retail selling price for singles.

● record manufacturers

ARIOLA-EURODISC, P.O. Box 853, Friedrichsdorferstr. 75, 483 Guetersloh. Tel.: 34 27. Cable: Ariola. Dir.: Herbert Mulhaupt & Dr. Werner Vogel-sang; Sales: Friedrich Schmidt; Export: Hans-Georg Ehmke.

Labels: Ariola, Eurodisc, Ariola-Athena, Hansa, Baccarola, Ufa.

This company represents: Cameo-Parkway (USA), Colpix, (USA), Embassy (England), Fonti-Cetra (Italy), Ha-Voc (Holland), Laurie (USA), Negram (Holland), Oriole (England), Time (USA), Vega (France), Vergara (Spain), World Record Club (England).

International representatives: Australia (W & G), Austria (Ariola), Belgium (Discobelt), Canada (Canadian Music Sales), Denmark (Metronome), Finland (Scandia), France (Vega), Holland (Ne-

gram), Israel (Russcol), Italy (Fonti-Cetra), Norway (Nor-Disc), South Africa (Teal), Sweden (Cupol), Switzerland (Musikvertrieb), England (Oriole), USA (German News Company). (SEE ADVERTISEMENT)

Astoria, Timmendorferstrand (bei Hamburg), P. O. Box 234, Poststr. 71. Tel.: 21 89.

Austron, Hinter der Schonen Aussicht 3-5, Frankfurt/Main. Tel.: 28 70 54.

Labels: Elite Special, Baerenreiter, Cantate, Triola, Christophorus, Jupiter, Austron, Tempo.

Baerenreiter, Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshoehe, Tel.: 3 00 11/16. Contact: DDr. h. c. Karl Voetterle.

C B S Palmengartenstr. 4, Frankfurt/Main 6. Tel.: 77 08 61. Cable: Colrecords. Mng'g Dir.: Bernhard Mikulski; A&R: Heiner Ziss; Sales: Herbert Giesewetter; Int'l: Winfried Merkle. Labels: CBS, Epic, Okeh.

This company represents: Artone (Holland), Blue Note (USA), Tamla-Motown (USA), Funckler (Holland), Palette (Belgium), Roulette (USA).

International representatives: Austria (Amadeo), Benelux (Artone), France (Sopholest), International (CBS), Italy (Wagner), Switzerland (Phonag).

Camerata, Hoffmann-von-Fallerleben-Str. 8, Wolfenbuettel. Tel.: 26 84. Contact: Karl Heinrich Moeseler.

CANTAGALLA, Sonnenstr. 20, Munich 15. Tel.: 55 26 21/2/3. Pres.: Dr. Karl Heinz Busse; Int'l: H. W. Schemke. (SEE ADVERTISEMENT)

Deutsche Austrophon, P. O. Box 344, 284 Diepholz, Hanover. Tel.: Diepholz 344.

DEUTSCHE GRAMMOPHON, Harvestehuderweg 1-4, Hamburg 13. Tel.: 44 14 21. Cable: Grammophon. Dirs.: Helmut Haertel, Hans Werner Steinhäusen, Willem Langenberg; A&R: Otto Gerdes, Heinz Boigt; Sales: Knut Kinkele, Johannes Ellrich.

Labels: Deutsche Grammophon, Archive, Polydor, Brunswick.

This company represents: Ava (USA), Big Top (USA), Brunswick (USA), Charlie Parker (USA), Command (USA), Coral (USA), Decca (USA), Fiesta (USA), Grand Award (USA), Italdisc (Italy), MGM (USA), Palacio (Venezuela), Peerless (Mexico), United Artists (USA), Verve (USA).

International representatives: Afghanistan (Siemens), Algeria (Siemens), Argentina (Philips), Austria (Polyphon), Australia (Philips), Belgium (Polydor), Brazil (Companhia Brasileira), Canada (Compo, Quality), Costa Rica (Siemens), Chile (Philips), Colombia (Philips), Denmark (Nordisk (Polyphon), Eire (Siemens), El Salvador (Kismet), Finland (Fintone), France (Polydor), England (DGG), Greece (Helladisc), Hong Kong (Companion), Iran (Alfi & Cohen), Italy (Phonogram), Japan (Nippon Grammophon), Lebanon (Maison Succes), Luxembourg (Polydor), Morocco (Siemens), Mexico (Discos Universales), Netherlands (Polydor), New Zealand (Philips), Norway (Nordisc), Peru (El Virrey), Portugal (Philips), Malaysia (The Cycle & Carriage), South Africa (Gallo), Spain (Fonogram), Sweden (Karusell), Switzerland (Siemens), Uruguay (Philips), USA (MGM, Decca), Venezuela (Siemens), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)

Deutscher Schallplattenclub, Libanonstr. 3-5, 7 Stuttgart 13. Tel.: (0711) 4 53 41. Cable: Stuttgartbuch, Management: G. von Holtzbrinck, W. Schoenicke, Dr. U. Unger.

Labels: Deutscher Schallplattenclub, Eurocord.

DEUTSCHE VOGUE, Gross Koenigsdorf 6, Cologne. Mng'g Dir.: J. J. Finsterwald; Gen. Mgr.: R. Lilla; Sales: Klaus Paulus, Heinz Jurgens; Int'l: Lawrence Yaskiel.

Label: Vogue.

This company represents: Durium (Italy), Pye (England), SAAR (Italy), Vogue (France), Dot (USA), Kapp (USA), Red Bird (USA), Josie (USA), Jubilee (USA), Style (Italy).

International representatives: France (Vogue), Switzerland (Vogue). (SEE ADVERTISEMENT)

Electrola, Maarweg 149, Cologne-Braunsfeld. Tel.: 59 31 31. Cable: Electrolaton 8881290. Gen. Mgr. & Dir.: Ladislaus Veder; A&R.: M. Ittenbach; Sales: Wilfried Jung; Int'l.: Werner Raschek.

Labels: Electrola, Columbia, Odeon, Capitol, Liberty.

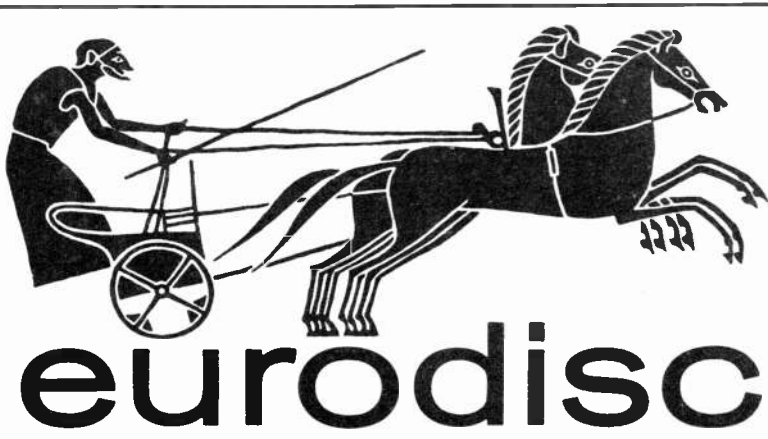
This company represents: A & M (USA), Bam (France), Classic Editions (USA), Diamond (USA), Die Prominente Dolton (USA), Ember (Britain), Arato (France), Favorit (Austria), Folkways (USA), Kabarett aus Wien (Austria), Lebendiges Wort (Austria), Liberty (USA), Mocambo (Brazil),

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International representatives: EMI group internationally.

Eriksound International, Schubertstr. 30, Osterath. Tel.: 32 53. Mng'g Dir. & A&R: K. Hollander; Sales: E. Simons; Int'l.: E. Schoenland. Label: Eriksound.

Eurodisc, Landwehrstr. 33, 8 Munich 15. Tel.: 59 10 21. Cable: Eurodisc. Dir.: Egmont Luftner; A&R: F. Ganss, H. Ritter, F. Schmidt-Norden; Int'l.: W. Renk. Labels: Ariola-Athena, Eurodisc, Baccarola.

International representatives: Australia (W & G), Austria (Ariola), Belgium (Discobel), Canada (Canadian Music Sales), England (Oriole, World Rec. Club), Finland (Nor-Disc), France (Vega), Holland (Negram), Italy (Fonit-Cetra), Japan (King), Mexico (RCA Mexico), Norway (Nor-Disc), South Africa (Teal), Spain (Almapres, Circulo de Lectores), Switzerland (Musikvertrieb USA (Fiesta, Kapp, RCA Victor).

Europäischer Phonoklub, Silberburgstr. 150, Stuttgart-W. Tel.: 62 42 51.

Golden 12, Papenhuderstr. 42, Hamburg 22. Tel.: 24 69 54. Contact: Reinhard Streit.

International, Sonnenstr. 20, Munich 15. Tel.: 55 26 21/2g3. Pres.: Dr. Karl Heinz Busse; Int'l.: H. W. Schemke.

Italia, Sonnenstr. 20, Munich 15. Tel.: 55 26 21/2,3. Pres.: Dr. Karl Heinz Busse; Int'l.: H. W. Schemke.

This company represents: CGD, Garisch, Riordi, Jupiter, Biederstein 7, Munich 23. Tel.: 33 56 17. Pres.: R. M. Siegel. Labels: Jupiter, Stellina.

Metronome, Heidenkampsweg 76 B, Hamburg 1. Tel.: 24 12 61. Cable: Metronome. Gen. Mgr.: Leif E. Kraul; Sales: Reinhard Streit; A&R.: Gunther Henne. Label: Metronome.

This company represents: Atco (USA), Atlantic (USA), Belter (Spain), Golden 12 (Germany), Italia (Germany), Metronome (Denmark), Metronome (Sweden), Prestige (USA), Sonet (Denmark), Storyville (Denmark).

International representatives: Austria (Ariola), England (EMI), Denmark (Metronome), Finland (Nor-Disc), France (Festival, Sopholest), Holland (Dureco, Metronome), Norway (Nor-Disc), Spain (Belter), Sweden (Metronome), Switzerland (Jecklin), USA (Atlantic, Metronome).

Miller International, Randstr. 7, Hamburg-Stellingen. Tel.: 54 30 41. Cable: Millin. Dir.: E. Beurmann & H. A. Kirsten. Labels: Somerset, Sonie, Europa.

Monopol, c/o Will Meisel-Verlage, Wittelsbacherstr. 18, 1 Berlin 31. Tel.: 90 23 45.

Polydor, 5 Rothbaumchausee, Hamburg 13. 777, P. O. Box 36, 414 Rheinhausen, Im Kirling 11. Tel.: 777. Pres.: L. B. de Jonge.

Special-Record, 16 Rotwandstr., Grosshessellohe b., Munich. Tel.: 79 42 86.

Stellina, 7 Am Biederstein, 7 Munich 23. Tel.: 33 56 17. Pres.: R. M. Siegel. Labels: Stellina, Jupiter.

Supertone, Melcherstr. 2, 8 Munich 19. Tel.: 51 444 29. Pres.: Dr. Heinz Stein. Labels: Starlet, Supertone, Amati.

TELOEC "Telefunken-Decca," Heussweg 25, Hamburg 19. Tel.: 40 19 1. Pres.: Hans Lieber; V-Pres.: Artur Waizenegger. This company represents: Telefunken (Germany), Decca (England), London (USA), RCA Victor (USA), Warner Bros. (USA). (SEE ADVERTISEMENT)

Tempo, 16 Rotwandstr., Grosshessellohe b., Munich. Tel.: 79 42 86. Cable: Special-Record. Pres.: Oscar Meissner. Labels: Osca, Tempo.

Tip, 58 Adolfstr., Hamburg 22. Tel.: 23 39 48. Pres.: H. J. Fruechtnicht.

Tonbild, Rosenbuschstr. 6, Munich 22. Tel.: (0811) 22 01 86.

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Accord, Edition, Hohenstaufenring 63, Cologne. Tel.: 23 80 67. Contact: Otto Dehmier.

Ahn & Simrock, Meinekestr. 10, Berlin 15. Tel.: 91 47 66. AND: Charlotte Eitel, Schutzenhofstr. 4, Wiesbaden. Tel.: 2 24 62.

Albi, Rene, Timmendorferstrand 2408, P. O. Box 234, Poststr. 71, bei Hamburg. Tel.: 21 89.

Alkor, Heinrich-Schuetz-Allee 29, Kassel-Wilhelmhoehe. Tel.: 3 00 14. Contact: Dr. Oeser.

Allegro Theaterverlag (see Oktave).

Apollo, Paul Lincke, Ostpreussendamm 26, Berlin 45. Tel.: 73 18 25.

Arends, Paul C. R., Hoehenweg 22, Rimsting Chiemsee. Tel.: 08 05 1/634.

Arnie, Ralf, Wrangelstr. 5, Hamburg 20. Tel.: 46 40 41.

Astoria, Brandenburgischestr. 22, Berlin-Wilmersdorf. Contact: Egon A. von Preyss.

Atrium, Rothenbaumchaussee 191, 2 Hamburg 13. Tel.: 44 78 10. Contact: Felix Stahl.

Baerenreiter, Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshoehe. Tel.: 3 00 11/ 16. Contact: D Dr. h. c. Karl Voetterle.

Bavariaton, Sonnenstr. 19, Munich 15. Tel.: 55 79 57.

Beco (see Oktave).

Bellevue, Edition (see Busse).

Belmont, Grosskoenigsdorf (bei Cologne).

Birnbach, Richard, Durerstr. 28 a, Berlin-Lichterfelde 1. Tel.: 73 13 71. Contact: Joh. Birnbach.

Bloch, Eduard, Hilperstr. 9, Darmstadt. Tel.: 7 41 20. Contact: Claus Manfred Otto.

Boosey & Hawkes, Kronprinzenstr. 26, Bonn/Rhein. Tel.: 3 44 24.

Bosse, Gustav, Landshuterstr. 14 a, Regensburg.

Bosworth, Hohestr. 133, Cologne/Rhein. Tel.: 21 14 79.

Bote & Bock, Hardenbergstr. 9 a, Berlin 12. Tel.: 32 39 81.

Brattfisch, Georg, Trendelstr. 5, Kulmbach. Tel.: 68 00.

Braun-Peretti, St. A., Hahnchen-Passage, Bonn/Rhein. Tel.: 3 45 98. Contact: Jakob and Konrad Christ.

Breitkopf & Haertel, Burgstr. 6, Wiesbaden. Tel.: 5 92 41.

Budde, Rolf, Kurfuerstendamm 103, Berlin 31. Tel.: 88 71 045.

BUSSE Sonnenstr. 20, Munich 15. Tel.: 55 26 21. Contact: Dr. Karl Heinz Busse. (SEE ADVERTISEMENT)

Cantagallo, Edition (see Busse).

Canzonetta, Petzowerstr. 13, Berlin-Wannsee. Tel.: 80 57 40. Contact: Francisca Bochmann.

Capriccio, Monckebergstr. 5, Hamburg. Tel.: 33 40 96. Mgr.: Peter Lach.

Chappell, 10 Sendlinger Tor, Platz, Munich 2. Tel.: 59 68 28.

Christophorus, Hermann-Herderstr. 4, Freiburg/Breisgau. Tel.: 3 12 40.

Cranz, Aug., Adelheidstr. 68, Wiesbaden.

Deutsche Austrophon, Diepholz 284, Hanover. Tel.: Diepholz 344.

Doma, Edition, Inselstr. 4, Hamburg 20. Tel.: 51 27 55. Contact: Bert Kaempfert.

Dreiklang-Dreimasken, Sonnenstr. 19, Munich 15. Tel.: 55 79 57.

Dux, Edition, Waldheimstr. 25, Munich-Lochham. Tel.: 87 66 60. Contact: Arthur Tuerk.

Elsberg, Heinz Konstanzerstr. 3, Berlin 15. Tel.: 91 64 59.

Engels, Carl, P. O. Box 529, Haagerfeld-Buelowstr. 44, Mulheim/Ruhr. Tel.: 5 25 92.

Erdmann, Rud, Adolfsallee 34, Wiesbaden. Tel.: 37 32 90.

Eres, Edition, P. O. Box 4012, Stromer Landstr. 41 a, Bremen 10. Tel.: 50 34 85. Contact: Horst Schubert.

Esplanade, Edition, Rathenaustr. 25, Hamburg 39. Tel.: 51 82 11. Contact: Mrs. Bornemann.

Eurocord, Aichelestr. 7, 7 Stuttgart-Plieningen. Tel.: 25 46 77. Contact: Dr. Udo Unger.

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Froehlich, Friedrich Wilhelm, Ansbacherstr. 52, Berlin 30. Tel.: 24 13 77. Contact: Hilda Froehlich.

GERIG, Drususgasse 7-11, Cologne/Rhein. Tel.: 23 48 331. Contact: Hans Gerig. (SEE ADVERTISEMENT)

Haenssler, Hattenbachweg 16, Stuttgart-Hohenheim. Tel.: 25 31 84.

Heinrichshofen, P. O. Box 620, Wilhelmshaven. Tel.: 2 65 55. Contact: Otto Heinrich Noetzel.

Hieber, Max, Kaufingerstr. 23, Munich. Tel.: 22 72 12. Contact: Adolf Hieber.

Ichthys, Moserstr. 6, Stuttgart-Ost. Tel.: 24 21 17. Contact: Ernst Held.

Intro, Wittelsbacherstr. 18, Berlin 31. Tel.: 91 40 57. Contact: Peter Meisel.

Iris, Hernerstr. 5, Recklinghausen. Tel.: 2 21 90. Contact: August Mallmann.

Jary, Michael, Prod. Oederweg 26, Frankfurt/Main. Contact: Johann Michel.

Junne, Otto, Mittererstr. 1, Munich. Contact: Harry Schultz-Bielefeldt.

Kahnt, C. F., In der Hofstatt, Lindau/Bodensee. Tel.: 0 83 82.

Lazare, Paul, Muhlendamm 41, Hamburg 22. Tel.: 22 58 66.

Leuckart, F. E. C., Boecklinstr. 1, Munich 19. Tel.: 6 26 33. Contact: Erich Sander.

Loffler, Hermann, Yorckstr. 80, 7 Berlin 61.

Majestic, Helmstedterstr. 27, Berlin 31, Wilmersdorf. Tel.: 87 48 44. Contact: Erwin Paesike.

Marbot, Bornstr. 12, Hamburg 13. Tel.: 44 66 06. Contact: Erni Bilkenroth.

Meisel, Will, Wittelsbacherstr. 18, 1 Berlin 31. Tel.: 90 23 45.



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Melodie der Welt, Oederweg 26, Frankfurt/Main.
Tel.: 59 07 77. Contact: Johann Michel.

Metorion, Edition (see Oktave).

Moeseler, Hoffmann-von-Fallersleben-Str. 8, Wolf-
enbuettel. Tel.: 26 84. Contact: Karl Heinrich
Moeseler.

Mogull, Ivan, Kurfurstendamm 103, 1 Berlin 31.

Montana, Nussbaumstr. 16, Munich 15. Tel.: 53 70
00. Contact: Hans R. Beferlein.

Morike, Friedrich, Bluetenweg 2 a, Heidelberg. Tel.:
7 37 07. Contact: Hertha Guetzkow.

Mozart, Wittelsbacherstr. 823, Bad Reichenhall.
Tel.: 32 19. Contact: Gustav Zagler.

Musikhaus, Edition (see Busse).

Oertel, Johannes, Prinzregentenstr. 64, Munich. Tel.:
44 13 94. Contact: Marianne Schorkopf.

Oktave, Heinrich-Barthstr. 13, Hamburg 13. Tel.:
44 53 23. Contact: Alfred K. Schacht.

Orlando, Dachauerstr. 173, 8 Munich 2. Tel.: 6 26
39. Contact: Richard Gartenmaier.

Peer, Klaerchenstr. 11, Hamburg 39. Tel.: 48 86 45.
Contact: Theodor Seeger.

Portius, Fr., Kreuznacherstr. 15, 7 Stuttgart-Bad
Cannstatt. Tel.: 56 01 52. Contact: Martha
Palitzsch.

Preissler, Josef, Brauhausstr. 8000, Munich 2. Tel.:
22 40 51.

"Presto," Drususgasse 7/11, Cologne. Tel.: 23 48
33. Contact: Jac. Jorgensen.

Progress, Oederweg 26, Frankfurt/Main. Contact:
Johann Michel.

Schacht (see Oktave).

Schaeffers, Peter, Sendlingerstr. 2, Munich 2.

Schott's Soehne, B., Weihergarten 5, Mainz. Tel.:
2 43 41.

Schuberth, J., P. O. Box 1053, 62 Wiesbaden. Con-
tact: Ludwig & Martha Bahlmann.

Schwann, L., Charlottenstr. 80/86, Dusseldorf. Tel.:
3 55 81.

SEITH, AUGUST, 10 Sendlinger Tor. Platz, Munich
2. Tel.: 59 68 28. (SEE ADVERTISEMENT)

777, Rheinhausen 414, Im Kirling 11. Tel.: 777.

Siegel, Ralph Maria, Am Biederstein 7, Munich 23.
Tel.: 33 56 17.

Sikorski, Hans, Johnsallee 23, Hamburg 13. Tel.:
44 62 45.

Sirius, Wicielestr. 67, Berlin 21. Contact: Margarita
S. L. Katz.

Sotos, Edition, Marbacherstr. 20, Dusseldorf-Benrath.
Steingraeber, Auf der Reisswiese 9, Offenbach/Main.
Contact: H. Pilz.

Stella, Hoffman-von-Fallersleben-Str. 8, Wolfen-
buettel. Contact: Karl Heinrich Moeseler.

Suppan, Franz, Casinostr. 3, Solingen. Tel.: 2 43 83.
Contact: Albert Suppan.

Teich, Otto, Hilpertstr. 9, 61 Darmstadt. Tel.:
7 41 20. Contact: Claus Manfred Otto.

Tischer & Jagenberg, Wilhelmshohenstr. 6 a,
Starnberg/Obb. Tel.: 29 57. Contact: Paula
Maria Tischer Jagenberg.

Tonger, P. J., Bergstr. 10, Rodenkirchen/Rhein.

Tonika (see Oktave).

Tonos, Edition, Ahastr. 7, 61 Darmstadt. Tel.:
7 63 47. Contact: Franz Koenig.

U F A, Sonnenstr. 19, Munich 15. Tel.: 55 79 57.

Ufaton, Sonnenstr. 19, Munich 15. Tel.: 55 79 57.

Ugrino, Elbchaussee 499a, 2 Hamburg 55. Tel.:
86 01 73. Contact: Signe Jahnn.

Vieweg, Chr. Friedrich, Limonenstr. 10, Berlin 45,
Lichterfelde. Tel.: 76 65 51. Contact: Horst
Koppe.

Weinberger, Josef, Oederweg 26, Frankfurt/Main.
Contact: Johann Michel.

Wiener Boheme, Sonnenstr. 19, Munich 15. Tel.:
55 79 57.

Woitschach, Paul, Fasanenweg 15, Hamburg-Wedel.
Tel.: 54 42.

Zimmermann, Wilhelm, Zeppinallee 21, Frankfurt/
Main. Tel.: 77 24 60. Contact: Edith Zimmer-
mann.

● importers & exporters

"Action, Inc." (British-American Rec. Club), P. O.
Box 64, 21 Im Leimen, 61 Darmstadt-Arheil-
gen. Mgr.: Gangolf Zimmermann.

ARIOLA-EURODISC, Friedrichsdorferstr. 75, Gueters-
loh. Tel.: 34 27. (SEE ADVERTISEMENT)

Billboard 1965-1966 International Music-Record Directory

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Automaten-Service, Sofienstr. 179, Karlsruhe 75.
Plattfen-Bussee, Sonnenstr. 19, Munich 15. Contact: Dr. Karl Heinz Busse.
C B S, Palmengartenstr. 4, Frankfurt/Main.
Deutsche Grammophon, Harvestehuberweg 1-4, Hamburg 13.
Deutsche Vogue, Sophienstr. 44, Frankfurt/Main.
Electrola, Maarweg 149, Cologne-Braunsfeld.
Fidelity, Schubertstr. 30, Osterath. Tel.: 32 53.
AND: Hohenstr. 85, Dusseldorf. Tel.: 78 41 18.
Jupiter, Am Biederstein 7, Munich. Contact: Ralph Maria Siegel.
Lazare, Paul, Muhlendamm 41, Hamburg 22. Tel.: 22 58 66.
Stellina, Am Biewerstein 7, Munich.
Teldec "Telefunken-Decca," Heussweg 25, Hamburg 19.
ARIELA, Koethenerstr. 38, Berlin 61. Tel.: 18 30 12. (SEE ADVERTISEMENT)
Bauer, Rolf, 46 Markgroeningenstr., 714 Ludwigsburg-Eglosheim. Tel.: 34 38.
Bavaria, Geiseltasteig, Munich.
Berliner Union-Film-Atelier, Filmstudio Tempelhof, Oberlanstr., 26-35, Berlin 42. Tel.: 70 00 11.
Deutsche Grammophon, Podbielskistr. 164, Hannover 3.
Electrola, Maarweg 149, Cologne-Braunsfeld.
Europa, Goethestr. 5, Stuttgart N. Tel.: 2 91 61.
Hadeko, graf Landsbergstr. 2-4, Neuss/ Rhein. Tel.: 2 50 51.
Lazare, Paul, Muhlendamm 41, Hamburg 22. Tel.: 22 58 66.
Linnebach, Kurt, Kepelerstr. 18, Munich 27.
Nettekoven, Robert, Eschersheimer Landstr. 33, AND: Wolfganstr. 41, 6 Frankfurt/Main. Tel.: 55 67 32.
Riva, 804 Unterfoehring, Munich. Tel.: 32 60 11.
777, Rheinhausen 414, Im Kirrling. Tel.: 777.
Stellina, Am Biederstein 7, Munich 23.
Studio Hamburg, P. O. Box 13107 Tonndorfer Hauptstr. 90, 2000 Hamburg-Wandsbek. Tel.: 6 68 81.
Sudwest, Lortzingstr. (Liederkrantzhalles), 7 Stuttgart-Botnang. Contact: H. Jansen.

TELDEC Osterstr. 124, Hamburg 19. AND: AEG-House, Am Steubenplatz, Munich. Tel.: 61 55 8.
AND: Finkensteinallee 38-40, Berlin-Lichterfelde. Tel.: 73 01 36. AND: Niedernstr., Nortort. (SEE ADVERTISEMENT)
Tempo, Rotwandstr. 16, Grosshesselohe-Munich. Tel.: 79 42 66.
Thienhaus & Loos, Elbchaussee 499, Hamburg-Blankenese. Tel.: 86 39 69 & 86 33 44.
Tonbild-Werbung, Rosenbuschstr. 6, Munich 22.
Tonstudio Frankfurt, Zeppelinallee 38 Frankfurt/Main. Tel.: 77 53 75 & 77 70 86.
Top Ten Productions, Reeperbahn 136, 2 Hamburg 4. Tel.: 31 09 07. Owner: Peter Eckhorn.

RECORD DISTRIBUTORS

Deutsche Austrophon, 284 Diepholz, Hanover. Tel.: Diepholz 344.
Supertone, Melcherstr. 2, 8 Munich 19. Tel.: 51 444 29.
Top Hit, Sonnenstr. 20, Munich 15. Tel.: 55 26 21. 2/3. Pres.: Karl Heinz Busse.

RECORD CLUB

"Action, Inc." (British-American Rhythm & Blues Record Club), P. O. Box 64, 21 In Leimen, 61 Darmstadt-Arheilgen. Dir.: Gangolf K. Zimmermann.

PRESSING PLANTS

ARIELA-EURODISC, Friedrichsdorferstr. 75, Guetersloh. Tel.: 34 27. (SEE ADVERTISEMENT)
Deutsche Grammophon, Podbielskistr. 164, Hannover 3.
Electrola, Maarweg 149, Cologne-Braunsfeld.
Special, Rotwandstr. 16, Grosshesselohe, Munich.
Supertone, Melcherstr. 2, 8 Munich 19. Tel.: 51 444 29.
Teldec, Niedernstr., Nortort. Tel.: 911.

MUSIC LICENSING ASSOCIATIONS

G E M A (Gesellschaft fuer musikalische Auffuehrungs- und mechanische Vervielfaeltigungsrechte), Herzog-Wilhelm-Str. 28, 8 Munich 2. Tel.: 55 79 01. AND: Bayreutherstr. 37-38, 1 Berlin 30. Tel.: 24 99 51.
Gesellschaft zur Verwertung von Leistungsschutzrechten, Spichernstr. 55, Cologne.

TRADE ORGANIZATIONS

Automaten-verband Niedersachsen 1 Alte Dohrenerstr., Hanover 12.
Automaten-Verband Rheinland-Pfalz, 153 Kaiserstr., Karlsruhe.
Automaten-Verband des Saarlandes, Bliesmuhle, Neunkirchen.
Bayerischer Automaten-Verband, 34 Neuhauserstr., Munich 2.
Berlinger Automaten-Verband (BAV), 11 Briennerstr., Berlin-Wilmersdorf.
Bundesverband der Phonographischen Wirtschaft, Museumstr. 31, Hamburg-Altona.
Deutscher Automaten-Groshandels-Verband, 3 Grosse Backerstr., Hamburg 1.
Deutscher Automaten-Verband (DAV), 6-8 Kaiser-Wilhelm-Ring, Cologne.
Deutscher Komponisten-Verband, Lagardestr. 28, Berlin 38 (Schlachtensee).
Deutscher Musikalien-Wirtschaftsverband, 1 Dreick, Bonn.
Deutscher Musikverleger-Verband 1 Dreieck, Bonn.
Deutscher Sangerbund, Burgmauer, Cologne.
Gemeinschaft Deutscher Musikverbände, 1 Dreieck, Bonn.
Landesverband Baden-Wuerttemberg des Automaten-Aufstellgewerbes, Knoedelstr. 6, Stuttgart-Ost.
Nordwestdeutscher Automaten-Verband, 76 Sogestr., Ecke Wall, Bremen.
Verband des Automaten-Gewerbes Schleswig-Holstein, Holsteinstr. 88/90, Kiel.
Verband der Deutschen, Automaten Industrie E. V. (VDAl), 199 Aachenerstr., Cologne-Lindenthal.
Verband Hessischer Automaten-Aufsteller Gluckstr. 7, Frankfurt/Main.
Verband des Norddeutschen Automaten-Gewerbes, 58 Ahrensburgerstr., Hamburg-Wandsbeck.
Zentralverband der Elektrotechnischen Industrie, 19 Stressemanallee, Frankfurt/Main.
Zentralverband der Organisationen des Deutschen Automaten-Auftellgewerbes (ZOA), Kaiser-Wilhelm-Ring 6-8, Cologne.

GREECE

Population: 1961 census—8,387,201; latest official estimate—8,492,000.
Records imported from U. S. (factory value): 1964—\$23,785.
Records exported to U. S. (factory value): 1964—\$90,670.

● record manufacturers

Columbia Graphophone of Greece, P.O. Box 287, Athens. Tel.: 880-371. Cable: Colgraph. Dir. & Mgr.: Robert MacKenzie.
This company represents: CBS, ABC Paramount.
Greek Phonograph Rec. House, 3 Platia Colocotroni, Athens T.T. 125. Tel.: 231-533. Cable: Georph. Prop.: Georgios Orphanidis. Labels: RCA Victor, local and international.
This company represents: CGD (Italy), Carisch (Italy), Dot (USA), Everest (USA), Fonit (Italy), Galleria del Corso (Italy), Juke Box (Italy), Melophone (Greece), Olympic (Greece), Pathe (France), Strofos (Greece), RCA Victor (USA), Reprise (USA), Telefunken (Germany).
Helladisc, Hermes 8, Athens. Tel.: 238-291. Cable: Helladisc. Mng'g. Dir.: Nikolas Antippas. Labels: Fidelity, Philips, Polydor.
This company represents: Archiv (Germany), Atco (USA), Atlantic (USA), Audio Fidelity (USA), Barclay (France), Cameo-Parkway (USA), Coral (USA), Deutsche Grammophon (Int'l), Fontana (Holland), Heliodor (Germany), Jolly (Italy), Mercury (USA), Philips (Int'l), Riverside (USA), Roulette (USA), Scepter (USA), Smash (USA), United Artists (USA), Vee Jay (USA), Wand (USA).
Icaros, 4 Vouliis St., Athens.
Lambropoulos Bros., Stadiou and Eolou Sts. 99, Athens.
This company represents: ABC Paramount (USA), Impulse (USA).
Melody, 4 Sparti St., 11 Aristidou, Athens. Tel.: 227-329 & 843-230. Pres.: Anthony Plomaritis & Evans Plomaritis. Labels: Melody, Athens, Popular.

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Music-Box, 2 Nikis St., Athens 126. Tel.: 221-574.
Cable: Thoms. Top Exec.: Martin Th. Gesar.
This company represents: CBS (USA), Chancellor (USA), Colpix (USA), Decca (USA), Durium (Italy), Kapp (USA), London (USA), Palette (USA), Pye (England), Tamla-Motown (USA), Vogue (Germany).
Philips Hellenique, P.O. Box 153, Athens.
Polydisc, 7 Stadiou St., Athens.
Yannas & Navrogordato, Rongoti 5, Thessaloniki.

● music publishers

Mogull, Ivan, 7 Botassi St., Athens.
Arion, P.O. Box 287, Athens. Tel.: 880-371. Cable: Colgraph. Mgr.: Robert MacKenzie.
Grecophon, 3 Karagiorgi Servias St., Athens.
Icaros, 4 Voulis St., Athens.
Lucky, 14 St. Constantinou, Athens. Tel.: 527-472.
Contact: G. Plomaritis.

● supplies & services

MUSIC LICENSING ORGANIZATION

Societe Anon. Hellenique pour la Protection de la Propriete Intellectuelle (AEPI), 7 Botassi St., Athens. Mgr.: C. Macris. Tel.: 610-322.

GUATEMALA

Population: 1964 census—4,278,341.
Records imported from U. S. (factory value): 1964—\$54,429; 1962—\$72,700; 1961—\$94,700; 1960—109,300.
(No other current statistics available.)

● record manufacturers

Discos de Centroamerica, 12 Calle 3-23, Zona 1, Guatemala. Tel.: 20442.
St. Manuel Antonio Catalan, Casa Diane, 6a Ave. 15-35, Guatemala.

● music publishers

Hits Musicales, 4a Ave. No. 16-D2, Zona 1, Guatemala.
Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.

● importers & exporters

Avelar, Salvador, "Casa Avelar," 18 C.P. No. 3-60, Zona 1, Guatemala.
Castillo, Senor Haroldo, 6a Ave. 12-15, Zona 1, Guatemala.
Distribuidora Electro Musical, 7a Ave. No. 20-06, Zona 1, Guatemala.
Hits Musicales, 4a Ave. No. 16-20, Zona 1, Guatemala.
Instrumentos Musicales, Apartado No. 345, Guatemala.
Mena, M.A., Almacen Filco, 11 Calle 6-38, Zona 1, Guatemala.
Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.

● supplies & services

DISTRIBUTORS

Distribuidora Electro Musical, 7a Ave. No. 20-06, Zona 1, Guatemala.

HAITI

Population: 1950 census—3,097,304; latest official estimate—4,551,000.
Number of homes with record players: 4 to 5 thousand.
Records imported from U. S. (factory value): 1964—\$10,601; 1963-64—\$57,000; 1962—\$24,800; 1961—\$18,400.
Origin of music on pop records: Domestic—17%; U. S.—40%; Foreign—43%.
Average retail price: LP's—Mono \$5; LP's—Stereo \$6; EP's \$2.50; Singles \$1.50.
Discounting: Occasional, about 10%.
Stereo sales: 20% of LP's.

Billboard 1965-1966 International Music-Record Directory

● record manufacturers

Anson Music Center, 62 rue Pavée, Port-au-Prince
Owner-Mgr.: Joe Anson.
Desir, Pascal, rue des Magasins de l'Etat 36, Port-au-Prince.
La Maison du Disque, rue des Magasins de l'Etat, Port-au-Prince.

● importers & exporters

Anson Music Center, 62 rue Pavée, Port-au-Prince.

● supplies & services

RECORDING STUDIO

Radio Haiti, Ave. J. J. Dessalines, Port-au-Prince.

HONDURAS

Population: 1961 census—1,884,765; latest official estimate—2,092,000.
Records imported from U. S. (factory value): 1964—\$17,684; 1963—\$21,200; 1962—\$16,400; 1961—\$10,700.
(No other current statistics available.)

● supplies & services

IMPORTERS

Campos Marco, Alfredo, Apartado No. 26, Tegucigalpa, D.C.
Casa Carlos a Zuniga, Tegucigalpa, D.C.
Isolina de Arellano, Aereopuerto de Toncontin, Tegucigalpa, D.C.
Yones, Francisco J., Ave. Paz Barahona, Tegucigalpa, D.C.

HONG KONG

Population: 3.75 million.
Records imported from U. S. (factory value): 1964—\$342,261 approx.; 1963—\$333,147; 1962—\$330,700.
Record imports from all sources (factory value): 1964—\$935,621; 1963—\$679,270, approx.; 1962—\$700,000 approx.
Record sales: 1964—up about 5% from 1963 with stereo sales up about 20% and mono sales slightly down; 1963—about 7% up from 1962 with stereo sales up about 5%; 1962—about 14% from 1961 with stereo sales up about 35%.
Average retail price: EP's \$5 (local currency); LPs (stereo) \$21 (local currency); LPs (mono) \$18 (local currency).
Stereo Sales: 50% of total sales.
Medium wave radio stations: Radio Hong Kong (government-owned) and the Hong Kong Commercial Broadcasting Co. Also a wired sound system, Rediffusion (HK), Ltd.
Television: Only a wired vision system owned and operated by Rediffusion (HK), Ltd.
Type of record distribution system: Manufacturer to wholesaler to dealer.

● record manufacturers

Colonial Trading, P. O. Box 950, Queen's Theater Bldg., Hong Kong. Tel.: 221109. Cable: Coltraco. Mng'g Dir.: R. A. da Silva; A&R: Mrs. Frances da Silva Kirk. Label: Diamond.
This company represents: ABC-Paramount (USA), CBS (USA), Command (USA), Cameo (USA), Columbia (USA), Congress (USA), Cadence (USA), Decca (England), Imperial (USA), Kapp (USA), Liberty (USA), Parkway (USA), United Artists (USA).
International representatives: Diamond Music Co. (Singapore).
Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel.: 221109 & 233370. Mng'g Dir.: R. A. da Silva.
E M I, 305 Chartered Bank Bldg., Hong Kong. Tel.: 223081. Cable: Emitron. Mng'g Dir.: E. Insley; A&R: Mirian Wang & Vic Cristobal; Sales & Int'l: K. F. Bruce. Labels: Angel, Columbia, Parlophone, Pathe.
This company represents: Capitol (USA), Columbia (England), Encore (England), Epic (USA), King (USA), Laurie (USA), MGM (USA), Parlophone (England, Australia and India), Stateside

(USA), Warner Bros. (USA).
International representatives: England (EMI), France (Pathe Marconi), India (Gramophone Co. Calcutta), Macao (Universal Agencies), Malaysia (Borneo Co.), Philippines (Dyna), Thailand (Kamol Sukosol), USA (Capitol).

● music publishers

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel.: 223081. Contact: K. F. Bruce.

● importers & exporters

Cosdel, 1331 Prince's Bldg., Hong Kong. Tel.: 240833. Mng'g Dir.: T. K. Whang.
This company represents: RCA Italiana, Atlantic, Atco, Aristocrat, Argo, Big Top, Candid, Carlton, Chess, Checker, Seeco, Roulette, Reprise, Durium, Everest, Vox, Westminster, Jubilee. Affiliated with: Cosdel (Japan), Cosdel (Philippines), Cosdel (Singapore).
Diamond Music, Queen's Theater Bldg., Central Hong Kong.
E M I, 305 Chartered Bank Bldg., Hong Kong.
Gibb, Livingston, P. O. Box 55, 11th Fl., Hang Seng Bank Bldg., Hong Kong. Tel.: 234161. Mgr.: W. J. Rodger; Asst. Mgr.: J. L. DeSousa. Distributors for RCA Victor.
Jardine, Matheson, Jardine House, Hong Kong.
Moutrie, Alexandra House, Hong Kong.
Orbit Rec., Rm. 2537, H. K. Hilton, Hong Kong. Tel.: 233111. Cable: Orbitdisc. Mgr.: Igo Fisher; Promo. Mgr.: Gery Scott.
This company represents: Pye, Picadilly, Scepter. Whang, T. K., Man Yee Bldg., Hong Kong.

● supplies & services

PRESSING PLANTS

Colonial Trading, P. O. Box 950, Hong Kong.
Diamond Music, Queen's Theater Bldg., Central Hong Kong.

RECORDING & TAPE DUP. STUDIOS

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E M I, Embassy Court Basement, Causeway Bay, Hong Kong.

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HUNGARY

Population: 1960 census—9,961,044; latest official estimate—10,135,000.

Per capita income: \$89 monthly, industrial worker; \$133.50 monthly, miners.

Records exported to U. S. (factory value): 1964—\$4,660.

Number of homes with record players: Approximately 190,000.

Average retail price: 12-inch LPs, \$2.60; 10-inch LPs, \$1.90; EPs, \$1.17; 45 rpm singles 87¢; record postcards, 52¢.

Discounting: None.

Record clubs: Under consideration by the Hungarian Musical Fund.

Stereo: 1% of LPs.

Important regulations: Import duty on records sent as presents to private individuals via parcel post from western sources is 60% of inland commercial sales value; i.e.: \$5.22 on 12-inch LP with sales value of 200 forint (\$8.70); \$3.90 on 10-inch LP with sales value of 150 forint (\$6.50); \$1.30 on EP with sales value of 50 forint (\$2.17); and 78¢ on single with sales value of 30 forint (\$1.30). Travelers coming to Hungary (also Hungarian tourists) may import free of duty five 12-inch and ten 10-inch LP's. Contact with manufacturers and publishers should be made through Kultúra (see Importers-Exporters) as all dealings with foreign countries are controlled through this firm.

Mechanical license for records manufactured in Hungary: According to general contract of BIEM, Paris—7.48% of retail price on all LPs and EPs, 3.2% on record postcards.

Best occasion for commercial contact with Hungary is the Budapest International Fair, held every year in May in Budapest, attended by 32 nations in 1964. Paul Gynogy

● record manufacturers

Magyar Hanglemegyarto Vallalat, Semmelweisutca 1-3 Budapest V. Tel.: 187-990, ext., 189. Label, Qualiton. Dir.: Jenő Bors.

● music publishers

Zenemukiado Vallalat, Editio Musica, Semmelweisutca 1-3, Budapest V. Tel.: 187-990, ext.: 123. Dir.: Bela Tardos.

● importers & exporters

Kultúra, P.O. Box 149, Budapest 62. Tel.: 159-450. Dir.: Marton Vertes.

● supplies & services

MUSIC LICENSING ORGANIZATION

Hivatal, Szerzői Jogvedo, Nyarutca 6, Budapest VI, Hungarian Bureau for the Protection of Authors' and Artists' Rights. Tel.: 187-057. Cable: Artisjus.

PRESSING PLANTS

Villamoszigitelo es Muanyaggyar, Fehervariut 120, Budapest XI.

RECORDING & TAPE DUP. STUDIO

Magyar Hanglemegyarto Vallalat, Rottenbillerutca 47, Budapest VII.

ICELAND

Population: 1950 census—143,558; latest official estimate—187,000.

Records imported from U. S. (factory value): 1964—\$20,322.

(No other statistics available.)

● record manufacturers

Falkinn H/F, Laugaveg 24, Reykjavik. Mng'g Dir.: H. V. Olafsson. Cable: Falkinn.

S G Rec., Skaftahlid 13, Reykjavik. Tel.: 16414. Pres.: Svavar Gestis.

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Hjodfaeverzlun Sigridar, Hedgaddottur-Vesturverri, Reykjavik.

Islenzkir Tonar, The Icelandic Rec. Co., c/o Drangey, Laugaveg 58. Tel.: 13311.

Verzlunin Drangey, Laugaveg 58, Reykjavik.

● music publishers

Verzlunin Drangey, Laugaveg 58, Reykjavik. Westerlund, R. E., Pohjoinen.

INDIA

Population: 1961 census—435,511,606; latest official estimate 471,627,000.

Records exported to U. S. (factory value): 1964—\$9,575.

Record imported from U. S. (factory value): 1964—\$1,252.

● record manufacturers

The Gramophone Co. of India, P.O. Box 699, Calcutta. Tel.: 57-2431. Cable: Emitron. Mng'g Dir.: Bhaskar Menon.

INDONESIA

Population: 1961 census: 96,318,829; Latest official estimate: 100,045,000.

Records imported from U. S. (factory value): 1964—\$25,420.

(No other current statistics available.)

● record manufacturers

Dimita Moulding, Bandengan Utara, 40 B, Djakarta. Tel.: 21180. Dir.: M. S. Tamimi.

Indonesian Music, Irama, Tjikini Raya 78, Djakarta. Tel.: 1892. Cable: Irama. Pres.: R. Soejoso.

Lokananta, P. N., Terusan 21, Surakarta. Tel.: 3230. Cable: Lokananta. Dir.: Oetoyo Soemowidjojo.

Republic Manufacturing, Tanah Pasir, (Gedong Pandjang), P.O. Box 605/Dak, Djakarta-Kota. Tel.: OK 23432. Cable: Remaco. Dir.: Raden M. Moestari.

● music publisher

Indonesian Music, 78 Tjikini Raya, Djakarta. Tel.: 1892.

● supplies & services

PRESSING PLANTS

Dimita Moulding Industries, Bandengan Utara 40 B, Djakarta-Kota.

Indonesian Music, Irama, Tjikini Raya 78, Djakarta. Lokananta, P. N. (Government Enterprise), Djalan Terusan, Surakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), P. O. Box 605/Dak., Djakarta-Kota. Tel.: OK 23432.

RECORDING STUDIOS

Indonesian Music, Irama, Tjikini Raya 78, Djakarta. Tel.: 1892.

R.R.I. (Government's Radio Republik Indonesia), Djakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), P.O. Box 605/Dak., Djakarta-Kota. Tel.: OK 23432.

IRAN

Population: 1956 census—18,954,704; latest official estimate—22,523,000.

Records imported from U. S. (factory value): 1964—\$23,472.

(No other current statistics available.)

● importers & exporters

Iran Musical, Avenue Lalezar, Teheran.

Iran Payeh, P.O. Box 989, Teheran.

● supplies & services

PRESSING PLANTS

Musical Gramophone Rec., Ave. Lalezar, Teheran. Taraneh, 478 Naderi Ave., Teheran.

ISRAEL

Population: 1961 census—2,183,332; latest official estimate—2,534,000.

Records imported from U. S. (factory value): 1964—\$24,655; 1963—\$12,700; 1962—\$9,300; 1961—\$5,300.

Records exported to U. S. (factory value): 1964—\$2,574.

Average retail price, domestic records: 12-inch LP's—\$5.50; 10-inch LP's—\$4.12; EP's—\$2; Singles—\$1.35.

Average retail price, imported records (in Israeli pounds): 12-inch LP's—25; 10-inch LP's—18; EP's—9.

Discounting: For "regular buyers," between 10 to 20%.

Homes with record players: 122,550 (or 19% of families).

Stereo sales: Negligible.

Record distribution: Manufacturer to retailer.

Medium wave radio stations: 2.

Television: None, with educational channel planned for 1964

Juke boxes: Prohibited by law.

Other important regulations: General and complete liberalization of the trade now permits free import of records from any country without limitations.

The only exception is the barter arrangement rigidly adhered to as far as records from behind the "Iron Curtain" are concerned. Some Eastern European countries had proposed to trade their records for Israeli Oranges. An exchange of records would be allowed only if the concerned country would accept Israeli records in trade. There also has been a liberalization of import rules for record players, which brought in automatic record changers and such brands as Gerrard and Philips.

Retail selling methods common in the United States were tried by the local supermarket chain, Supersol, but failed and the scheme was recently abandoned.

● record manufacturers

Eastronics (RCA), P.O. Box 21029, 75 Haifa Rd., Tel-Aviv. Mng'g Dirs.: T. Kenny, Dov Peleg.

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel.: 722003. Dir. & Sales: J. Grossman; A&R & Int'l: Z. Levin.

This company represents: ABC Paramount (USA), Barclay (France), Decca (USA), Elektra (USA), Mercury (USA), MGM (USA), Vanguard (USA), Westminster (USA).

Israphon, Industrial "B" Zone Azor, Tel-Aviv. Tel.: 86542. Dir. & A&R & Int'l: Naftaly Alsheich; Sales: Jacques Alsheich. Labels: Israphon, Israelectra, Literaton.

Makolit, 15 Hamaon St., Tel-Aviv. Tel.: 81694. Dir. Sales & Int'l: Daniel Antanir; A&R: Sh. Peer.

Labels: Makolit, Carlophon, Olympia, Hindustan. This company represents: Dot (USA), WMC (Belgium), Embassy (England), Fonit (Italy), Hispavox (Spain), Oriole (England).

International representatives: England (Oriole), USA (Fiesta).

Studio, 1 Ben Yehuda Rd., Tel-Aviv. Tel.: 56656. Dir. Sales & Int'l: Herbert Russcol; A&R: Margalit Banay. Label: Studio Recordings.

This company represents: Ariola (Germany), Cameo-Parkway (USA), Tikva (USA), Vogue (France).

Symphonia, 29 Ben Yehuda Rd., Tel-Aviv. Mgr.: M. Bergus.

This company represents: Kapp (USA), London (USA).

● music publishers

Ilhan Melody Press & Israeli Music Publications, P.O. Box 6011, Tel-Aviv. Tel.: 232078. Dir.: P. E. Gradenwitz.

Israeli Music (Ivan Mogull), 20 Haneviim St., Haifa. 1180, 17 Har Nevo St., Tel-Aviv. Tel.: 440395. Sec.-Gen.: B. Bar-Am.

Merkas Letarbut, 93 Arizozorov St., Tel-Aviv. Tel.: 221398.

Mogul, Tuan (Israeli Music), 20 Haneviim St., Haifa.
 Pres.: Ivan Mogul.
 Edition "Negen," 63 Allenby Rd., Tel-Aviv. Tel.:
 233625. Mgr.: Yoez Schreiber.
 Subar, 1 Ani Ma'amin St., Ramat Hasharon. Tel.:
 931323. Dir.: Dr. O. Bar-Elan.

● importers & exporters

Hed Arzi, 4 Hilazon St., Ramat Gan.
 Eastonic (RCA), P.O. Box 21029, 75 Haifa Rd., Tel-
 Aviv.
 Israelectra (Philips), 12 Allenby Rd., Haifa.
 Israphon, Industrial "B" Zone Azor, Tel-Aviv.
 Palestine Orient, 4 Herzel St., Tel-Aviv.

● supplies & services

PRESSING, PLATING & PROCESSING PLANTS

Hed Arzi, 4 Hilazon St., Ramat Gan.
 Israphon, Industrial "B" Zone Azor, Tel-Aviv.
 Makolit, 15 Hamanor St., Tel-Aviv.

RECORDING STUDIOS

Hed Arzi, 4 Hilazon St., Ramat Gan.
 Makolit, 15 Hamanor St., Tel-Aviv.

TRADE ORGANIZATIONS

League of Composers in Israel, P.O. Box 11180,
 17 Har Nevo St., Tel-Aviv. Tel.: 440395. Sec-
 Gen.: B. Bar-Am.

ITALY

Population: 1961 census: 49,876,790; Latest official estimate: 50,849,000.
 Per capita income: \$750 annually.
 Records exported to U. S. (factory value): 1964—\$104,915.
 Records imported from U. S. (factory value): 1964—\$196,437.
 Average retail price: 12-inch LP's—\$4.80; 7 and 10-inch LP's—from \$1.60 to \$3.50; EP's—from \$1.25 to \$1.75; Singles—from 72c to \$1.20.
 Discounting: 10% to 20%.
 Record club sales: Limited to 5%.

Record distributing system: Principally from manufacturer to dealer.

Radio stations: R A I (state owned) 3 programs.

Television stations: R A I-TV (State owned) 2 channels.

Number of juke box: Approx. 16,000.

● record manufacturers

Alfa, Via Chiossetto 6, Milan. Tel.: 78.13.60. Contact: Mr. Casiroli.

Arcophon, 16 Corso Europa, Milan. Tel.: 79.00.73. Artistic Dir.: Angelo Ephrikian.

C A M, Via Vigilio 8, Rome. Tel.: 31.43.41. Contact: M. Campi.

C G D Internazionale, Galleria Del Corso 4, Milan. Tel.: 70.25.63 & 79.48.41. Cable: Comgedisc. Dir.: Joe Giannini; A&R: Gianfranco Intra; Int'l: Hylda Corazza.

This company represents: Ascot (USA), Bel Air (France), Cameo (USA), Derby (Italy), Festival (France), MGM (USA), Palette (USA), Riviera (France), Reprise (USA), 20th-Fox (USA), Musicor (USA), United Artists (USA), Verve (USA), Warner Bros. (USA).

This company handles foreign distribution of: CGD (Italy), Derby (Italy), Juke Box (Italy), Sugar Music (Italy).

International representatives: Algeria (Festival), Argentina (Sicamericana), Australia (W&G), Austria (Italia), Belgium (Show), Canada (London), Denmark (Morks), Ethiopia (Central Music House), France (Festival), Germany (Italia), Greece (Georgios Orphanidis), Holland (Show), Iceland (Morks), Israel (Subar Music), Japan (King), Mexico (Gamma), Morocco (Festival), Norway (Morks), Portugal (Radio Triunfo), South Africa (Meteor), Spain (Hispavox), Turkey (Elia Aluf Medina), Switzerland (Jecklin), Uruguay (Clave I.E.M.S.A.), Venezuela (Venevox), Yugoslavia (Radio Televizija Beograd), Brazil (RGE), Ecuador (Emporio Musical), North Korea (King), Luxembourg (Show), England (Decca), Lebanon (Societe Libanaise du Disque), Syria (Societe Libanaise du Disque), UAR (Societe Libanaise du Disque), Saudia Arabia (Societe Libanaise du Disque), Iraq (Societe Libanaise du Disque), Kuwait (Societe Libanaise du Disque).

California Song, Via Paolo da Cannobio 5, Milan. Tel.: 86.76.15. Contact: Mr. Cariaggi.

Carisch, S.p.A., Via G. Fara 39, Milan.

Carosello C.E.M.E.D. s.r.l., Via Beccaria 5, Milan. Tel.: 79.47.46. Contact: Giuseppe Gramitto Ricci.

Casa Discografica Phonorosy, Sede Generale, Viale San Michele del Corso 20, Milan. Tel.: 469.23.28.

Cellograf-Simp, Via Maffucci 18, Milan. Label: Style. Cetra (see Fonit).

Ciak, Via G. D'Annunzio 23, Milan. Tel.: 848.64.90. Contact: Mr. Grossi.

Cinevox, Via Veneto 108, Rome. Tel.: 46.16.14. Contact: Mr. Bixio.

Clan Celentano, Corso Europa 5, Milan. Tel.: 78.18.20 & 78.16.12. Contact: Mr. Celentano.

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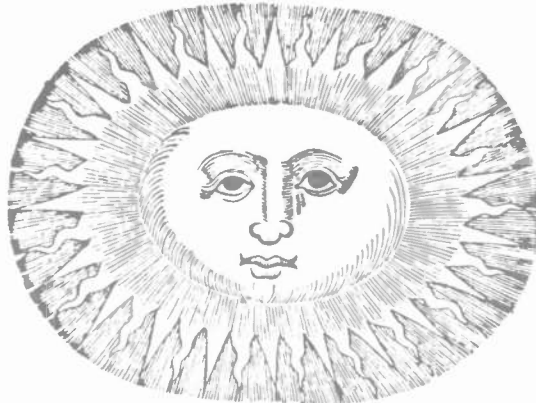
Phone: 794841

Compagnia Generale Del Disco, Galleria Del Corso 4, Milan. Tel.: 79.48.41. Cable: Comgedisc. Dir.: Franco Crepax; A&R: Franco Monaldi.

Daunia, Via Rome 256, Naples.

Decca Dischi Italia, Via Brisa 3, Milan. Tel.: 89.18.48. Cable: Deccital. Mgr.: Romano Bacchini; A&R: Paolo Tosi; Sales: Paolo Moresco. Labels: Decca, London, London-Dot, Oiseau Lyre, Telefunken.

This company represents: Argo (England), All Boy (USA), Big Top (USA), Challenge (USA),



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Coed (USA), Decca (England, France, Germany), Del Fi (USA), Dunes (USA), Felsted (USA), Faber (USA), Hollywood (USA), Jamie (USA), Monogram (USA), Monument (USA), Oiseau Lyre (France, England), President (USA), Press (USA), Seville (USA), Specialty (USA), Starday (USA), Sun (USA), Telefunken (Germany), Terrace (USA), Vego (France), Garpax (USA), Guyden (USA), Hi (USA).

Discangelicum s.r.l., Piazza San Angelo 2, Milan. Tel.: 65.46.10. Contact: Mr. Allorto.

Discografica Italiana, Via Prampolini 13, Milan. Tel.: 67.68.24.

Durium, Passaggio degli Osii 2, Milan. Tel.: B7.34.94 & B0.06.1B. Cable: Durium. Pres.: Krikor Mintangian; A&R: Lello Ajroldi & Giampiero Scussel; Int'l: Elisabel Mintangian. Labels: Durium, Royal, Sprint. This company represents: Motown, Gordy, Tama, Jazz Workshop, Mel-O-Dy, King, (All USA).

International representatives: Australia (Minstrel), Austria (Turicaphon), Belgium (Vogue), Brazil (Fermata), Canada (London), Chile (Philips), England (Pye), Ethiopia (Central Music House), France (Vogue), Germany (Vogue), Greece (Music Box), Holland (Stibbe, N.V.), Japan (Cosdel), Libya (Martinez), Malta (Electro Stores), Portugal (A. Trinitade), Philippines (Cosdel), South Africa (Gallo), Spain (Fabrica de Disco), Switzerland (Vogue), Turkey (Yeni Valvis), Yugoslavia (Jugoton).

E D I S.p.A. (Edizioni Discografiche Italiane), Via Tarchetti 1, Milan. Tel.: 65.06.75/7. Gen. Mgr.: Antonio Casetta; A&R: Federico Monti Arduini.

This company represents: Canadian-American (USA), Chancellor (USA), Colpix (USA), Vee Jay (USA).

International representatives: Japan (Teichiku). Ecco, Via San Antonio 5, Milan. Tel.: B0.23.01. Euterpe, Via Fico San Brigida 11, Naples. Tel.: 39.92.00.

Fonit-Cetra, Via M. Gonzaga 4, Milan (Fonit). AND: Via Bertola 34, Turin (Cetra). Tel.: 57.53 (Turin). Cable: Cetra (Turin). Mng'g Dir.: Enrico

Carrara; A&R: Mario Zanoletti; Administrative Mgr.: Ettore Minoretta; Int'l: Maurizio Golla; Sales: L. Arduino. Labels: Fonit, Cetra, Cricket, International, Elcelsius.

This company represents: Ariola (Germany), Kapp (USA), Oriole (England), Rood (Holland). **International representatives:** Argentina (Surco), Australia (W & G), Austria (Ariola-Sonopress), Belgium (Fonior), Canada (Bravo), Denmark (Tono), England (CBS), France (Musidisc), Germany (Ariola), Holland (Rood), Israel (Hed-Arzi), Japan (King), Libya (Martinez), Malta (Electro Stores), Norway (Nor-Disc), Portugal (De Figueiredo), Malaysia (Issac), Spain (Vergara), Sweden (Cupol), Switzerland (Electromusic), Turkey (Melody), USA (Chambers), Venezuela (Venevox).

Fonocrom Italiana, Via Martiri della Libertà, Bellano (Como). Contact: Mr. Grossi.

Fonotecnica, Via Leopardi 25, Milan. Tel.: B7.2B.B2. Contact: Mr. Braga.

Instituto Internazionale Del Disco S.p.A., Via Ugo Foscolo 4, Milan. Tel.: B0.BB.14. Contact: Mr. Guadagnino.

Italdisc (Ducale s.r.l.), Via Beccaria 5, Milan. Tel.: 70.24.02 & 7B.24.0B. Cable: Fonorecord. Pres.: Davide Matalon; Dir. Sales: Carlo Faust; Int'l: Tarcisia Barboni Metalon. Labels: Italdisc, Broadway.

This company represents: Seeco (USA), Tropical (USA).

International representatives: Austria (Polydor), Canada (Bravo), France (Polydor), Germany (Polydor), Greece (Columbia), Japan (Columbia), Spain (Discophon), Turkey (Melody), USA (Verve), Yugoslavia (Jugoton).

Italia International, Ponte Seveso 22, Milan. Tel.: 68B.23.B5. Dir.: M. Von Erden.

Italmusica, Corso Genova 22, Milan. Tel.: B5.46.41. Contact: Mr. Pignini.

Jaguar, Galleria Passarella 1, Milan. Tel.: 7B.23.37. Gen. Mgr.: B. Vassura. Label: Jaguar

Juke Box Ed. Fon., Galleria Del Corso 2, Milan. Tel.: 7B.07.62. Contact: C. A. Rossi.

Leonsolo, Via Mario Pagano 61, Milan. Tel.: 43.71.97. AND: Piazzetta Pattari 1, Milan. Tel.: B0.27.96. Contact: Mr. Maietti

Lord, Galleria Del Corso 4, Milan.

M R C (see Milano Rec. Co.).

Meazzi, Via Piatti 4/6, Milan. Tel.: B6.73.61. Cable: Mefrom. Mng'g & Prop.: Enrico Meazzi. Labels: Meazzi, Hollywood, Astraphon, Meazzi Classica, GBC, Arpeggio, Panoramic, Baby Record, Salvador, Humor Play.

This company represents: I.M.C. (Belgium).

International representatives: Argentina (Disc Jockey), Australia (Viking), Brazil (Fermata), Canada (Leon Vellone), France (Pacific), Japan (King), Mexico (Peerless), New Zealand (Viking), Scandinavia (Gazzell), Spain (Belter), USA (Vesuvius), Venezuela (Panart).

Messaggerie Musicali, Galleria Del Corso 2, Milan. Tel.: 79.48.41 AND: Via Delle Carrozze 3, Rome. Tel.: 6B.16.1B.

Milano Rec. Co. (M.R.C.) S.p.A., Via San Francesco d'Assisi 10, Milan. Tel.: B5.77.14. Mgr.: P. Gallotti.

Phonogram S.p.A., Via Benadir 14, Milan. Tel.: 2B.34.31. Cable: Cominon. Mng'g Dir.: Manlio Baron. Dir.: Helmut Riechof.

This company represents: Archiv (Germany), Audio Fidelity (USA), Caravel (Italy), Coral (USA), DGG (Germany), Edibi (Italy), Fontana (Holland), Jaguar (Italy), King Univ. (Italy), Melodicon (Italy), Mercury (USA), Philips (Holland), Polydor (Germany), Riverside (USA).

Phonotype, Via De Marinis 4, Naples. Tel.: 22.964. Contact: Mr. Esposito.

R C A Italiana, Via Tiburtina Km. 12, Rome. Tel.: 41.60.41. Cable: Radiointer. Gen. Mgr.: Giuseppe Ornato; A&R: Ettore Zeppegno; Int'l: Francesco Fanti. Labels: RCA Victor, RCA Italiana, ARC.

This company represents: Barclay (France), Discophiles (France), Ducret-Thompson (France), Pye (England), RCA Victor (USA), Vik (USA).

RICORDI S.p.A., Via Berchet 2, Milan. Tel.: B9.33.66. Cable: Ricordisc. Mng'g Dir.: Guido Rignano. Mgr. Int'l A&R: Paolo Ruggeri. Domestic A&R: Ilter Pattacini. Sales Mgr.: Renzo Benini. Labels: Oischi Ricordi, I Classici della Musica Classica, I Classici della Musica Leggera, Club, Tavola Rotonda.

This company represents: CBS (USA), Epic (USA), Hickory (USA), Amadeo (Austria).

International representatives: Argentina (CBS), Austria (Amadeo), Belgium (Artone), Brazil (Casio Muniz S.A.), Chile (Goluboff Industrias Fonograficas S.A.), Colombia (Emilio Fortou), Denmark (Nordisk Polyphon), Ecuador (CBS),

England (Philips), Greece (Melody), Holland (Artone), Japan (King), Yugoslavia (Jugoton), Lebanon (Societe Libanaise du Disque S.A.), Malta (Ivan Alex Portanier), Mexico (CBS), Paraguay (CBS), Portugal (Vergara), Spain (Vergara), Sweden (Nordisk Polyphon), Switzerland (Turicaphon AG), Syria (Societe Libanaise du Disque S.A.), Uruguay (CBS), Venezuela (Venevox). (SEE ADVERTISEMENT)

Ri-Fi S.p.A. Corso Buenos Aires, 77. Milan. Tel.: 204.21.17 & 204.20.91. Cable: Rifirecord. Pres.: Gianpiero Rossi; Mng'g Dir.: Giovanbattista Ansoldi; Sales: Giogio Termignoni. A&R: Antonio Ansoldi. Pub.: Vladimiro Albera. Int'l: Giuseppe Velona. Labels: Ri-Fi, Primary, Variety, Publiscio.

This company represents: Antoniano, D.N.G. (Italy), Apex, Carnaval, Point, (Canada), Cannon (England), Command, Grand Award, Time, Westminster (USA).

International representatives: Australia (Minstrel), Austria (DGG), Canada (Bravo, Kosmophon), Germany (DGG), Greece (Melody), Holland (DGG), Japan (Philips), Yugoslavia (Jugoton), Libya (Martinez), Middle East (Societe Libanaise du Disque), Portugal (Belter), Scandinavia (Scandisc), Spain (Belter), South America (Philips), Switzerland (Oversea), Turkey (Melodi), Belgium & Luxembourg (Show), France (International). (SEE ADVERTISEMENT)

S A A R, s.r.l., Viale Di Porta Vercellina 14, Milan. Tel.: 4B.30.5B & 49.74.73. Cable: Saarmilano. Mng'g Dir.: Walter Guertler. A&R: E. Leoni & G. Libano. Sales: Sergio Balloni. Int'l: Giuseppe de Gioia. Labels: Jolly, Music, Stella.

This company represents: Atlantic (USA), Folkways (USA), Vogue (France), Everest & Concert Disc (USA).

International representatives: Argentina (Fermata), Australia (Magnetic), Belgium (Vogue), Brazil (Fermata), France (Vogue), Germany (Vogue), Greece (DGG, Helladisc), Holland (Dureco), Japan (King), Switzerland (Jecklin), USA (Vesuvius), Canada (Italrecord), Malta (Electro Stores), Lebanon (Haddad), Libya (Martinez), England (Rare), Sweden (Sonet), Turkey (Senses), Spain (Zafiro), Syria (Tertzakian), Austria (Elektromoser).

Sabrina, Via Mario Pegano 61, Milan. Tel.: 43.29.52. Contact: Mr. Rosettani.

Societa' Trevisan Combo S.p.A., Corso Europa 16, Milan. Tel.: 79.91.5B. Contact: Mr. Trevisan.

Vis Radio, Corso Re Umberto 1° 132, Naples. Tel.: 32.27.05. Contact: Mr. Scoppa.

Voce del Padrone (Columbia Marconiphone), Via Domenichino 14, Milan. Tel.: 43.40.41. Cable: Vicicem. Gen. Mgr.: Francois Minchin. A&R: John Lee. Sales & Int'l: Carlo Barbareschi. Labels: Voce del Padrone, Columbia, Angel, Capitol, Liberty, Pathe, Regal, Stateside.

This company represents: ABC Paramount (USA), Capitol (USA), Columbia (England), Tower (USA), Imperial (Germany), HMV (England), Record Supervision (England), Impulse (USA), Liberty (USA), Pathe (France), Stateside (USA).

● music publishers

Aberbach, Via Lazio 9, Rome. Tel.: 47.0B.B1. Contact: Mr. Corradini.

Allione, Via Borgogna 3, Milan. Tel.: 70.02.21. Contact: Mr. Allione.

Ariston, Piazzetta Pattari 1/3, Milan. Tel.: B9.77.45/46/47. Contact: Alfredo Rossi.

Bella Ciao, Via Cernaia 5, Milan. Tel.: 63.70.80.

Belriver, Galleria del Corso 4, Milan. Tel.: 79.11.22. Contact: John Lee.

Bideri S.p.A., Edizioni, Via S. Pietro a Majella 17, Naples 9. Tel.: 21.03.25. AND: Via Teulada 52, Rome. Tel.: 3B.07.00. Contact: Dr. Luciano Villevielle Bideri.

Bixio, Via Borgogna 7, Milan. Tel.: 70.11.07. Contact: Mr. Bixio.

Bridge, Galleria Del Corso 4, Milan. Tel.: 79.06.33. Contact: Mr. Testoni.

C A M, Via Virgilio B, Rome. Tel.: 31.43.41. Contact: Mr. Campi.

Cielo Video, Galleria Del Corso 2, Milan. Tel.: 70.52.31. Contact: Mr. Panzuti.

Clan Celentano, Corso Europa 5, Milan. Tel.: 7B.1B.20 & 7B.16.12.

Club, Via Luchino Oel Maino 12, Milan. Tel.: 49.6B.12. Contact: Mr. Gambarelli.

Codevilla, Galleria Del Corso 2, Milan. Tel.: 7B.1B.49.

Connelly, Galleria Del Corso 2, Milan. Tel.: 70.94.91. Contact: Mr. Abbate.

Curci, Galleria Oel Corso 4, Milan. Tel.: 79.47.46. Contact: Giuseppe Gramitto Ricci.

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Durium, Passaggio Ossii 2, Milan. Tel.: 80.06.18.
Contact: Mr. Mintangian.
Eco, Via S. Antonio 5, Milan. Tel.: 80.23.01.
Falcocchio, Galleria Del Corso, Milan. Tel.: 79.23.19.
Contact: Mr. Falcocchio.
Fonit-Cetra, Via Gonzaga 4, Milan. Tel.: 80.80.06.
Contact: Mr. Carrara.
Fono-Cine, Corso Vittorio Emanuele 11, Milan. Tel.: 70.17.05. Contact: Mr. Boschetti.
Francis-Day, Piazza Del Liberty 2, Milan. Tel.: 78.00.35. Contact: Mr. Gallazzi.
Gallazzi, Via Liberty 2, Milan. Tel.: 78.00.36.
Contact: Mr. Gallazzi.
Girl, Via Palestrina 2, Milan. Contact: Mr. Bottoni.
Italmusica, Corso Genova 22, Milan. Tel.: 85.46.41.
Contact: Mr. Pignini.
Jaspar Music, Corso XXII Marzo 8, Milan.
Kramer, Galleria Del Corso 4, Milan. Tel.: 70.01.87.
Contact: Mr. Kramer.
Leonardi, Galleria Del Corso, Milan. Tel.: 70.20.94.
Contact: Mr. Leonardi.
Majestic Italiana, Via Morozzo della Rocca 6, Milan. Contact: Mr. Bellis.
Mascotte, Galleria Del Corso 2, Milan. Tel.: 79.36.01.
Contact: Mr. Sciorilli.
Minstrel, Via Cerretti 32, Rome. Tel.: 62.69.46.
Contact: Mr. Fabor.
Mogull, Ivan c/o Gaetano Copasso, Corso Italia 45, Milan. Pres.: Ivan Mogull.
Musichouse Italiana s.r.l., Ponte Severo 22, Milan. Tel.: 688.23.85.
New York Music (Gruppo Editoriale E Discografico), P.O. Box 1157, Milan. Contact: P. Gabetto.
R C A Italiana, Via Tiburtina Km. 12, Rome. Tel.: 41.60.41. Contact: Mr. Cantini.
Radiofilmusica, P.O. Box 10060, Via Pontina Km. 23, Rome. Tel.: 67.73.
Rattazzi, Edizioni Musicali, Viale San Michele del Corso 20, Milan. Tel.: 46.92.328. Contact: Erminio Rattazzi.
Redi, Via Cernaia 5, Milan. Tel.: 65.34.13.
Ricordi, Gruppo, Galleria Del Corso 2, Milan. Contact: Mr. Rapetti.
Sidet, Piazzetta Pattari 4, Milan. Tel.: 86.11.65. Contact: Mr. Daniele.
Southern Music, Piazzetta Pattari 2, Milan. Tel.: 89.67.09 & 89.66.22. Contact: Mr. Carisch.
Susy, Via Piatti 4, Milan. Tel.: 89.68.51. Contact: Meazzi Bros.
"Varieta" Salotto, Edizioni Musicali, Via Francesco Datini 3, Rome. Tel.: 53.45.765. Contact: Goffredo Pitotti.
Vidale, Galleria Del Corso 4, Milan. Tel.: 79.21.46. Contact: Mr. Vidale.
Vis Radio, Via Cupa Caafa 36, Naples. Tel.: 38.61.84. Contact: Mr. Scoppa.
Voce del Padrone, Galleria Del Corso 4, Milan. Tel.: 79.11.22. Contact: John Lee & Mr. Gaslini.

● importers & exporters

Directa, Via del Don 3, Milan.
International Music, Via Torino 49, Milan.
Messaggerie Musicali, Galleria Del Corso 2, Milan.
Orlandini Dischi s.r.l., Sott L. Cadorna 10-12R, Genoa. Tel.: 58.97.11. AND: Piazza De Ferrari 60R, Genoa. Tel.: 59.22.79. AND: Piazza Soziglia 110R, Genoa. Tel.: 29.68.66.
Ditta A. Ronchini (import only), Via B. Longhi 6, Parma. Tel.: 21.505.
Wagner, Ludwig, Via Duca d'Aosta 82, Bolzano. Tel.: 33.435.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Editori Indipendenti, c/o Sandro Fumagalli, Via Besana 2, Milan. Tel.: 79.00.40.
Fumagalli, Sandro, Via Besana 2, Milan. Tel.: 79.00.40.
International Music, Via Torino 49, Milan.
S.E.D.R.I.M. (BIEM), Via Bordoni 32, Milan.
S.I.A.E., Via E. Gianturco 2, Rome.
Southern Music, Piazzetta Pattari 2, Milan.

PRESSING PLANTS

Bellu, Fratelli, S.N.C., Via Per Seregno 114, Seregno, Milan.
C G D, Via Moretto 9, Milan.
Calypso, Via Quintino Sella 91, Busto Arizio, Varese.
Cellograf-Simp, Via Private Maffucci 18, Milan.
Compagna Industriale Fonografica, Via Benadir 14, Milan.

Durium, Via Trieste, Erba, Como.
Fonit-Cetra, Via Meda 45, Milan.
Fonocrom, Via Martiri della Libertà, Bellano, Como.
Fonotecnica, Via Leopardi 25, Milan.
Industria Fonografica Italiana, Via Bordighera 6, Milan.
Italdisc, Bellano, Como.
Italmusica, Ripa Ticinese 75, Milan.
Leonsolco, Via Caterina Bianchi 22, San Colombano Al Lambro, Milan.
Microwatt, Via Pinamonte 24, Vimercate, Milan.
Phonotype Rec., Via E. De Marinis 4, Naples.
R C A Italiana, Via Tiburtina Km. 12, Rome.
Red Record, Pero, Milan.
Rialto, Via Mazzini 8, Verona.
Ri-Fi, Via Quintino Sella 91A, Busto Arsizio, Varese.
AND: Via Durazzo 2, Milan.
S A A R, Via Gramsci 20, Pero, Milan.
Sonograf, Via Mantova 10, Milan.
Voce del Padrone (Columbia Marconiphone), Via Domenichino 14, Milan.

RECORDING & TAPE DUP. STUDIOS

Angelicum, Piazza San Angelo 2, Milan.
Cinevox, Via Gregoriana 16, Rome. Tel.: 68.34.86.
AND: Via Veneto 108, Rome. Tel.: 46.16.14 & 47.07.64.
Durium, Via Pastrengo 16, Milan.
Fonit-Cetra, Via Meda 45, Milan. AND: Via Nicolade Cesariani 3 A, Rome. AND: Via Bertola 3, Turin.
Fonolux, Piazza Cinecittà, Rome.
Fonorama Di C. A. Rossi, Via Barletta 11, Milan.
Fonotecnica, Via Leopardi 25, Milan.
International Red'g SpA, Via Urbana 172, Rome.
Meazzi, Via Piatti 4/6, Milan.
Messaggerie Musicali, Galleria Del Corso 2, Milan. Tel.: 79.48.41.
Microphone Rec., Via Mantova 10, Milan.
Phonogram, Piazza Cavour, Milan.
Phonotype Rec., Via E. De Marinis 4, Naples.
R A F, Via Aurelio Saffi 11, Milan.
R C A Italiana, Via Tiburtina Km. 12, Rome.
Raifon, Viale XX Settembre 17, Trieste.
Regson, Via Ludovico il Moro 57, Milan. Tel.: 422.46.20.
Ricordi, S.p.A., Via Del Cinquecento 1, Milan. Tel.: 53.03.94.
S A A R, Via Gramsci 20, Pero, Milan. Tel.: 48.30.58.
Servizi Registrazioni Sonore, Via S. Radegonda 11, Milan.
Studio Arlecchino, Corso Vittorio Emanuele 11, Milan.
Studio 7, Corso Venezia 7, Milan.
Titanus, Via Sommacampagna 28, Rome.
Voce del Padrone (Columbia Marconiphone), Via S. Eufemia 25, Milan.

JAMAICA

Population: 1960 census—1,613,880; latest official estimate—1,738,000.
Average per capita income: 1964—\$389 annually.
Total records manufactured (factory value): 1964—\$281,400.
Records imported from U. S. (factory value): 1964—\$87,812; 1963—\$77,500; 1962—\$58,400; 1961—\$46,600.
Records exported to U. S. (factory value): 1964—\$553.
Average retail price per record: LP's—\$5 (domestic), \$6 (imported); EP's—\$1.80; singles—\$1 (domestic), \$1.50 (imported).
Type of record distribution: Manufacturer to dealer.

● record manufacturers

Caribbean Rec., 1 Geffrard Place, Kingston. Tel.: 22754. Cable: Records. Mng'g Dir. & A&R: D. N. Tewari. Sales: Mrs. U. Alvarez.
This company represents: RCA Victor.
Federal, 220 Foreshore Rd., Kingston.
The Gloken, P.O. Box 27, Hagley Park P. O., Kingston.
Paradisc Record, 220 Foreshore Rd., Kingston.
This company represents: ABC Paramount (USA), Impulse (USA).
Randy's Rec. Mart, 17 N. Parade, Kingston. Mgr.: Vincent Chin.
Tropical, Edw. S. Shoucair, 40 Port Royal St., Kingston.
This company represents: Chancellor (USA).
West Indies Rec., 13 Bell Rd., Industrial Estate, Kingston 11. Tel.: 37340. Cable: Wirl. Mgr.: George Benson.

● supplies & services

PRESSING PLANTS

Caribbean Rec. 1 Geffrard Pl., Kingston.
Federal, 220 Foreshore Rd., Kingston.
West Indies, 13 Bell Rd., Industrial Estate, Kingston.
MUSIC LICENSING ORGANIZATIONS
International Federation of Phonograph Industries.

JAPAN

Population: 100 million.
Per capita income: \$460 annually.
Number of record players in use: 8 million.
Number of record players produced in 1964 for domestic market: Approx. 2.1 million.
Number of record players exported in 1964: Approx. 690,000.
Record production in 1964: (Official statistics. Phonograph Record Assn.) LP's: 13,847,789 or \$36,016,973 (factory value), EP's: 1,407,617 or \$822,246 (factory value), Singles: 58,558,737 or \$33,141,774 (factory value). Total: 73,814,143 or \$69,980,993 (factory value).
Records imported from abroad: 1964—838,582 or \$1,312,775, 1963—\$1,648,966, 1962—\$578,000, 1961—\$250,200, 1960—\$202,300 (factory value).
Records exported abroad: 1964—554,274 or \$353,411, 1963—506,413 or \$336,597, 1962—180,600 or \$84,700, 1961—75,100 or \$75,600, 1960—82,900 or \$72,900 (factory value).
Government tax on records to consumer: 10%.
Average retail price: LP's, \$4.20; EP's, \$1.50; Singles, \$1.00.
Discounting: Increasing.
Record club sales: Increasing.
Stereo production: 1964—36,357,343 or \$43,594,123 (factory value), 1963—8,334,158 or \$5,605,656 (factory value).
Number of radio stations: 196.
Number of TV stations: 129.
Number of juke boxes: Approx. 7,500.
Record distribution: Mostly direct to dealer from plant with limited number of jobbers.
Import regulation: Free import permitted as of Oct. 1, 1962.

● record manufacturers

Cosdel, Rm. 525, Nikkatsu Int'l Bldg., 1-1 Chome, Yurako-cho, Chiyoda-ku, Tokyo, Japan. Tel.: (271)-5861/2. Pres.: Kenneth L. Cole.
King, 1 Otohacho 2-Chome, Bunkyo-ku, Tokyo. Tel.: (941)-3111. Cable: Kingrecord Tokyo. Pres.: K. Machijiri; A&R: T. Tatenouchi; Sales: M. Suzuki; Int'l: M. Suzuki.
This company represents: ABC Paramount (USA), Command (USA), Coral (USA), London (England), Telefunken (Germany), Vanguard (USA), Westminster (USA), The Seven Seas (Japan) consisting of Arborada (Portugal), Ariola (Germany), CGD (Italy), Cetra (Italy), Compagnie Phonographique Francaise (France), Discomoda (Venezuela), Disk Jockey (Argentina), Eurodisc (Germany), Festival (Australia), Gurtler (Italy), Jolly (Italy), Metronome (Sweden), Music Hall (Argentina), Sobei (Belgium), Ricordi (Italy), Storyville (Sweden), Waikiki (USA).
Nippon Columbia, 17 Tangocho, Akasaka, Minatoku, Tokyo. Tel.: (582)-8111. Cable: Nipponcolumbia Tokyo. Pres.: T. Seya; A&R: H. Kaneko; Sales: K. Terajima; Int'l: H. Terajima.
This company represents: Audio Fidelity (USA), CBS (USA), Disneyland (USA), Epic (USA), Erato (France), Festival (France), Hula (USA), United Artists (USA), Pye (UK), Supraphon (Czechoslovakia), Time (USA), Vee Jay (USA), Columbia International consisting of Amadeo (Austria), Europaischer Operaklub (Germany), Diplomat (USA), Palette (Belgium).
Nippon Crown, 1 Tamachi 7-Chome, Akasaka, Minatoku, Tokyo. Tel.: (503)-8941/5. Pres.: K. Arita; Sales: S. Ito; A&R: N. Saito; Int'l: T. Kamei.
This company represents: Crown (Japan) only.
Nippon Grammophon, 57 Aoyama Kitamachi 6-Chome, Minatoku, Tokyo. Tel.: (401)-4131. Cable: Gramocord Tokyo. Pres.: S. Izawa; A&R: H. Hino; Sales: M. Tachikawa; Int'l: G. H. Hellgardt.
This company represents: Archiv (Germany), Deutsche Grammophon (Germany), Hi-Fi (USA), Karousel (Sweden), MGM (USA), Microphon (Argentina), Phonogram (Argentina, Italy), Prosadis (France), Verve (USA), Polydor which

involves Ansonia (USA), Fiesta (USA), Inter Bas (Argentina), Palacio (Venezuela), Sound of Hawaii (USA), Swedisc (Sweden).

Nippon Westminster, Shirakawa Bldg., 6 Tamuracho 6-Chome, Shiba, Minatoku, Tokyo. Tel.: (431)-1348. Cable: Westrecording Tokyo. Rep. Dir.: M. Kanishi. Label: Columbia International. This company represents: Hispavox (Spain), Oriole (England).

Nitchiku Industrial, 6 Shimbashi 5-Chome, Shiba, Minatoku, Tokyo. Tel.: (501)-8054. Cable: Nitchku Tokyo. Rep.: J. Takagi. This company represents: Stereo Fidelity (USA), Somerset (USA), which are pressed by Nippon Columbia.

Shinsekai, Saiwai Bldg., 3 Uchisaiwaicho 2-Chome, Chiyodaku, Tokyo. Tel.: (591)-0968. Cable: Shinsekai Tokyo. Pres.: K. Hoashi; Int'l: Y. Tanabe. This company represents: Muza (Poland), USSR records.

Teichiku, Tsukiji Kaikan, 4 Tsukiji 4-Chome, Chuoku, Tokyo. Tel.: (542)-3715. Cable: Teichiku Tokyo. Pres.: T. Nanko; A&R & Int'l: I. Kinouye; Sales: T. Nagamine & S. Nanko. This company represents: Oecca (USA), Fonit (Italy), Union (Japan) consisting of Artone (Holland), Continental (Brazil), Miazzi (Italy), Ronnex (Belgium), Riviera (France), Tono (Denmark), Vogue (France), World (Australia).

Toshiba, 30 Akasaka Tameike, Minatoku, Tokyo. Tel.: (583)-1111. Cable: Toshiba Musical Tokyo. Chairman: M. Kuno; A&R: S. Asawa; Int'l: K. Uyeno; Sales: T. Sakai. This company represents: Angel (UK), Capitol (USA), Kapp (USA), Liberty (USA), Odeon (UK), Stateside (USA), Warner Bros. (USA).

Victor Co. of Japan, 1 Honcho 4-Chome, Nishimbashi, Chuoku, Tokyo. Tel.: (241)-7811. Cable: Vic Tokyo. Pres.: H. Momose; A&R: K. Matsuoka; Sales: K. Iwashita (1st Dept.), N. Ito (2d Dept.), S. Iino (3d Dept.); Int'l: T. Yagisawa. This company represents: Atlantic (USA), Big Top (USA), Blue Bell (Italy), Camden (USA), Colpix (USA), Cameo (USA), Candid (USA), Cam (Italy), Critere (France), Cynus (France), Oot (USA), Fontana (Holland), Imperial (USA), Lime-light (USA), Milano (Italy), Mercury (USA), Oiseau Lyre (UK), Philips (Holland), Prestige (USA), Parkway (USA), Roulette (USA), Ri-Fi (Italy), Roost (USA), Reprise (USA), Riverside (USA), RCA (USA), Seeco (USA), Smash (USA), Tico (USA), 20th Century-Fox (USA), Victrola (USA), Vox (USA), World-Pacific (USA), Globe (Japan) consisting of Aristocrat (USA), Avenue (USA), Argo (USA), Conquest (USA), Cuca (USA), Chess (USA), Carlton (USA), Checker (USA), Bornand (USA), Bandbox (USA), Duke (USA), Dart (USA), Durium (Italy), Everest (USA), Ember (USA), Electra (USA), Folkway (USA), Fraternity (USA), Hickory (USA), Motown (USA), Purist (USA), Red Bird (USA), Sidet (Philippines).

• music publishers

Aberbach Tokyo, Zenkyoren Bldg., 7 Hirakawacho 2-Chome, Chuoku, Tokyo. Tel.: (265)-3291/9. Pres.: T. Ishikawa.

Crown, Shinwa Bldg., 1 Tamachi 7-Chome, Akasaka, Minatoku, Tokyo. Tel.: (582)-4741/5. Dir.: T. Kamei.

Eastern, Kyowa Bldg., 34 Kotohiracho, Shiba, Minatoku, Tokyo. Tel.: (501)-0344/5. Pres.: M. Isomura.

International, Mansui Bldg., 14 Ogawamachi 3-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (201)-2317. Pres.: Y. Kitagawa.

Japan Music Kosokudoro Bldg., 2 Ginza Nishi 1-Chome, Chuoku, Tokyo. Tel.: (535)-5851/9. Pres.: S. Akimoto.

Kusano, Awaji Bldg., 6 Awajicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (253)-0662. Pres.: S. Kusano.

Ivan Mogull Music of Japan, Awaji Bldg., 2-Chome, Awajicho, Chiyodaku, Tokyo. Pres.: Ivan Mogull.

New Orient, Sanyo Bldg., 5-17 Hongo 1-Chome, Bunkyo, Tokyo. Tel.: (812)-7867. Pres.: S. Itoh.

Nippon Columbia Musical Ent. (Publishing Div.), 17 Tongocho, Akasaka, Minatoku, Tokyo. Tel.: (582)-8111. Dir.: J. Imahori.

Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (268)-5335. Pres.: S. Meguro.

Overseas, 25 Higashi-Gokencho, Shinjuku, Tokyo. Tel.: (269)-0121/7. Pres.: E. Shimada.

Seven Seas, King Rec., 1 Otohacho 2-Chome, Bunkyo, Tokyo. Tel.: (941)-3111. Pres.: K. Machijiri.

Shinko, Awaji Bldg., 6 Awajicho 6-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (253)-2662. Pres.: T. Kusano.

Suisei-Sha, c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (268)-6151. Pres.: S. Meguro.

Taiyo, Central Apartment, 90 Onden 1-Chome, Shibuyaku, Tokyo. Tel.: (403)-3763. Pres.: T. Nagashima.

Toa, c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (268)-6151. Pres.: S. Meguro.

Tone, Rm. 15, Sanyo Bldg., 5-17 Hongo 1-Chome, Bunkyo, Tokyo. Tel.: (813)-0754. Pres.: K. Kato.

Toshiba, 34 Akasaka Tameike, Minatoku, Tokyo. Tel.: (583)-1131/3. Pres.: N. Ishizaka.

Victor, 13 Misakicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (262)-1320. Pres.: K. Imamura.

Watanabe, Matsui Bldg., 4 Yurakucho 1-Chome, Chiyodaku, Tokyo. Tel.: (502)-1966, 0038. Pres.: Mrs. M. Watanabe.

Zen-On, 25 Higashi Gokencho, Shinjuku, Tokyo. Tel.: (269)-0121/7. Pres.: T. Shimada.

• supplies & services

MUSIC LICENSING ORGANIZATIONS

Mrs. Folster & Assoc., Nikkatsu International Bldg., 1 Yurakucho 1-Chome, Chiyodaku, Tokyo. Tel.: (271)-6084. Pres.: Mrs. G. T. Folster.

J A S R A C (Japanese Society of Rights of Authors & Composers), agents for ASCAP, BMI, BIEM, Fox, GEMA and others. 30 Akasaka Tameikecho, Minatoku, Tokyo. Tel.: (582)-0231. Pres.: S. Saijo.

Suisei-Sha (BIEM sub-agent), c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (268)-6151. Pres.: S. Meguro.

PRESSING & PLATING PLANTS

Athena Rec. Industry, 675 Miyahatake, Katase, Fujisawa City, Kanagawaken.

Canary Rec. Industry, 1166 Ichibacho, Tsurumiku, Yokohama.

King Rec., 44 Okucho 6-Chome, Arakawaku, Tokyo.

Nippon Columbia, 125 Minatocho, Kawasaki.

Nippon Grammophon, 1333 Kami-Kotanaka, Kawasaki.

Teichiku Rec., 148 Hijitsukacho, Nara.

Toshiba Rec., 5000-2 Ryokacho, Kawaguchi.

Toyo Kasei, 1163 Ichibacho, Tsurumiku, Yokohama.

Victor of Japan, 3-12 Moriyacho, Kanagawaku, Yokohama.

RECORDING STUDIOS

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.

Aoi, 1-1 Jubancho, Azabu, Minatoku, Tokyo.

Bancho, 12 Nibancho, Chiyodaku, Tokyo.

Chuo Rokuon, Hideyoshi Bldg., 5 Ginza Nishi 5-Chome, Chuoku, Tokyo.

Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.

Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyodaku, Tokyo.

Kokusai Radio Center, 13 Shinsakacho, Akasaka, Minatoku, Tokyo.

TRADE ORGANIZATIONS

Japan Phonograph and Record Assoc., 20 Tsukiji 1-Chome, Chuoku, Tokyo.

National Record Dealers Union, Kakyo Bldg., 6 Tsukiji 3-Chome, Chuoku, Tokyo.

KENYA

Population: 1962 census—8,636,263; latest official estimate—9,104,000.

Records imported from U. S. (factory value): 1964—\$4,658. 1963—\$3,500; 1962—\$2,600; 1961—\$7,600.

(No other current statistics available.)

• record manufacturers

East African Rec., P.O. Box 30256, Nairobi. Tel.: 58088. Cable: Topten. Mgr.: J. F. Steindel.

• supplies & services

PRESSING PLANTS

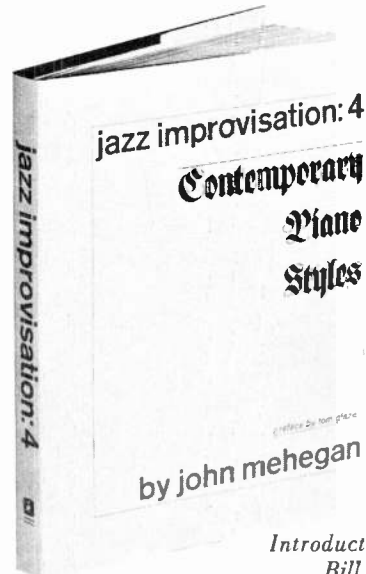
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KOREA, REPUBLIC OF

Population: 1960 census—24,989,241; latest official estimate—28,024,000.

Records imported from U. S. (factory value): 1964—\$7,945; 1963—\$15,000; 1962—\$15,100; 1961—\$12,600.

(No other current statistics available.)

● record manufacturers

Dong-Ah Rec., 40 Second St., Kwangbok-Dong, Pusan.

● supplies & services

PRESSING PLANTS

Oasis Rec., 133, 2-Ka, Taepyong-Ro, Chung-Ku, Seoul.

Yung Chang Ind., 99 Ta-Dong, Chung-Ku, Seoul.

LEBANON

Population: Latest official estimate—2,152,000.

Records imported from U. S. (factory value): 1964—\$14,599; 1963—\$15,500; 1962—\$7,500; 1961—\$16,200.

(No other current statistics available.)

● record manufacturers

Kattan Bros., P.O. Box 2594, Bechara Khoury Ave., Beirut. Tel.: 239073. Mgr. & Int'l: Robert S. Kattan; Sales: William S. Kattan. Label: Ruby. Philips Liban, P.O. Box 670, rue Verdun, Beirut.

● supplies & services

PRESSING PLANTS

Kattan Bros., P.O. Box 2594, Bechara Khoury Ave., Beirut. Tel.: 239073.

RECORDING & TAPE DUP. STUDIOS

Near East Sound, P.O. Box 4627, Beirut.

MALAYSIA

Population: (Malaya, Sabah, Sarawak, Singapore): Latest census—8,923,637; latest official estimate—10,955,000.

Overall income: \$9,772,000,000.

Per capita: \$820 annually (average).

Records imported from U. S. (factory value): \$958,153. Wally Chan

● record manufacturers

Borneo, 71 Robinson Rd., Singapore 1. Tel.: 76181. Cable: Borneo.

Gramophone, 302 Orchard Rd., Singapore 9. Tel.: 32003.

Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel.: 87809. Contact: NG Lian Chin.

This company represents: CBS in Singapore.

● importers & exporters

Borneo, 71 Robinson Rd., Singapore 1. Tel.: 76181. Cable: Borneo. AND: P.O. Box 151, Kuala Lumpur. AND: Maxwell Rd., Ipoh. AND: 6-A Weld Quay, Penang.

Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel.: 74144. Mgr.: T. Quek.

Cosdel, 22-B Clemenceau House, Penang Lane, Singapore 9. Tel.: 35047. Mng'g Dir.: S. P. Sim.

Cycle & Carriage, P.O. Box 142, 41/43 Orchard Rd., Singapore 9. Tel.: 39381.

Decca, MacDonald House, Orchard Rd., Singapore 9. Tel.: 20537. AND: 145 Jalan Bandar, Kuala Lumpur. AND: 241-A Victoria St., Penang.

Diamond Music, 35 Jalan Lada Puteh, Mt. Elizabeth, Singapore 9. Tel.: 39639.

Hup Hup, 232 Serangoon Rd., Singapore 8. Tel.: 31873. AND: 61 Bukit Bintang, Kuala Lumpur. Tel.: 87809. Contact: NG Lian Chin.

Isaac, E. S., 168-A Cecil St., Singapore 1. Tel.: 78466. Cable: Isaacnco.

Jacks, William, P.O. Box 2150, Clemenceau House, Clemenceau Ave., Singapore 9. Tel.: 26470. AND: Eastern Bank Bldg., Benteng, Kuala Lumpur. AND: 2-G Chartered Bank Chambers, Penang.

O'Connor, H. A., P.O. Box 11, Maxwell Rd. P. O. AND: Maybank House, 124/126 Robinson Rd., Singapore 1. Tel.: 77181. Cable: Oconoco.

● supplies & services

PRESSING PLANTS

Kinetex, 9 Wan Tho Ave., Singapore 13. Tel.: 86209.

Ruby Rec. Ind., 92 Koon Seng Rd., Singapore 15. Tel.: 43670.

RECORDING & TAPE DUP. STUDIOS

H M V, MacDonald House, Orchard Rd., Singapore 9. Tel.: 32002.

Kinetex, 9 Wan Tho Ave., Singapore 13. Tel.: 86209.

O'Connor, H. A., P.O. Box 11, Maxwell Rd. P.O. AND: Maybank House, 124/126 Robinson Rd., Singapore 1. Tel.: 77181. Cable: Oconoco.

Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel.: 25011.

MALI REPUBLIC

Population: 1961 census: 4,100,000; Latest official estimate: 4,394,000.

(No current statistics available)

● record manufacturers

N/Dardisc, 15 Ave. Jean Jaures, Dakar, Senegal. Sopofon, 15 Ave. Jean Jaures, Dakar, Senegal.



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continued

MEXICO

Population: 1960 census—34,923,129; latest official estimate—39,643,000.

Per capita income: \$255 annually.

Number of homes with record players: About 450,000, up from 400,000 in 1963.

Records sold, 1964 (domestic production at wholesale): LP's—\$10 million (over 20% up from 1963). EP's—\$1.2 million (100% up from 1963). Singles—\$2.8 million (about the same as in 1963). Total: About \$14 million (up from \$10.6 million in 1963).

Records imported from U. S. (factory value): 1964—\$350,000.

Records exported to U. S.: 1964—350,000 units (factory value \$240,000).

Origin of music on pop records: Domestic—60% (down 15%); U. S.—25% (up 10%); other—15% (up 5%).

Average retail prices: LP's—\$4; EP's—\$1.20; Singles—72c.

Discounting: 15% to 22% is common, the same as in 1963 (up from 10% in 1961).

Record club and package sales: 12% (in value) of total sales (down from 20% in 1963).

Stereo: 10% of LP's.

Radio stations: over 300.

TV stations: 21.

Juke boxes: About 35,000.

Important regulations: Export taxes abroad from Mexico: 3%. Import taxes: 40% ad valorem plus \$1.20 per kilo, with lowest minimum tax \$6.40 per kilo. Sales tax in Mexico, 3%. Royalties to composers and authors: 8% on wholesale price of record.

Otto Mayer-Serra

● record manufacturers

C B S, San Bartolo Naucalpan, Estado de Mexico. Tel.: 27-62-20. Cable: Colrecord. V-Pres. & Gen. Mgr.: Armando de Llano; A&R: Felipe Valdez Leal. Sales: Raul Bejarano. Labels: CBS, Harmony, Okeh.

This company represents: Columbia (USA) and all CBS affiliates; Montilla (USA).

International representatives: USA (Columbia) all CBS affiliates.

C I A, Importadora de Discos. Tenayuca 475-F, Mexico 13, D. F. Tel.: 24-46-79. Mgr.: Gabriel Mendoza; A&R: Francisco Corchado. Labels: Decca, AudioMex.

This company represents: Decca (USA).

Capitol de Mexico, Ayuntamiento 54, Mexico 1, D. F. Tel.: 18-12-20. Pres.: Emilio Azcarraga Jr.; Mgr.: Andre Midani.

CO-RO, Bahia de Perula 80, Mexico 17, D. F. Gen. Mgr. & Int'l: Federico Rojas. Labels: Co-Ro, Lyra, Corito. (SEE ADVERTISEMENT)

Discos Tizoc, P. O. Box 11620, Mexico 11, D.F. AND: Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-41. Cable: Discfizoc. V-Pres.: Mario Freidberg; A&R: M. Angel Sarralde. Label: Tizoc.

This company represents: A&M (USA), Challenge (USA), Clan (Italy), Colpix (USA), Contemporary (USA), Disc Jockey (Argentina), Elektra (USA), Ember (England), Everest (USA), Fantasy (USA), Fermata (Argentina, Brazil), Folkways (USA), Fuentes (Colombia), GNP (USA), Hi-Fi (USA), Pacific Jazz (USA), Phonocolor (Italy), Prosadis (France), Nilser (Brazil), Ri-Fi (Italy), Vault (USA), W&G (Australia), World Pacific (USA).

International representatives: Argentina (Disc Jockey), Colombia (Fuentes), New Zealand (Viking).

Discos Universales (DUSA), Tiber 58, Mexico 5, D.F. Tel.: 11-72-42. Cable: Grammophon. Gen. Mgr.: Constantin Th. Metaxas. Sales: Fritz Hentschel. Labels: Polydor, Philips, Belart.

This company represents: Ansonia (USA), Archiv (Germany), DGG (Germany), Fontana (Holland), MGM (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Riverside (USA), Vee Jay (USA), Velvet (USA), Verve (USA).

International representatives: Via Polydor and Philips.

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Gamma, P. O. Box 7762, Mexico 1, D.F. AND: Ejercito Nacional 167, Mexico 5, D.F. Tel.: 45-79-88. Mng'g Dir.: Tomas Munoz. Label: Gamma.

This company represents: ABC Paramount (USA), Alvorada (Portugal), Amadeo (Austria), Cameo-Parkway (USA), Canadian-American (Canada), CGO (Italy), Command (USA), Don Costa Prod. (USA), Ducretet-Thomson (France), Erato (France), Everest (USA), Festival (France), Hispavox (Spain), Imperial (USA), Laurie (USA), Le Chant du Monde (France), Metronome (Denmark), Music Hall (Argentina), Original Sound (USA), Reprise (USA), Roulette (USA), Soma (USA), Supraphon (Czechoslovakia), Tropical (Colombia), United Artists (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA), Zafiro (Spain).

International representatives: Via Hispavox (Spain) and its affiliates.

Orfeon-Video Vox, Av. Universidad 1273, Mexico 12, D.F. Tel.: 24-25-00. Cable: Dismexsa. Pres.: Rogelio Azcarraga; Ind. Dir.: Alejandro Siegrist; Sales: Jorge Audiffred. Labels: Orfeon, Dimsa, Maya, Ariel.

This company represents: Columbia (Spain), King (Japan), RGE (Brazil), Somerset (USA), Westminster (USA) Whitehall (USA).

International representatives: Argentina (Sicamericana), Brazil (RGE), Colombia (Sonolux), Ecuador (Emporio Musical), France (Vogue), Italy (Saar), Japan (King), Spain (Zafiro), USA (Ansonia, Arv Music, Crest Sales, Puchito), Venezuela (Antor).

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PAN AMERICANA DE DISCOS, Apartado 17503, Tacuba, Mexico D.F. Tel.: 27-00-20. Cable: Musart. Pres.: Eduardo L. Baptista; A&R: Guillermo Acosta. Sales: Jose Luengo. Label: Musart.

This company represents: Liberty (USA), Musicdisc (Brazil).

International representatives: Argentina (Odeon), Brazil (Odeon), Chile (Odeon), Colombia (Discos), Ecuador (Ifesa), Japan (Toshiba), Peru (Iemspa), USA (Rec. Dist. of America), Venezuela (La Discoteca). (SEE ADVERTISEMENT)

Peerless, Laguna Mayran 232, Mexico 17, D.F. Tel.: 45-63-40. Cable: Peerless. Pres.: Heinz Klinckwort; Gen. Mgr.: Leo Porias; A&R: Francisco Mendez; Sales: Bruno Vogt; Int'l: Konrad Mierendorff. Labels: Peerless, Echo.

This company represents: Del Norte (USA), Falcon (USA), London (USA), Richmond (USA), Seeco (USA), Telefunken (Germany), Vox (USA).

International representatives: Argentina (Sicamericana), Brazil (Cassio Muniz), Chile (Philips), Colombia (Fuentes), Ecuador (Ifesa), Paraguay (Antar), Peru (Virrey), Puerto Rico (P.R. Records), Spain (Hispavox), Uruguay (Antar), USA (S&R), Venezuela (Palacio de la Musica).

R C A VICTOR MEXICANA, Ave. Cuiclahuac 2519, Mexico 16, D.F. Tel.: 27-60-20. Cable: Radionter. Pres.: Bernard T. Ness; Mng'g Dir. of Ops.: Louis Couttolenc Jr.; A&R: Mariano Rivera. Labels: RCA Victor, Camden, Victrola. This company represents: Ariola (Germany), Atlantic (USA), Disneyland (USA), Dot (USA), Elenco (Brazil), Motown (USA), RCA affiliates. **International representatives:** Via RCA International (SEE ADVERTISEMENT)

● music publishers

Brambila Musical Mexico, Av. Cuiclahuac 2305, Mexico 17, O. F. Tel.: 27-66-67. Mgr.: Rogelio Brambila.

Compas, Insurgentes Sur 300-303, Mexico 7, D. F. Tel.: 14-90-35. Mgr.: Jesus Martinez Ross.

Editorial Mexicana de Musica Internacional (EMMI), Dr. Valenzuela 10, Mexico 7, D. F. Tel.: 12-62-39. Mgr.: Mario Alvarez.

Fermata Mexicana, Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Grever International, Londres 179, Mexico 6, D. F. Tel.: 14-18-28. Mgr.: Teodoro A. Dehesa.

MARQUES, HNOS, Av. Chapultepec 43, Mexico 1, O. F. Tel.: 12-02-28. Mgr.: Ramon Carrillo. (SEE ADVERTISEMENT)

Mexicanas de Musica, Av. Juarez 18-206, Mexico 1, D. F. Tel.: 21-58-55. Mgr.: Rodolfo Halffter.

Mexicomusic, Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Mundo Musical, Puebla 286, Mexico 7, D.F. Tel.: 25-10-42. Mgr.: Jose Vaca Flores.

Promotora Hispano-Americana de Musica (PHAM), Dr. Valenzuela 10, Mexico 7, D. F. Tel.: 12-96-50. Mgr.: Luis Martinez Serrano.

Ricordi de Mexico, P. de la Reforma 481-A, Mexico 5, O. F. Tel.: 25-57-22. Mgr.: Mario Balestrini.

Teocali, Division del Norte 31, Mexico 12, D. F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Trebol, Rio de la Loza 84-105, Mexico 13, D. F. Tel.: 12-63-66. Mgr.: Jose Martin Hernandez.

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Exportadora Centroamericana, Av. Juarez 127-408, Mexico 1, D. F.

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PAN AMERICANA DE DISCOS, Apartado 3, Tacuba, Mexico 17, D. F. (SEE ADVERTISEMENT)

Peerless, Apartado 1657, Mexico 1, D. F.

R C A VICTOR MEXICANA, Apartado 28570, Mexico 16, D. F. (SEE ADVERTISEMENT)

MOROCCO

Population: 1960 census: 11,626,232; latest official estimate: 12,959,000. (No current statistics available)

● record manufacturers and/or wholesalers

Auclair-Salemi, 26 rue Nationale, Casablanca. Tel.: 22381.

Baidaphon Morocco, 7B Blvd. de Marseille, Casablanca.

Jean Brunot, 8-10 rue de la Somme, Casablanca. Tel.: 2537B.

Casa Rox, B Blvd. Pasteur, Tangiers. Tel.: 15225. Chellons, 50 rue des Chretiens, Tangiers. Tel.: 18795.

Henri Cometta, 67 rue Nationale, Casablanca. Tel.: 6B231.

Comptoir des Produits Parlants, 2 rue Ch. Valdrome, Casablanca. Tel.: 221B4.

Disco-Maghreb, 21 rue du Soldat-Roch, Casablanca. Tel.: 41450.

Herma, 33 rue Fernando de Portugal, Tangiers. Tel.: 19072.

Radelec, 10 rue Pegoud, Casablanca. Tel.: 29493. Radio-Vox, 24-26 rue Clemenceau, Casablanca. Tel.: 23511.

S O D I C, ang., rue J. Cartier and Blvd. Girardot, Casablanca. Tel.: 656B9.

Societe Africaine de Telecommunications "SAFTEL," Immeuble Liberte, Casablanca. Tel.: 2B975.

Vadrot, 45 rue Clemenceau, Casablanca. Tel.: 653B2.

● importers

Atlas Distributing, 31 rue de Charmes, Casablanca.

NETHERLANDS

Population: 1960 census—11,461,964; latest official estimate—12,212,000.

Per capita income: \$680 annually.

Records imported from U. S. (factory value): 1964—\$163,409; 1963—\$199,700; 1962—\$168,400.

Records exported to U. S. (factory value): 1964—\$8,323.

Average retail price: LP's—\$5; EP's—\$1.75; Singles—\$1.

Discounting: None.

Record club sales: 1% of all records.

Stereo sales: 19% of all LP's.

Medium-wave radio stations: 2 channels.

Television stations: 6 channels.

Number of juke boxes: Approx. 4,000.

Record distribution: Manufacturer to dealer.

Important regulations: Turnover tax on rights: 4%. Import tariff from E.E.C. Common Market countries—B.4% plus 5/95 turnover tax invoice amount. Tax on imports from other nations, 13.6% plus 5/95 turnover tax invoice amount. In case of imports from U. S. add copyright to the invoice amount, import tariff and turnover tax. All other nations, unlike which the U. S., are members of the Berne Convention, have import and export rights paid by the receiving countries.

● record manufacturers

Artone Gramophone, Artone Bldg., B-10 Kruisstr., Haarlem. Pres. Mfg. & Dom.: Casper D. Slinger; Dir. Sales: John J. Vis; Pres. Int'l: Bill C. Slinger.

This company represents: ABC Paramount, Cameo-Parkway, Command, Festival, Impulse, Oriole, Ricordi, Specialty, United Artists, Westminster.

Barclay, 104 Singel, Amsterdam. Execs.: Charles Aznavour, Jacques Brel, Dalida, Eddy Mitchell, Jean Ferrat, Leo Ferre, Hugues Aufray.

This company represents: Barclay, Erato, Hispavox, Riviera, 20th-Fox.

BASART, 20 Houtmankade, Amsterdam. Tel.: 020-222192-63209-241260. AND: Leidsegracht 11, Amsterdam. Tel.: 222626. Cable: Editoras. Dir.: H. Ch. Gomperts & Frans Basart; A&R & Int'l: Guus Jansen Jr. Labels: Europhon-Basart.

This company represents: Vox (USA, Britain, France), Camerata, Christophorus, Cotta, Delyse, Eterna, Amiga, Ark, Kniga, Folkways, Pallas, Palace, Walt Disney, Experiences Anonymes, Lyrichord, Alpha, Hebra-Show, Leger des Heils, Ricordi, Mandolino. (SEE ADVERTISEMENT)

BOVEMA, 49 Bronsteeweg, Heemstede. Tel.: 02500-80750. Pres.: G. M. Oord.

This company represents: Angel, Atlantic, Capitol, C.U.B., Columbia (England), HMV, Gloria, Imperial, Jupiter, Keen, Laurie, Legrand, Liberty, Lion, Pathe, Pret, Regal, Stateside, Studio S.M., World Production, Ember, Parlophone-Odeon, Volt, Stox, Dial, Playboy, Focus, Liberty Dolton, BBC. (SEE ADVERTISEMENT)

C B S, Jansstr. 14, Haarlem. Tel.: 17476. Cable: Colrecord. Mng'g Partners: Bill C. Slinger & Casper D. Slinger; Sales Mgr.: Hemmy Wapperom.

This company represents: All USA, International and Domestic products released on the CBS label.

C N R, 40 Gevers Deynootplein, Scheveningen. Tel.: 070-559500. Cable: Cener, The Hague. Mgr.: Hans van Zeeland; Promo. Dept.: Gerrit van der Meent; A&R: Addy Kleyngeld; A&R Int'l: Wim den Daas. Labels: CNR, Jubilate.

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Cinerec Supraphon Holland, 14 Vaartweg, Hilversum.
Tel.: 02950-15353.

This company represents: Supraphon.

Delta, Zijlweg 286, Haarlem. Tel.: 02500-17543.
Mng'g Dir.: Hans I. Kellerman.
This company represents: Delta, Vergara. Hill-top, Design, Sonet, Clan, Olympia, Tel, Picketino.

Dureco, 21 Beursstr., Amsterdam. Tel.: 020-242288.
Cable: Recmus. Pres. & A&R: J. D. Timman;
Sales: Ch. P. Noordendorp. Labels: Cid, Omega, Metronome, Te Deum, Telstar, Vega, Dureco, Weekend, Zafiro.

This company represents: Omega-Cid (Belgium, France), Saga (England), Weekend (France), Stella, Vega (France), Wonderland.

International representatives: Belgium (Omega), Germany, Scandinavia (Metronome).

Europese Fono Club, 262 Singel, Amsterdam. Tel.: 020-238728.

Funckler, Div. of Artone, Artone Bldg., 8-10 Kruisstr., Haarlem. Exec. Mgr.: Pete Felleman.
This company represents: Barenreiter, Epic, Chess-Int'l, Colpix, Hickory, Tamla-Motown, Palette, Prestige, Roulette.

Hollandsche Decca, Singel 170-172, Amsterdam C.
Contact: John Ros.

I F O (Independent Rec. Prods.), 39 Middenweg, Amsterdam. Tel.: 020-59625. Mng'g Dir. & Int'l Sales: Peter van Rensen. Rcd'g Mgrs.: Hilvert Aeissing & Peter R. van Rensen.

Inelco Holland, 801 A. J. Ernststr., Amsterdam, Z.2. Tel.: 421722. Cable: Intelect. Mng'g Dir.: W. Brandsteder; A&R: C. Koelman Jr.; Sales: J. Beutler; Pub. Rel. & Int'l: A. N. Prins. Labels: RCA Victor, RCA Victrola, RCA Camden.

This company represents: RCA Victor (USA), Amadeo (Austria), Elite Special (Switzerland). Millrec, 52 Nieuwe Keizersgracht, Amsterdam. Tel.: 020-947604.

Munnikendam, B., Kromme Waai, 2, r. 1000. Tel.: 020-248994. Pres.: B. Munnikendam.

This company represents: Ansonia, Blue Note, Mainstream, Monitor, Prestige, Seeco (USA); Acropole, Musidisc, Typic (France); Arc, Fidelity, Presto, Society, Selection-Collector (England).

Muzikale Meesterwerken Serie, 12 Paulus Potterstr., Amsterdam. Tel.: 020-734911.

NEGRAM, Zijlweg 286, Haarlem. Tel.: 02500-17543.
A&R: Hans I. Kellerman; Pub. Mgr.: Cees de Man; Int'l Mgr.: Robert Oeges.

This company represents: Reprise, Warner Bros., Kapp, Congress, Dot, Red Bird, Duke, Everest, Electra (USA); Vogue (France); A.Z., Pye, Piccadilly (England); Ariola, Eurodisc, Baccarola (Germany); Jolly (Italy). (SEE ADVERTISEMENT)

Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn. Tel.: 02954-3551. Pres.: J. W. A. Langenberg.

PHONOGRAM L C, 170-172 Singel, Amsterdam. Tel.: 020-245588. Cable: Phonogram. Mng'g Dir.: J. Haslinghuis; Dept. Mgr.: R. H. Klaassen.
This company represents: Abbott, Ace of Clubs, Aristocrat, Audio Fidelity, Argo, Bally, Beltona, Bethlehem, Bigtop, Caedmon, Calico, Carlton, Challenge, Contemporary, Critere, Crown, Cynus, End, Era, Essex, Decca, Fabor, Felsted, Flair, Fontana, Gallotone, Good Time Jazz, Hamilton, Jamie/Guyden, Jazzland, Kem, Media, Modern, Oiseau Lyre, London, Mercury, Off Beat, Pacific, Pacific Jazz, Palda, Philips, Regina, Riverside, Somerset, Star-Club, Sun, Swan, Todd, Trek, World Pacific. (SEE ADVERTISEMENT)

Polydor, Piet Heinplein 5, The Hague. Tel.: 070-634955. Cable: Polned. Dir.: J. H. Buinink; Sales: T. A. van Holten; Int'l: Dr. J. van Bart. Labels: Polydor, Coral, MGM, Verve.
This company represents: Archiv (Germany), Brunswick (USA), Coral (USA), Command (USA), Deutsche Grammophon (Germany), MGM (USA), Polydor (Germany), Verve (USA).

Telstar, St. Maartenslaan 1-3, Weert L. Tel.: 04950-2620/4269. Pres. & Owner: Johnny Hoes. A&R & Int'l: Mrs. Jacqueline Linnartz-Hoes. Labels: Telstar, Ojee.

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● music publishers

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Alsbach & Doyer, Raamgracht 10, Amsterdam. Tel.: 020-244009.

ALTONA "Symphony House," Vondelstraat 90, Amsterdam. Tel.: 020-186324. Pres.: Wim van Vught. (SEE ADVERTISEMENT)

Partophone, Phillips Int'l, Plaza, Past, Ray, ANAGON, Heemsteedse Dreef 287, Heemsted. Tel.: 0-2500-83654. Pres.: J. van Schalwijk. (SEE ADVERTISEMENT)

Ars Nova, Oostsingel 92, Goes.

Aura, Oude Gracht 305, Utrecht. Tel.: 030-12051.

Annie Bank, Anna Vondelstraat 13, Amsterdam. Tel.: 020-85483.

BASART, L. C., Leidsegracht 11, Amsterdam. Tel.: 020-222626. AND: Haarlem. Tel.: 02500-41767. Pres.: H. Ch. Gomperts. Sub. holding companies include Aberbach-Concern; Accent-Music; Allegretto Music; G. Alsbach & Co.; Anglo-Continental Music; Ars Polona; Astra Music; Bella Musica L.C.; Capitol Music; Campbell Connelly; Centraal Music/Langerak Serie; Continental Music; Cosmopolitan Music; Dekeling & Swart; Delta Music; Dreiklang-Dreimasken-Verlag; A. Dreissen Harmonie & Fanfare; Dutchess Music (Pia Beck); Editions A. v.d. Kleyn; Essex/How Richmond; v. Esso & CO L.C.; Fonds Albersen & Co.; Fonde Feike Asma; Fonds Ph. Hakkert Jr.; Fonds Kessels Harmonie & Fanfare; Fonds A. Malando; Fonds J. Philip Kruseman; Fonds H. Rahr Anno 1837; Fonds J. H. Speenhof; Goodman/Basart L. C.; Gramac Music; Jac. Mills-Holland L. C.; Maestro Music; Magnet Verlag; Mondial Music; Music Smith; Musiccomp. Kralingen-Ode Vaal; Operettefonds; J. J. Lispet; Peter Schaeffers/Basart L. C.; Pickwick Music; Podium Music; Progressive Music; Rhythme Music; Scala Editions; Supertune; United Artists; World Hits.

All the subsidiary holding companies have the same telephone number. (SEE ADVERTISEMENT)

BELINDA (see Aberbach). (SEE ADVERTISEMENT)

Benelux Music, St. Maartenslaan 1-3, Weert L. Tel.: 04950-2620. Pres.: Johnny Hoës.

Broekmans & van Poppel, Van Baerlestraat 92-94, Amsterdam-Z. Tel.: 020-796126.

Capriole, (see Anagon).

Chappell, Weteringschans 35, Amsterdam. Tel.: 64664/64790.

Coolsma Solo, Oude Gracht 305, Utrecht. Tel.: 030-12051.

Creighton, Musicology-Musica Antiqua, 45 Las-suslaan, Bilthoven.

"De Toorts," Afdeling Grafische Industrie, Nijverheidweg 1, Haarlem. Tel.: 02500-1523B. Pres.: C. Hesseling & J. H. Schnabel.

Dreissen, Muziekuitgave, 11 Leidsegracht, Amsterdam. Tel.: 222626.

Dutch Rec. Centre, "In de Blockfluyt," Oude Gracht 305, Utrecht. Tel.: 030-12051.

De Eerste Muziekcentrale, Raamgracht 10, Amsterdam. Tel.: 020-246933/65256.

Harmonia Uitgave, Roeltjesweg 23, Hilversum. Tel.: 02950-14318.

Harp, Muziekfonds De (F. Pijlman), 1 Helmerstr. 94, Amsterdam. Tel.: 020-86691.

de Heer, Joh. Jansiusstr. 56. Rotterdam. Tel.: 010-241871.

Hees, Choorstr. 1-3, Delft. Tel.: 01730-24183.

Heinrichshoten-Edition, Raamgracht 10, Amsterdam. Tel.: 020-246933.

Holland Music (Han Dunk) So. Music Holland, Singel 500, Amsterdam 1. Tel.: 020-231163.

Michael Jary-Production (see Edition Nagel).

Klavarskribo, Ringdijk, Slikkerveer. Tel.: 01896-2339. Prop.: C. Pot.

Konefa Muziekuitgaven, Jansiusstr. 54, Rotterdam 11. Tel.: 010-241871.

Krips Muziek, Thorbeckelaan 71, The Hague. Tel.: 070-330550.

de Kruyff, P.O. Box 12, Rijksstraatweg 115, Gaanderen, Doetinchem. Tel.: 08350-4181.

van Leest, A., Herm. Boexstr. 12-14, Eindhoven. Tel.: 04900-65859.

Lichtenauer, W. F., Korte Lijnbaan 26, Rotterdam. Tel.: 010-118235.

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Lispet, J. J., P. C. Hoofweg 18, Hilversum. Tel.: 02950-47016.

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 Montana (see Anagon).
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 Muziekgravure Diligentia, Stationsstr. 11, Maasland. Tel.: 01899-2613.
 Nagel, Edition, Weteringschans 35, Amsterdam. Tel.: 64664-64790.
 Nauta, J., Looxmagracht 18, Sneek. Tel.: 05150-3127.
 Portengen, J., Kruisstr. 8-10, Haarlem. Tel.: 02500-12277.
 Progressive (see Aberbach).
 Roniepers, 's-Gravendijkwal 165 B, Rotterdam. Tel.: 010-252427.
 Schalltone (see Anagon).
 Spiero, S., Kerkstr. 19, 's-Hertogenbosch.
 Stichting Donemus, Jacob Obrechtstr. 51, Amsterdam. Tel.: 020-722432.
 Stichting Zingende Stemmen, 1 Jacob van Campenstr. 59, Amsterdam.
 Sunrise Muziek (see Aberbach).
 Tierloff Muziekcentrale, Markt 92, Roosendaal. Tel.: 01650-4551.
 Trio-Music, Singel 262, Amsterdam. Tel.: 020-238728.
 Universal Songs, 801 A. J. Ernststr., Amsterdam-Z. 2. Tel.: 421722. Mng'g Dir.: W. Brandsteder. A&R: C. Koelman Jr.
 Van't Hoens Periodieke Pers, 's-Gravendijkwal 165 B, Rotterdam. Tel.: 010-252427.
 Victoria Muziek, (see Aberbach).
 Vita Nuova (Daan van Teeseling), van Broeckhuysenstr. 7, Nijmegen. Tel.: 08300-23076.
 Wed. J. R. Van Rossum, Korte Minnebroederstr. 1-3, Utrecht.

● importers & exporters

Basart, Houtmankade 20, Amsterdam. Tel.: 020-222192/63209-241260.
 Bovema Gramophonehouse, Bronsleeweg 49, Heemstede. Tel.: 02500-80750.
 C N R (Rood), Gevers Deynootplein 40, Scheveningen. Tel.: 070-559500.
 Cinerec Supraphon-Holland, Vaartweg 14, Hilversum. Tel.: 02950-15353.
 Delta, Zijlweg 286, Haarlem. Tel.: 02500-17543.
 Dureco, 21 Beursstraat, Amsterdam. Tel.: 020-242288.
 Europese Fono Club, 262 Singel, Amsterdam. Tel.: 020-238728.
 I F O, 39 Middenweg, Amsterdam. Tel.: 020-59625.
 Inelco-Holland, A. J. Ernststraat 801, Amsterdam, Z.2. Tel.: 421722.
 Munnikendam, B., 18-19 Kromme Waal, Amsterdam. Tel.: 020-248994.
 Muzikale Meesterwerken Serie (MMS), Paulus Potterstraat 12, Amsterdam. Tel.: 020-734911.
 Negram, Zijlweg 286, Haarlem. Tel.: 02500-17543.
 Philips' Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn. Tel.: 02954-3551.
 Phonogram L C, Singel 170-172, Amsterdam. Tel.: 020-245588.
 Polydor, Piet Heiplein 5, The Hague. Tel.: 070-634955.

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Bureau S.T.E.M.R.A., Marius Bauerstr. 30, Amsterdam 17. Tel.: 020-156822.

PRESSING PLANTS

Argram Phonographic Industry, Nijverheidsweg 34, Haarlem.

C N R (Rood), Gevers Deynootplein 40, Scheveningen.

Fugram Phonographic Industry, Noorderduinweg 54, Zandvoort.

Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

PRINTING PLANTS

Arprint, Stephensonstr. 44, Haarlem.

RECORDING STUDIOS

Bovema, L.C., Bleekersvaartweg 45, Heemstede.

Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

TRADE ORGANIZATIONS

Nederlandse Vereniging van Grammofoonplaten Detailhandelaars (N.V.G.D.), Nieuwe Binnenweg 132, Rotterdam.

Nederlandse Vereniging voor Grammofoonplaten Importeurs en Fabrikanten (N.V.G.I.), Singel 170-172, Amsterdam.

NETHERLANDS ANTILLES

Population (including islands of Aruba, Bonaire, Curacao, Saba, St. Eustatius and part of St. Martin): 1960 census—188,914; latest official estimate—204,000.

Records imported from U. S. (factory value): 1964—\$56,161.

Juke boxes: 110, approx. (Aruba).

RADIO STATIONS

Radio Curon, Curacao; Radio Caribe, Curacao; Radio Hoyer, Curacao; Radio Kelkboom, Aruba; Radio Voz di Aruba, Albert M. Arends. Prop. P.O. Box 19, Aruba.

Dutch, English, Spanish and Papiamentu (a unique blend of four languages) are spoken in these islands. Therefore the taste in recorded music can also be quite varied.

A big promotion, in connection with the recent decision of the U. S. Government to expand exports, will no doubt improve importation of records by the Netherlands Antilles. The Government of the Commonwealth of Puerto Rico (less than two hours by plane to Aruba-Curacao) is also planning a number of ways to greatly facilitate exports from Puerto Rico to both Aruba and Curacao.

Many of the products, records included, produced by Government-sponsored factories in Puerto Rico find easy markets in the Netherlands Antilles.

● dealers and importers

Benar Sales, P.O. Box 600, Curacao. (Also juke operators & dealers).

Capello, A. R., Breedestraat 35, Curacao.

Chez Gomez, Breedestraat 33A, Curacao.

Job, Angel H., P.O. Box 367, Curacao.

Music & Sport Store, P.O. Box 462, Curacao.

Neme Import-Export, P.O. Box 11, Aruba.

Salas, Boekhandel, P.O. Box 44, Curacao.

Valen Gift Shop, Main St., Aruba.

NEW ZEALAND

Population: 1961 census—2,414,984; latest official estimate—6,627,000.

Per capita income: Approx. 802 NZ pounds.

Number of homes with record players: Approx. 350,000.

Records sold domestically: 1964 — 289,000 NZ pounds (retail value).

Records imported (factory value): 1964—32,460 NZ pounds; 1963—40,569 NZ pounds.

Records exported (mainly to Australia & Pacific Islands): 1964—19,119 NZ pounds.

Number of records manufactured for domestic and export sales: 1964—45's, 1,627,000; LP's, 1,259,000; 1963—45's, 1,689,000; LP's, 1,192,000.

Average retail price: LP's, 39s.6d.; EP's, 13s.6d.; Singles, 7s.6d.

Discounting: Rare.

Record club sales: 21% of all sales.

Stereo sales: 20% of all LP's.

Number of juke boxes: Approx. 400.

Type of record distribution system: Mainly manufacturer to wholesaler to dealer, but considerable amount of manufacturer to record clubs for members.

Radio stations: The New Zealand Broadcasting Corp. (NZBC)—a financially self-supporting statutory body controlling both sound and television broadcasting in New Zealand—is one of the largest advertising bodies in New Zealand and, like any other large trading organization, pays income tax on its commercial activities. The NZBC operates throughout the country 42 medium-wave stations which broadcast commercial, semi-commercial and non-commercial programs. There is only one privately owned station in New Zealand and this is subsidized by the Corporation. The Corporation's two short-wave transmitters broadcast non-commercial programs to the Pacific Islands, the Ross Dependency and Australia.

Television stations: The NZBC operates four main television stations—at Auckland (AKTV-2), Wellington (WNTV-1), Christchurch (CHTV-3) and Dunedin (DNTV-2). Each broadcasts for a total of 50 hours a week, during the evenings and on Saturday and Sunday afternoons. There are no privately owned television stations in New Zealand. The Corporation is the sole purchasing authority of television programs and there are no program contractors involved in the commercial transmissions. It also runs six television repeater stations which relay the programs of the nearest main station to viewers in regions further afield. Several more stations are planned as part of the NZBC's plan to develop television coverage over the whole country. Viewers in many regions so far not covered by NZBC transmitting equipment are served by smaller translators owned and operated by private societies under license from and subsidized by the Corporation.

Important regulations: All records sold in New Zealand irrespective of origin bear sales tax; sales tax is levied at 20% of wholesale (distributor) value. Gramophone records, magnetic recordings of sound or other phenomena, matrices for production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips, and like articles of a kind commonly used for magnetic recording, blank tapes and recorded discs, are all subject to import licensing. Licenses for the 1965-1966 licensing period are based on 100% for 1964 of licenses issued. Import licenses issued for 1964 amounted to 78,613 NZ pounds. Import duty is charged on the basis of current domestic value. No duty is incurred under the British Preferential Tariff; a duty of 20% is applied to the import from countries entitled to M.F.N. (most favored nation) treatment, while imports from other sources incur a duty of 30%.

● record manufacturers

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3.

H M V, P.O. Box 296, 162-172 Wakefield St., Wellington C.1. Tel.: 54,890. Cable: Gramophone. Sales: R. Johansson. Label: HMV.

This company represents: Ad-Lib, Amber, Bally, Bandstand, Beacon, Bell, Beltone, Bigtop, Blue Ridge, Camelot, Capitol, Carlton, Century, Challenge, Class, Co-Ed, Coin, Colonial, Columbia (England), Contemporary, Cotton Town Jubilee, Dale, Decca (England), Delaware Valley, Diamond, Dimension, Discomoda, Dolton, Dore, Dot, Dunes, East West, Eclipse, Epic, Era, Essex, Fantasy, Felsted, Freedom, Fury, Genius, Gene Norman Presents, Gold-Tone, Guaranteed, Gulf, Guyden, Hamilton, Harmon, Hi, Hickory, Imperial, Jackpot, Jamie, Jubilee, Judd, Kama Prods., Laurie, Leader, Liberty, Medallion, Media, MGM, Metronome, Monument, Nashboro, National Rcd'g, One-Derful, Pacific Jazz, Parlophone, Philips Int'l, Plaza, Past, Ray, Romac, Roost, Santo, Sar, Savoy, Scarlet, Scepter, Seville, Shar-dee, Shell, Sommerset, Spark, Speciality, Star, Sue, Swan, Till, Trend, Trey, Todd, Unison, Vanguard, Vault, Viscount, Wand, Warner Bros., Warrior, Worldwide, XYZ.

Manufacturers Dist., P.O. Box 2560, 144 Kilmore St., Christchurch, C.1. Tel.: 65,433. Cable: Mandisco. Mgr.: Austin Hadler. Sales: H. Hughes. AND: P.O. Box 8753, Auckland. Tel.: 16,123. AND: P.O. Box 6454, Wellington. Tel.:

52.405. Labels: Lotus, Spin-O-Rama.

This company represents: Crown (USA), Diplomat (USA), Peter Pan (USA); Spotlight, W & G (Australia).

Philips, P.O. Box 3517, Philips House, 181-195 Wakefield St., Wellington, C.3. Tel.: 57.250. Cable: Argenta. Gen. Mgr.: G. Broughton; A&R & Sales: W. Morton. Label: Philips.

This company represents: CBS (USA), Caedmon (USA), Fontana (Holland), Kapp (USA), Kapp-Medallion (USA), Mercury (USA), Musicor (USA), Philips (Holland), Polydor (Germany), Riverside (USA), Scepter (USA), Vee Jay (USA), World Pacific Jazz (USA).

Radio Corp. of N.Z.: P.O. Box 696, Paeroa, Wellington. Tel.: 55.020. Label: RCA.

This company represents: RCA Victor (USA), RCA Camden (USA).

Viking, P.O. Box 1431, Wellington. Tel.: 52.319. Cable: Viking. Mng'g Dir. & Int'l: Murdock Riley.

This company represents: Argo (USA), Ava (USA), Briar (USA), Chateau (Canada), Chess (USA), Congress (USA), Cannon (England), Canadian-American (USA), Chancellor (USA), DGF (Denmark), Golden (USA), Meazzi (Italy), PPX (USA), Quality (Canada), C. N. Rood (Holland), Schofield Prods. (England), Tahiti (Tahiti), Tartan (Canada), Vega (France), Waverly (Scotland).

International representatives: Australia (Viking), Canada (Quality), France (Vega).

● music publishers

Albert J. & Sons, 2-4 Willis St., Wellington.

Begg, Charles, P.O. Box 889, 19-21 Manners St., Wellington.

Bell-Cast, 162-172 Wakefield St., Wellington.

Chappell, 39 Lower Cuba St., Wellington.

Seven Seas, 57 Tory St., Wellington.

Southern, 701 Pacific Bldg., Wellesley St., Auckland.

● record wholesalers

RECORD DISTRIBUTORS

Allied Int'l, P.O. Box 3043, Auckland. Tel.: 21.949.

Cable: Groove. Contact: Mr. Pulham.

This company distributes: United Artists (USA), Verve (USA).

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Astor Rec. T.V. Studios, 48 Shortland St., Auckland.

Delta Trading, P.O. Box 1617, Wellington. Tel.: 43.388. Cable: Pickup. Contact: Mr. Irwin.

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3. Tel.: 73.173. Contact: Mr. Green.

H M V, P.O. Box 296, Wellington. Tel.: 54.890. Cable: Grammophone. Contact: Mr. Smith.

La Gloria, P.O. Box 3534, 12 O'Connell St., Auckland.

Manufacturers Dist., P.O. Box 2560, 144 Kilmore St., Christchurch, C.1. Tel.: 65.433. Cable: Mandisco. Mgr.: A. Hadler; Sales: H. Hughes.

AND: P.O. Box 8735, Auckland. Tel.: 16.123. AND: P.O. Box 6454, Wellington. Tel.: 52.405.

This company distributes: Blue Note, CBS, Crown, Ember, ERW, Fontana, Kapp, King, Kingsway, Mercury, Octagon, Peak, Peter Pan, Philips, Polydor, Riverside, Robbins, Spin-O-Rama, W & G, Word

Peak, P.O. Box 1757, Christchurch. Tel.: 76.571. Cable: Hitdisc. Mng'g Dir. & Int'l: Jack Urlwin; A&R: Chuck Fowler. Label: Peak.

This company distributes: Baronet (USA), Bethlehem (USA), Blue Note (USA), Cadence (USA), Candid (USA), Cimarron Sims (USA), Embassy (England), Ember Int'l (England), Esquire (England), Sabor (USA), Jabar (USA), Jacob Carle (USA), Jazztone (USA), King (USA), Oriole (England), Playtime (USA), Sue (USA), Tifco (USA).

Philips, P.O. Box 3517, Wellington. Tel.: 52.250. Cable: Argenta. Contact: Mr. Broughton.

Pye, P.O. Box 2839, Auckland. Tel.: 21.949. Cable: Pyrad. Label: Pye.

This company distributes: Goldengroove, Pye (England).

Radio Corp. of N.Z., P.O. Box 696, Paeroa, Wellington. Tel.: 55.020.

Reed, A.H. & A.W., P.O. Box 6002, Te Aro, Wellington. Tel.: 57.900. Contact: Mr. Vercoe.

Sacred, P.O. Box 275, Levin. Tel.: 1423. Cable: Sacords. Contact: Mr. Harris.

Stebbing, Seven Saratoga Ave., Herne Bay, Auckland, W.1. Tel.: 12.426. Contact: E. C. Stebbing.

Viking, P.O. Box 1431, Wellington. Tel.: 52.319. Cable: Viking. Contact: Mr. Riley.

Wooler, G. A., P.O. Box 2167, Auckland. Tel.: 21.949. Cable: Fivestar.

This company distributes: ABC-Paramount (USA), Brunswick (USA), Coral (USA), Decca (USA through Australia), Festival (Australia, including Leedon, Command), Vox (USA).

IMPORTERS & EXPORTERS

Allied Int'l, P.O. Box 3043, Auckland.

Gem, 12-14 Kitchener St., Auckland.

H M V, P.O. Box 296, Wellington.

La Gloria, P.O. Box 3534, 12 O'Connell St., Auckland.

Manufacturers Dist., P.O. Box 2560, 144 Kilmore St., Christchurch, C.1.

Peak, P.O. Box 1757, Christchurch.

Philips, P.O. Box 3517, Wellington.

Pye, P.O. Box 2839, Auckland.

Radio Corp. of N.Z.: P.O. Box 696, Wellington.

Viking, P.O. Box 1431, Wellington.

Wooler, G. A., P.O. Box 2167, Auckland.

World, Farish St., Wellington.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Australian Performing Rights Assn, Ltd, Conference Chambers, Corner Wakefield & Farish Sts., Wellington.

Attorneys & Trustees for Composers & Authors & Publishers of Music.

PRESSING PLANTS

H M V, P.O. Box 296, 162.172 Wakefield St., Wellington C.1.

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3. AND: 72 Surrey Crescent, Auckland.

Radio Corp. of N.Z., P.O. Box 696, Paeroa, Wellington.

RECORDING STUDIOS

Astor, 48 Shortland St., Auckland.

H M V, P.O. Box 296, Wellington.

Stebbing, Seven Saratoga Ave., Herne Bay, Auckland, W.1.

Viking, 135 Newton Rd., Auckland.

TRADE ORGANIZATIONS

N.Z. Federation of the Phonographic Industry, P.O. Box 2885, Wellington.

N.Z. Radio & Television Manufacturers' Federation, P.O. Box 1605, Wellington.

RECORD CLUBS

Gem, 12-14 Kitchener St., Auckland.

Philips, P.O. Box 3517, Wellington.

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NICARAGUA

Population: 1963 census—1,524,027; latest official estimate—1,597,000.

Records imported from U. S. (factory value): 1964—\$33,141; 1963—\$32,700; 1962—\$30,100; 1961—\$26,200.

(No other current statistics available.)

● record manufacturers

Hernandez, Miguel G., 5a Calle S.E. 504, Managua. Tel.: 2038.

● importers & exporters

Argenal, Elias, Apartado No. 555, Managua.
Discolandia, Ave. Roosevelt 110, Aptdo. 24, Managua. Tel.: 3596 & 71530. Contact: Edmund Tefel.

Discoteca Universal, Calle 15 de Sept. 301, Managua. Contact: Jaime Argenal.

Hernandez, Miguel G., 5a Calle S.E. 504, Managua. Tel.: 2038.

Solorzano Villa Pereira Comercial, Aptdo. 481, Managua. Tel.: 3501/2/3. Mgr.: Enrique Vanegas.

NIGERIA

Population: 1963 census—55,620,268; latest official estimate—55,620,000.

Records imported from U. S. (factory value): 1964—\$10,554.

(No other current statistics available.)

● record manufacturers

E M I, 44-46 Queen Elizabeth Way, Jos, Nigeria. Tel.: 2094. Cable: Emitron. Mng'g Dir.: P. S. Homewood. Labels: Columbia, HMV, Parlophone. This company represents: All EMI labels available to Nigeria.

NORWAY

Population: 1960 census: 3,494,089; latest official estimate: 3,695,000.

Per capita income: \$703 (per household, \$2,520).

Number of homes with record players: Approx. 10% of all homes.

Records exported to U. S. (factory value): 1964—\$1,024.

Records imported from U. S. (factory value): 1964—\$70,951.

Origin of music on pop records: Domestic, 25%; U. S., 20%; all other foreign, 55%.

Average retail price: 12-inch LP, \$4.50; 10-inch LP, \$3.10; EP, \$1.85; singles, \$1.15 (all prices including 11.11% purchase tax).

Discounting: Rare.

Record Clubs: \$170,000 on top of above-mentioned sales (retail price).

Stereo Sales: 17%.

Percentage of sales: Singles, 50%; EP's, 20%; LP's (mono, stereo, 10", 12"), 30%.

Important regulations: Retail sales tax 11.11%. Import duties 22¢ (1.50 Kr.) on two pounds (1 kilo)—within EFTA, 9¢ (0.60 Kr.) on two pounds. Music licensing: under BIEM contract.

● record manufacturers

Ansgar, Mollergaten 26, Oslo. Tel.: 42-07-47. Dir.: T. Torgussen.

BENDIKSEN, Arne (Egil Monn Iversen), Malerhaugveien 20, Etterstad, Oslo. Tel.: 67-67-90. Cable: Bendikmusic. Pres. & Dir.: Arne Bendiksen; Gen. Mgr., Rolv Wesenlund. Label: Triola.

This company represents: Argo (USA), Artone (Benelux), Bel Air (France), Blue Note (USA), Candid (USA), Checker (USA), Chess (USA), Colpix (USA), Dot (USA), Elite Special (Germany), Ember (England), Epic (USA), Gazell (Sweden), Kapp (USA), Knappupp (Sweden), MK (USSR), Megafon (Sweden), Palette (Belgium, USA), Parliament (USA), Red Bird (USA), Reprise (USA),

Scan-disc (Sweden), Sonet (Denmark, Sweden, USA), Storyville (Denmark), Tempo (Germany), Transatlantic (England), Triola (Denmark, Sweden), Vogue (France), Vox (France), Warner Bros. (USA).

International representatives: Denmark (Triola), Sweden (Triola), USA (Reprise, Warner Bros.). (SEE ADVERTISEMENT)

Ellertsen, Jorg-Fr., Jernbanetorget 4, Oslo 1. Tel.: 41-26-09. Dir.: Jorg-Fr. Ellertsen; A&R: Ivar Thorstensen. Labels: Troll, Kristne Toner Crescendo.

Eurotron, Prinsensgt. 5, Oslo 1. Tel.: 41.18.05, 42.24.48. Cable: Eurotron. Dir.: Erwin J. Kast; A&R: John Kolbeinsen; Sales: Knut Narum. This company represents: Allegro (England), Discos (Denmark), Fidelio (England), Fidelity (England), Forum (USA), Jaro (Sweden), Metro (USA), Pickwick (USA), Society (England), Starday (USA), Tempo (Germany).

Filadelfia, St. Olavsgate 24, Oslo. Tel.: 33-61-27. Dir.: Mr. Ruud.

Iversen, Egil Monn, Malerhaugveien 20, Oslo. Tel.: 67-67-90. Labels: Triola, Sonet.

Iversen & Frogh, P.O. Box 246, Youngsgaten 1, Oslo. Tel.: 41-39-60. Cable: Planoreflex. Dir.: A. Iversen; A&R & Int'l: Rolf Syversen; Sales: Rolf Rudd. Labels: Columbia, Odeon, HMV.

This company represents: Capitol (USA), Columbia (England), Electrola (Germany), HMV (England, Germany), Imperial (Germany), Liberty (USA), MGM (USA), Metrojazz (USA), Odeon (Denmark, France, Germany, Sweden), Parlophone (England), Pathe (France), Regal (England), Stateside (England), Tamlamotown (USA).

Johnson, Brodrene, N. Slottsgate 11, Oslo. Tel.: 42-09-93. Cable: Grammophon. Dir.: Peer Johnson. Label: Rondo.

This company represents: Amadeo (Austria), Pye (England), Tono (Denmark), Vox (France).

MANU, Tollbodgaten, Oslo. Tel.: 42-72-12. Dir.: Per Gunnar Jensen. Labels: Manu, Emanuel. (SEE ADVERTISEMENT)

Nera, Gramophone Dept., Pilestredet 75c, Oslo 3. Tel.: 46-19-50. Cable: Musica. Dir.: Eilif Meyer; A&R & Int'l: John Johanson. Labels: RCA, Musica, Telestar.

This company represents: Camden (USA), Cupol (Sweden), Musica (Sweden), RCA (USA), Telefunken (Germany), Telestar (Germany).

Nor-Disc, Rosenborggt. 19, Oslo. Tel.: 46-39-52. Dir.: Totto Johannessen, Sverre Dahl. Labels: Nor-Disc, Karusell, Metronome, Polydor.

This company represents: ABC Paramount (USA), Ace of Clubs (England), Ace of Diamonds (England), Ace of Hearts (England), Archiv (Germany), Argo (England), Ariola (Germany), Atlantic (USA), Barclay (France), Beltona (England), Brunswick (Germany, England), Cadence (USA), Cameo-Parkway (USA), Command (Germany), Comodoro (USA), Coral (Germany, England), Decca (England), Deutsche Grammophon (Germany), Impulse (USA), Joker (Sweden), Karusell (Sweden), London (England), Oiseau Lyre (England), Metronome (Denmark, Germany, Sweden), Polydor (Germany), Prestige (USA), Starday (USA), United Artists (Germany), Verve (USA), Westminster (USA), Whitehall (USA).

Norsk Grammophon, Wergelandsveien 1, Oslo. Tel.: 33-40-18. Cable: Nograko. Dir.: Odd Knudsen. Labels: Harmoni, Barneplaten.

This company represents: Diplomat (USA), Embassy (G.B.), Guest Star (USA), Music Minus One (USA).

Norsk Phonogram, P.O. Box 5325, Oslo 3. Cable: Phonogram. Dir. & Int'l: Haakon Tveten; A&R: Per W. Kilde; Sales: Egil Gordon Klerck; Pub.: O. Lyng-Jorgensen. Labels: Philips, Fontana.

This company represents: CBS (USA), Fontana (Holland), Mercury (USA), Philips (Holland), Riverside (USA), Sonora (Sweden), A.F. (USA).

Siemens Norge (now part of Nor-Disc). Skedsmo, Finn, Narvesens Kioskkompani, Stortingsgaten 2, Oslo. Tel.: 41-56-00. Dir.: Finn Skedsmo.

● music publishers

BENDIKSEN, ARNE (Egil Monn Iversen), Malerhaugveien 20, Etterstad, Oslo. Tel.: 67-67-90. (SEE ADVERTISEMENT)

Disco, Pilestredet 75c, Oslo 3. Tel.: 46-19-50. Cable: Musica.

Ellertsen, Jorg-Fr., Jernbanetorget 4, Oslo. Tel.: 41-26-09 & 41-09-61. Dir.: Jorg-Fr. Ellertsen. Iversen, Carl M., Youngsgaten 1, Oslo. Tel.: 41-38-67. Contact: A. Iversen.

Lyche, Harold, Kongensgate 2, Oslo. Tel.: 41-34-61. P. Kroemer.

M A N U, Tollbodgaten, Oslo. Tel.: 42-72-12. (SEE ADVERTISEMENT)

Musikk-Huset, Karl Johansgate 45, Oslo. Tel.: 42-17-03. Contact: S. Kielland.

Norsk Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42-18-08. Contact: R. Kierulf.

Norsk Musikforlag, Karl Johansgate 39, Oslo. Tel.: 41-05-74. Contact: Backer Groendahl.

● supplies & services

MUSIC LICENSING ORGANIZATIONS
Tono, Norsk Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42-18-08. Dir.: R. Kierulf.

PRESSING PLANTS

Norsk Grammofon, Wergelandsveien 1, Oslo.
Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.

Radio Industri, Sandakerveien 16, Oslo.

RECORDING STUDIOS

Arnhoff Lydstudio, St. Olavsgate 26, Oslo.
Iversen, Egil Monn, Malerhaugveien 20, Etterstad, Oslo.

Iversen & Frogh, Youngsgaten 1, Oslo.
Norsk Grammofon, Wergelandsveien 1, Oslo.
Norsk Phonogram, Box 5325, Oslo 3.

TRADE ORGANIZATIONS

Grammofonplategrossistene Forening, (record wholesalers' organization) N. Slottsgate 11, Oslo. Tel.: 42-09-93. Contact: Brodrene Johnsen.

Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel.: 56-22-95. Dir.: Per Oldeman Isaksen.

PAKISTAN

Population: 1961 census—93,831,982; latest official estimate—100,762,000.

Records imported from U. S. (factory value): 1964—\$4,667.

● record manufacturers

Grammophone Co. of Pakistan, P. O. Box 451, Mauripur, Karachi 13. Tel.: 79149 & 79566. Cable: Jabberment. Mng'g Dir.: W. J. Richmond; Comm. Dir.: Mujib-Ur-Rahman.

This company represents: Capitol (USA), Columbia (England), HMV (England), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (England).

International representatives: Africa (EMI), England (EMI), Middle East (EMI).

Rahman, K., 22 Topekhanah Rd., Ramna, Dacca. Tel.: 3070.

PANAMA

Population: 1960 census: 1,075,541; latest official estimate: 1,210,000.

Records imported from U. S. (factory value): 1964—\$139,162; 1963—\$140,300; 1962—\$147,100; 1961—\$158,100.

(No other current statistics available.)

● record manufacturers

Panamusica, Panama City.

● importers & exporters

Grecha, P.O. Box 7250, Ave. Central 143, Panama City. Tel.: 2.6655 & 2.6837.

Panama Radio, Plaza 5 de Mayo, Panama City. Tel.: 2.0880. Gen. Mgr.: Donald Halman.

PARAGUAY

Population: 1962 census—1,816,890; latest official estimate—1,949,000.

Records imported from U. S. (factory value): 1964—\$800; 1963—\$2,200; 1962—\$2,000.

(No other current statistics available.)

● music publishers

Fermata, Estrella 151 altos, Asuncion.

PERU

Population: 1961 census—9,906,746; latest official estimate—11,357,000.

Per capita income: \$150.

Number of homes with record players: 200,000.

Records imported from U. S. (factory value): 1964—\$123,690.

Average retail price: LP's—\$4.50; EP's—\$1.50; Singles—82¢; 78 rpm—75¢.

Discounting: Occasional.

Medium-wave radio stations: 100 plus 1 FM station.

TV stations: 12.

Juke boxes: 10,000 approximately.

Record distribution: Manufacturer to dealer.

Important regulations: Import is completely free. Popular records pay high duties of approx. \$4 per record. Classical records may be imported duty free.

● record manufacturers

Discos Smith, Parque Chicama 1425, Balconcillo, Lima.

Fabricantes Tecnicos Asociados (FTA), Av. Tacna 250, Lima. Dir.: Nilo Marchand.

This company represents: RCA (USA & Latin America).

Industrial Sono-Radio, Av. Republica de Panama 1427, Lima. Tel.: 31854. Cable: Sonoradio. Dir.-Mgr.: Luis A. Aubry.

This company represents: CBS (USA).

Industrias Electricas y Musicales Peruanas, Nunez 260, Lima. Tel.: 77399. Cable: IEMPSA. Mgr.: Augusto Sarria.

Label: Odeon.

This company represents: Capitol (USA), Discomoda (Venezuela), La Voce Del Padrone (Italy), London (USA), Musart (Mexico), Odeon (Argentina, Brazil, Spain, England), Reprise (USA), Seeco (USA), Warner Bros. (USA).

International representatives: Argentina (Odeon), Brazil (Odeon), England (EMI), Chile (Odeon), Italy (La Voce Del Padrone), Mexico (Pan Americana de Discos), Spain (Odeon), USA (Capitol, London, Warner Bros.), Venezuela (Fabrica Venezolana de Discos).

Philips Peruana, Edif. Philips, Aptdo. 1841, Av. Alf. Ugarte 1268, Lima. Mng'g Dir.: Robert E. Delmas.

Sica Peruana, P.O. Box 3102, Oroya 224, Lima. Tel.: 36371. Cable: Sica. Gen. Mgr.: Manuel A. Guerrero.

Virrey, Av. Mexico 238, Lima. Tel.: 44350, 46479.

Pres.: Robert E. Delmas; Mng'g Dir.: Polidoro Garcia; Mgr.: Enrique Brenner; Int'l: Dante Capella.

This company represents: Buena Vista (USA), Coral (USA), DGG (Germany), Decca (USA), Disneyland (USA), Eco (Mexico), Encore (Venezuela), Fuentes (Colombia), Hispavox (Spain), Kubaney (USA), MGM (USA), Maype (USA), Mercury (USA), Nuria (USA), Peerless (Mexico), Philips (Int'l), Polydor (Int'l), Ronde (Venezuela), Sonus (Venezuela), United Artists (USA), Verve (USA).

International representatives: Argentina (Disc Jockey), Bolivia (Promusa), Brazil (Chantecler), Chile (Goluboff), Colombia (Discos Metropolitan), Ecuador (Discos Ecuatorianos), USA (Nuria), Uruguay (Casa Praos), Venezuela (Sonus).

● music publishers

Casa Maldonado, Pasaje del Correo 6, Lima.

Casa Mozart, Arequipa 184, Lima.

Editoria Musical Peru Mundial, Moquegua 270, Lima.

La Rosa Hermanos, Cailloma 125, Lima. AND: Jiron Arequipa 589, Lima.

Perumusica, Ediciones Internacionales, Jiron Arequipa 271, Lima. Tel.: 77995. Cable: Perumusica. Dir.: Ruben Alberto Salaberry.

Rolero, Jose A., Jiron Moquegua 270, Lima.

IMPORTERS & EXPORTERS

Alva, Union 672, Lima.

Castellano, Union 564, Lima.

DiscoCentro, Galerías Boza 143, Lima.

Discos Smith, Parque Chicama 1425, Lima.

Hi Fi, Galerías Boza 130, Lima.

Industrial Sono Radio, Republica de Panama 1427, Lima.

Industrias Electricas y Musicales Peruanas, Av. Prolongacion San Martin 1269, Lima.

Nizzola, Carabaya 801, Lima.

Rocca, Hector, Galerías Boza 114, Lima.

Transmundos, Ica 121, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

Virrey, Av. Mexico 238, Lima.

● supplies & services

RECORDING STUDIOS & PRESSING PLANTS

Discos Smith, Parque Chicama 1425, Lima.

Industrias Electricas y Musicales Peruanas (IEMPSA) Av. Prolongacion San Martin 1269, Lima.

Industrial Sono Radio, Av. Republica de Panama 1427, Lima.

Sica Peruana, P. O. Box 3102, Oroya 224, Lima.

Virrey, Av. Mexico 238, Lima.

PHILIPPINES

Population: 1960 census—27,087,685; latest official estimate—32,073,000.

Per capita income: \$136 annually.

Records imported from U. S. (factory value): 1964—\$21,413.

Records exported to U. S. (factory value): 1964—\$15,771.

Imports from all others (factory value): 1964—\$6,748.

Origin of music on pop records: Domestic—30%; U. S.—60%; other foreign—10%.

Average retail price: LP's—\$3.60; EP's—\$1.25; Singles—\$0.50.

Discounting: Rare.

Record Club sales: None.

Stereo sales: 1964—45% of all sales, up from 43% in 1963.

Important regulations: Percentage tax on records—30%.

Present rate of exchange: 3.9150 to \$1.00.

Luis Ma. Trinidad

● record manufacturers

Cosdel, Philippines, Suites 234-238, Republic Super Market Bldg., Av. Rizal, Manila. Tel.: 3-52-07.

This company represents: Reprise (USA), Roulette (USA), Rama (USA), Gee (USA), Tico (USA), Seeco (USA), Dawn (USA), Folkways (USA), Vee Jay (USA), Ace (USA), Scepter (USA), Bigtop (USA), Roost (USA), Vox (USA), Durium (USA), Checker (USA), Candid (USA), Horizon (USA), World Pacific (USA), Chess (USA), Bluesville (USA), Swingsville (USA), Moodsville (USA), Prestige (USA), Glove (USA), Admiral (USA), Gallant (USA), Ardent (USA), Cash (USA), Argo (USA), Arcede (USA), Flat-Git-It (USA), Lee (USA), Rhythm (USA), K & H (USA).

Dyna Prods. 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City. Tel.: 4-64-23, 2-29-74. Cable: DYPRO. Pres.: Albert Tan; V-Pres.: James Dy; Gen. Mgr.: Tan Huy Bin; Int'l: Albert Tan & James G. Dy. Label: Dyna.

This company represents: Parlophone (USA), Cadence (USA), Cameo-Parkway (USA), Chancellor (USA), Dolton (USA), Dyna (Philippines), Gordy (USA), Hickory (USA), Liberty (USA), Motown (USA), Sue (USA), Tamla (USA).

Filipinas Rec., 131 Del Monte Ave., Quezon City. Tel.: 6-27-60. Cable: Filreco. Pres. & Sales: Manuel Villar.

This company represents: RCA Victor.

Home Industries Development, Suites 234-238, Republic Super Market Bldg., Av. Rizal, Manila. Tel.: 3-52-07. Pres.: Alfredo M. Lustre.

Manila Importing (MICO), 667 Sales St., Quiapo, Manila. Tel.: 3-82-48, 3-69-30. Cable: MICO. Mgr., A&R & Int'l: Eusebio Contreras; Sales: Elena Macaraeg; Label: Mico.

This company represents: Artone (Holland), Atlantic (USA), Barclay (France), Imperial (USA), Metronome (Denmark), Musart (Mexico), Panart (Cuba).

Mareco, 131 Del Monte Ave., Quezon City. Tel.: 7-87-94, 6-27-60. Cable: VILMARECO. Gen. Mgr. & Int'l: Luis Villar; Sales: Jose Villar.

Labels: Villar, Mabuhay.

This company represents: Columbia (USA), Capitol (USA), ABC Paramount (USA), Ascot (USA), Command (USA), Grand Award (USA), Cub (USA), Epic (USA), Joy (USA), Kapp (USA), Laurie (USA), MGM (USA), Verve (USA), Musicor (USA), Ramrod (USA), United Artists (USA), 20th-Fox (USA), Villar (Philippines), Mabuhay (Philippines).

Super Rec., 252 Escolta St., Manila. Tel.: 3-85-83, 3-73-22. Cable: SUPER. Gen. Mgr. & Int'l: Sian Yok Cheng; A&R & Sales: Ignacio Jose.

This company represents: Mercury (USA), Smash (USA), London (England).

● music publishers

Mareco, 131 Del Monte Ave., Quezon City.

● supplies & services

PRESSING PLANTS

Dyna Prods., 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City.

Hidcor, 234-238 Republic Super Market Bldg., Manila.

Mareco, 131 Del Monte Ave., Quezon City.

Mico, 667 Sales St., Manila.

Super, 252 Escolta, Manila.

RECORDING STUDIO

Super, 252 Escolta, Manila. Tel.: 3-73-22, 3-85-83.

POLAND

Population: 1960 census—29,775,508; latest official estimate—31,339,000.

Records imported from U. S. (factory value): 1964—\$25,000.

Records exported to U. S. (factory value): 1964—\$35,300.

● record manufacturers

Polskie Nagrania, Długa 5, Warsaw. Tel.: 3132-31. Dir.: Pawel Kruk. Labels: Muza, Pronit, Veriton.

● music publishers

Polskie Wydawnictwo Muzyczne, Al. Krasynskiego 11 a, Krakow. Tel.: 252-10. Dir.: M. Tomaszewski.

W A F "Synkopa," Krakowskie Przed. 21, Warsaw. Dir.: St. Kisielewski.

● importers & exporters

Ars Polona, Krakowskie Przed. 7, Warsaw. Rec. Music Dir.: Stefan Lutkiewicz.

PORTUGAL

Population: 1960 census—8,851,289. Latest official estimate—9,140,000.

Per capita income: \$400 annually.

Records imported from U. S. (factory value): 1964—\$8,668.

Records exported to U. S. (factory value): 1964—\$14,111.

Radio stations: 19.

Television stations: 1.

● record manufacturers

Valentim de Carvalho, R. Nova do Almada 97, Lisbon. Gen. Mgr.: Valentim de Carvalho; A&R: Sr. Domingues; Sales: Julio Cunha.

Philips Portuguesa, R. Joaquim Antonio de Aguiar 66, Lisbon 1. Tel.: 68 31 21. Cable: Philamp. Pres.: C. Teseling; A&R, Int'l & Sales: J. Faisca. Label: Philips.

This company represents: Archiv (Germany), Audio Fidelity (USA), Brunswick (USA), Coral (USA), Critere (France), Cynus (France), DGG (Germany), Fontana (World-Wide), Jolly (Italy), Mercury (USA), Music (Italy), Octave (USA), Pacific (USA), Philips (Int'l), Polydor (Germany & France), Riverside (USA), Sinter (Brazil), Scepter (USA), Stella (Italy).

International representatives: Associates and branches of Philips.

Radio Triunfo, Praca do Municipio 309, Porto. Tel.: 21445. Labels: Alvorada, Melodia.

This company represents: Amadeo (Austria), Barclay (France), Bel-Air (France), Chantecler (Brazil), CBS (Int'l), Carisch (Italy), Carioca (Brazil), CGD (Italy), Continental (Brazil), Copacabana (Brazil), Ducretet-Thompson (France), Epic (USA), Erato (France), Festival (France), Hickory (USA), Hispavox (Spain), King (Japan), Musicor (USA), Oriole (England), Peerless (Mexico), Style (Italy), Venevox (Venezuela), Gamma, S.A. (Mexico), United Artists (USA).

Telectra Empress Tecnica, R. Rodrigo de Fonseca 103, Lisbon.

continued

● music publishers

Valentim de Carvalho, R. Nova do Almada 97, Lisbon.
Costa Pinto, R. Tristao Vaz 20, 3 Dto., Lisbon.
Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel.: 21445.
S E C T P, Avenida Duque, De Louie 111, Libson 1.

● importers & exporters

Philips Portuguesa, R. Joaquim Antonio de Aguiar 66, Lisbon 1.
Radio Triunfo, Praca do Municipio 309, Porto. Tel.: 21445.
Telectra, R. Rodrigo de Fonesca 103, Lisbon.

● supplies & services

PRESSING PLANTS

Radio Triunfo, Praca do Municipio 309, Porto. Tel.: 21445.

PUERTO RICO

Population: 1960 census—2,349,544; latest official estimate—2,644,000.

Per capita income: \$830 annually.

Records imported from U. S. (factory value): 1964—\$1,402,134; 1963—\$1,322,668.

Bulk of imports from other countries (factory value): Mexico—\$2,161 (1964), \$17,117 (1963); Venezuela—\$34,465 (1964), \$6,056 (1963).

Records exported (three main customers) (factory value): Santo Domingo—\$27,109 (1964), \$29,327 (1963); French West Indies—\$8,798 (1964), \$8,786 (1963); Virgin Islands—\$18,726 (1964), \$16,951 (1963).

Average retail price: LP's—\$2.75; Singles—\$.85. EP's not sold.

Number of homes with record players: Approx. 75%.

Discounting: The influx of Stateside discount stores opening branches in Puerto Rico has accounted for a big increase in discounting in the past few years.

Record club sales: Approx. 10% of all sales. As these records arrive through regular U.S.A. parcel post direct to club members, it is impossible to have exact statistics on how many records are purchased and received by Puerto Rican buyers during the year.

Stereo sales: 10% of all sales, showing a marked decline during 1964.

Origin of music on pop records: Latin American—85%; U.S.—13%; other foreign—2%. Native Puerto Rican and Latin American music outsells all others 20 to 1.

Radio stations: 40 plus 2 government stations and 2 U.S. Armed Forces stations.

Television stations: 7 channels and 2 more due shortly.

Important regulations: Since Puerto Rico is governed by the same regulations that apply to the U.S., there is no custom duty or local tax on records coming from U.S. On records coming from foreign sources, the federal custom rate of about 15% ad valorem applies. **Parcel Post shipments:** Records can be shipped from any point in the U.S. to Puerto Rico under the classification "Special fourth class rate—Sound recordings" and at the same rates that apply Stateside. Postage rates and currency are the same in Puerto Rico as Stateside. Many Stateside banks have branch offices here. Likewise, many Puerto Rican banks have branches in New York City. Checks drawn by firms or individuals on Puerto Rican banks, clear through Stateside banks without any charges or red tape.

ANTONIO CONTRERAS

● record manufacturers

Alcazar, P.O. Box 292, San Juan. Pres.: Arturo Somohano.
Balseiro, P.O. Box 4805, San Juan. Tel.: 785-2072. Pres.: J. R. Balseiro.
Borinquen, 1677 Ponce de Leon Ave., Santurce. Pres.: Dario Gonzalez.
Canomar, P. O. Box 1283, Bayamon. Pres.: P. Marcano.
Coleccion de Oro, 2020 Espana St., Santurce. Tel.: 722-3441. Pres.: Antonio Contreras.
Dilo, 655 Ponce de Leon Ave., Hato Rey. Tel.: 766-5118. Pres.: Charles Tarrab.

Fragoso, P.O. Box 2774, San Juan. Tel.: 723-0505.

Pres.: Lino Fragoso.

Gema, W.D., 27 Ext. Los Angeles, Isla Verde. Tel.: 791-1262. Pres.: Rafael Alvarez Guedes.

Guarani, 419 Antartica St., Puerto Nuevo. Tel.: 782-6438. Pres.: Jose Ramos.

Jenny, L-13 Ext. Los Angeles, Isla Verde. Tel.: 791-1604. Pres.: A. L. Pizarro.

Marilu, 2020 Espana St., Santurce. Tel.: 722-3441. Pres.: Antonio Contreras.

Marvela, P.O. Box 2027, San Juan. Tel.: 722-5171. Pres.: J. C. Julia.

R C A Victor, P.O. Box 4568, San Juan. Tel.: 723-4095. Pres.: G. Connelly.

Rico-Vox, 607 Lloveras St., Santurce. Tel.: 724-0486. Pres.: B. Herger.

Riney, Calle Caceres 308, Urb. Valencia, Rio Piedras. Tel.: 767-6381. Pres.: Ney Rivera.

Showtime, P.O. Box 12124, Santurce. Tel.: 722-6429. Pres.: C. Harman.

LABELS THAT ARE MANUFACTURED IN NEW YORK BUT WHOSE SALES ARE MOSTLY FOR PUERTO RICO

Alegre, 852 Westchester Ave., Bronx, N. Y.
Alma, 1039 E. 163 St., Bronx, N. Y.
America, 151 E. 116 St., New York, N. Y.
Ansonia, 992 Columbus Ave., New York, N. Y.
B M C, 514 Amsterdam Ave., New York, N. Y.
Caribbean, 666 10 Ave., New York, N. Y.
Carvier, 39 Clinton St., New York, N. Y.
Celly, 650 Westchester Ave., Bronx, N. Y.
Dernier, 773 Westchester Ave., Bronx, N. Y.
Faresol, 118 E. 142 St., Bronx, N. Y.
Fonseca, 115 Smith St., Brooklyn, N. Y.
Gema, 664 10 Ave., New York, N. Y.
La Flor, 65 Graham Ave., Brooklyn, N. Y.
Miami, 643 10 Ave., New York, N. Y.
Ninfa, 154 Eighth Ave., New York, N. Y.
Olympia, 642 Ninth Ave., New York, N. Y.
Panart, 324 W. 49 St., New York, N. Y.
Seeco, 39 W. 60 St., New York, N. Y.
Spanoramic, 106 Rivington St., New York, N. Y.
Suaritos, 155 E. 116 St., New York, N. Y.

● music publishers

Bazar Andreu, 157 Tetuan St., San Juan.
Giusti, 202 Fortaleza St., San Juan.
Instituto de Cultura de P. R., San Juan.
Musica Isern, 1814 Ponce de Leon Ave., Santurce.

● record wholesalers

RECORD DISTRIBUTORS & FACTORY REPRESENTATIVES

Contreras, Antonio, 2020 Espana St., Santurce.
This company represents: Alegre, Bronjo, Dot, Seeco, Tropical.
Distribuidora Nacional, 1677 Ponce de Leon Ave., Santurce. Tel.: 724-4964.
This company represents: Discuba, Fuentes, Miami, Musart, Panart, Velvet, CBS Columbia (singles).
Vela, J. Martinez, P.O. Box 2027, San Juan.
This company represents: Command, EMI, MGM, Musicor, Reprise, United Artists, Warner Bros., (USA), Peerless (Mexico), Zeida (Colombia).
Splendid, P.O. Box 4568, San Juan.
This company represents: RCA Victor.
Mariel, 155 Condado St., Santurce.
This company represents: Carviel, Paraidso, Remo, Suaritos.
Ultra, 653 Carrion Maduro St., Rio Piedras.
This company represents: Montilla.

RACK JOBBERS

Allied Wholesale, 655 Ponce de Leon Ave., Hato Rey. Pres.: Mark Conty.
Island Rec., 607 Lloveras St., Santurce. Pres.: Bernardo Herger.
Southern Rec., P.O. Box 8607, Santurce. Pres.: Ernesto Herger.
Santiago Miranda, M F 5A Caparra Terrace, San Juan. Tel.: 782-7101.
Mayaguez Rec., P.O. Box 14, Mayaguez.

● services & supplies

MUSIC LICENSING ASSOCIATIONS

A S C A P, 1105 Ponce de Leon Ave., Santurce.

PRESSING PLANTS

Puerto Rico Rec., P.O. Box 2027, San Juan.
San Juan Rec., 911 Refugio St., Santurce.
Master Rec. Syndicate, P.O. Box 2856, Rio Piedras.
Montilla Rec. of P.R., Canovanas.

RECORDING STUDIOS

Aviles, 401 Ponce de Leon Ave., Santurce.
Ochoa, 1105 Fernandez Juncos Ave., Santurce.
Puerto Rico, P.O. Box 2027, San Juan.
Soni-Lab, 1679 Ponce de Leon Ave., Santurce.

TRADE ORGANIZATIONS

Peer International, P.O. Box 10192, Santurce.
Music Associates, 1705 Loiza St., Santurce.
Federation of Musicians, Local 468, AFM, 255 Canal St., Santurce.

SOUTH AFRICA

Population (approx.): Whites—3.25 million; Non-whites—13.82 million (Bantu—11.65 million; colored—1.65 million; Asiatics .52 million).

Average per capita (real) income: Whites—\$1,330. p.a.; Non-whites—\$321. p.a.

Records sold domestically: Approx. \$17.5 million (before tax).

Average retail price: LP's—\$5.00; EP's—\$2.00; Singles—\$.75.

Number of homes with record players: Whites—80%; Non-whites—55%.

Record club sales: 500,000 records sold in 1963.

Stereo sales: 5-6% of all sales.

Radio stations: 1 (Radio South Africa). **Radio Good Hope**, a new station, will begin broadcasting in Oct., 1965.

Television stations: None.

Number of juke boxes: Approx. 1,550.

Type of record distribution: Most records are distributed by the manufacturer-wholesaler-dealer system, although a fair percentage of sales is from the manufacturer to a dealer; and some from the manufacturer directly to the public.

Important import-export regulations: Import permits must be obtained by the South African importer for all goods imported.

● record manufacturers

E M I, 23 Steele St., Steeldale, Johannesburg. Tel.: 869-2661. Cable: Soundbox. Chm.: W. J. Richmond; Dir. & Gen. Mgr.: J. A. Bailes; A&R and Sales: J. Nofal. Labels: HMV, Columbia, Parlophone.

This company represents: Capitol (USA), Columbia (England), HMV (England), Liberty (USA), MGM (USA), Parlophone (England), Pye (England), Stateside (USA), Tamla-Motown (USA), Transglobal (USA), Warner Bros. (USA).

Gallo, 161 President St., Johannesburg. Tel.: 23-2111. Cable: Gallotone. Dir. & Int'l: Alexander Delmont. Labels: Gallotone, Continental.
This company represents: Atlantic (USA), Brunswick (USA), Cameo-Parkway (USA), Contemporary (USA), Coral (USA), Decca (England, France, USA), DGG (Germany), Durium (Italy), Hickory (USA), Palacio (Venezuela), Somerset (USA), Telefunken (Germany), Vox (USA).

Gramophone Rec., Fox & Gold Sts., Johannesburg. Tel.: 23-0546. Cable: Africord. Mng'g Dir.: Arnold Golembi; A&R: Ivor Golembi; Sales: D. Bone & M. Mann; Int'l: A. Gewer. Labels: Unika, Zonk, Kiddie Sound.

This company represents: CBS (International).
Meteor, P.O. Box 6640, Johannesburg. Tel.: 22-6403. Cable: Meteorisc. Mng'g Dir.: R. R. Moskovitz. Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie.

This company represents: Crown, Design, Period, Pickwick, Request, Scala, Tikvah (USA); CGD (Italy); Hispavox (Spain); Musidisc (Brazil); Oriole (England).

Teal, 124 President St., Johannesburg. Tel.: 22-0355. Cable: Tealrec. Chm. & Int'l: A.G.J. McGrath; A&R: H. R. Friedman; Sales: A. Marshall. Labels: Drum, Kalahari, President, Teal.

This company represents: ABC Paramount (USA), Argo (USA), Checker (USA), Chess (USA), Delyse (England), Golden (USA), Grand Award (USA), Imperial (USA), Impulse (USA), Palette (Belgium), Pye (England), RCA (USA), Red Bird (USA), Reprise (USA), Sue (USA), Starday (USA), Vogue (France), Westminster (USA).

International representatives: Central African Federation (E.R.M.I. Limited), Republic of South Africa (Teal).

Troubadour Rec., 3-5 Browning St., Johannesburg. Tel.: 24-9157. Cable: Troubadour. Dir. & Sales: Israel Katz. Labels: Church, Colpix, FM, Goli, Hit, Manzini, Mini, Troubadour.

Trutone, P.O. Box 9299, Johannesburg. Tel.: 33-9314. Cable: Trutone. Mng'g Dir.: David G. Fine; A&R: Art Heatlie; Sales: Theo Rosengarten. Labels: Renown, Rave, Quality, Envee, Winner, Perel, Juweel.

This company represents: Dot, Elektra, Folkways, Mercury, Philips, Roulette, United Artists, Vanguard, Verve, (USA); Vox (France).

● music publishers

Armstrong & Beechwood, 32 Steele St., Steeledale, Johannesburg. Tel.: 869-2661. Dir.: W. F. Frazer.

Arwin, P.O. Box 6216, Johannesburg. Tel.: 23-2111. Mgr.: Ralph Trehwela.

Belinda, 304/5 His Majesty's Bldg., Eloff St., Johannesburg. Tel.: B34-B20B. Gen. Mgr.: Ray Walter.

Carstens-de Waal, 605 Bradford House, Johannesburg. Tel.: 22-8146. Mng'g Dir.: Anton de Waal.

Dee Jay Music, P.O. Box 7186, Johannesburg. Tel.: 22-8146. Mng'g Dir.: Louis Combrinck.

Good Music Africa, P.O. Box 6216, Johannesburg. Tel.: 23-2111. Mgr.: Ralph Trehwela.

Impala, P.O. Box 9973, Johannesburg. Tel.: 22-8146. Mng'g Dir.: Anton de Waal.

Jaspar Music, 3B Staib St., Doornfontein, Johannesburg.

Laetrec (Ivan Mogull), 304 His Majesty's Bldg. (East), Eloff St., Johannesburg. Pres.: Ivan Mogull.

Mellin, Robert, P.O. Box 7447, Johannesburg. Tel.: 33-9314. Mng'g Dir.: Arthur D. Harris.

Melody, P.O. Box 6216, Johannesburg. Tel.: 23-2111. Mng'g Dir.: A. Delmont.

Melotone Waves, 42 Mitchell St., Berea, Johannesburg. Tel.: 44-9412. Prop.: Olaf Andresen.

Meritone, P.O. Box 6640, Johannesburg.

Music Pub. Co. of Africa, P.O. Box 6216, 161 President St., Johannesburg. Tel.: 23-2111. Cable: Musipub. Dirs.: A. Delmont, R. H. Trehwela.

Planetary-Nom Africa, P.O. Box 6216, Johannesburg. Tel.: 23-2111. Mgr.: Ralph Trehwela.

Southern, 601/603 Silbro House, 225 Jeppe St., Johannesburg. Tel.: 23-6222. Mng'g Dir.: Glyn Taylor.

Sun-Pacific, P.O. Box 17004, Hillbrow, Johannesburg. Tel.: 724-8278. Cable: Reklama. Dir.: Gilbert Gibson.

● importers & exporters

Gallo, 161 President St., Johannesburg.

Gramophone, P.O. Box 2445, Corner Fox & Gold Sts., Johannesburg.

Meteor, P.O. Box 6640, Johannesburg.

Teal, 124 President St., Johannesburg. Tel.: 22-0355.

Troubadour 3-5 Browning St., Johannesburg.

Trutone, P.O. Box 9299, Johannesburg.

● supplies & services

PRESSING PLANTS

Gallo, 161 President St., Johannesburg.

Meteor Rec., 109 Smit St., Broamfontein, Johannesburg.

South African Broadcasting, P.O. Box 8606, Johannesburg.

Troubadour Records, 3-5 Browning St., Johannesburg.

Trutone, P.O. Box 9299, Johannesburg.

RECORDING STUDIOS

E M I, Music Centre, Troye & President Sts., Johannesburg.

Gallo, 161 President St., Johannesburg.

Meteor Rec., 109 Smit St., Broamfontein, Johannesburg.

Troubadour, 3-5 Browning St., Johannesburg.

TRADE ORGANIZATIONS

Association of the Southern African Phonographic Industry, P.O. Box 5411, Johannesburg. Sec.-Treas.: W. F. Fraser.

Southern African Record Manufacturers and Distributors Assn., P.O. Box 8213, Johannesburg.

MUSIC LICENSING ORGANIZATIONS

S.A. Society of Composers, Authors and Music Publishers, P.O. Box 9292, Johannesburg. Tel.: 23-4025. Mng'g Dir.: Gideon Roos.

South African Recording Rights Assn., P.O. Box 4301, Johannesburg.

SPAIN

Population: 1960 census—30,430,698; latest official estimate—31,472,000.

Per capita income: \$350 annually.

Records imported from U. S. (factory value): 1964—\$17,002; 1963—\$19,350; 1962—\$15,700.

Records exported to U. S. (factory value): 1964—\$4,873.

Billboard 1965-1966 International Music-Record Directory

Homes with record players: About 570,000.
Average retail price: 12-inch LP's, \$4; 10-inch LP's, \$3.25; EP's, \$1.25; Singles, 70¢.

Discounting: 25%.

Stereo sales: Approx. 7%.

Sales area: 60% of sales in the vicinity of Madrid, Barcelona, San Sebastian, Malaga, Valencia, Seville and Majorca.

Medium wave radio stations: About 100.

Television stations: 2—Madrid and Barcelona, with relays to the rest of the continent.

● record manufacturers

Belter, 136 Bruch, Barcelona 6. Tel.: 248-17-53.
Cable: Belterdisc. Exec. Mgr.: Jose Ramon Batailla Altayo; A&R Int'l: Joaquin Alfonso Navas; Sales: Juan Fernandez Pareja. Labels: Belter, Saef, Arlequin.

This company represents: Atco (USA), Atlantic (USA), Carisch (Italy), Command (USA), Grand Award (USA), Meazzi (Italy), Metronome (Denmark, Germany, Sweden), Pacific (France), Palette (Belgium), Prosadis (France), Ri-Fi (Italy), Typic (France), ACM (England), Vox (USA & France).

International representatives: Benelux (Artone), France (Pacific), Germany (Metronome), Morocco (Somidex), Portugal (Triunfo), Sweden (Metronome), Switzerland (Vogue), Venezuela (Serfaist).

Canciones del Mundo, Carmen 20, Madrid 13. Tel.: 221-64-50. Cable: Canciones. Dir.: Augusto Alguero.

Cantagallo, Edificio Espana Gr. 2-Pl. 7—No. 8, Madrid. Tel.: 248-74-87. Pres.: H. W. Schemke.

Carrillon, Alfonso Rodriguez Santamaria 28, Madrid. Mgr.: Mr. Kraus.

Columbia, Libertad 24, Madrid 4. Tel.: 221-10-95.
Cable: Discolumbia. Sales: Francisco Florez; Int'l: E. Inurrieta. Labels: Columbia, Alhambra, Iberia.

This company represents: Barclay (France), Decca (England and France), Durium (Italy), Fonior (Belgium), London (USA).

International representatives: Europe (British Decca), USA (London), Venezuela (Venevox), Mexico (Orfeon-Videvox).

Discophon, Calle Valencia 288, Barcelona 7. Tel.: 215-13-70. Cable: Discophon. Mgr. & A&R:

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continued

Francisco S. Ortega; Mgr & Sales: Manuel Alavedra. Labels: Discophon, Colpix, Seeco, Epic.

This company represents: Blue Bell (Italy), Canadian-American (USA), Colpix (USA), Everest (USA), Gazell (Sweden), Italdisc (Italy), Karusell (Sweden), President (France), Ronnex (Belgium), Seeco (USA), Sonet (Sweden), Supraphon (Czechoslovakia), Triola (Denmark), Vee Jay (USA), Versailles (France).

Expinter, Zurbano 67, Madrid. Mgr.: Mr. Cabrera. Fonograficas, Tamarit 72, Barcelona, Jose Rodrigues. Fonogram, Av. de America Hernandez Tejada, Madrid 17. Tel.: 267-42-00. Cable: Fonogram. Mng'g Dir.: J. Sampedro; A&R: R. F. de Latorre, R. Niederleytner, L. Regatero. Sales & Int'l: S. Tagarro. Label: Bambino.

This company represents: Archiv (Germany), Audio Fidelity (USA), Brunswick (USA), Contemporary (USA), Coral (USA), DGG (Germany), Fontana (World Wide), GNP (USA), Hi Fi (USA), Mercury (USA), MGM (USA), Pacific (USA), Philips (World Wide), Polydor (Germany), Prestige (USA), Riverside (USA).

International representatives: Argentina (Phonogram), Austria (Polyphon), Australia (Philips), Belgium (Polygram), Brazil (Companhia Brasileira), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), England (Philips), France (Philips), Germany (Philips), Greece (Helladisc), Holland (Phonogram), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), Norway (Norsk Phonogram), Peru (El Virrey), Portugal (Philips), Sweden (Ab Philips Sonora), Switzerland (Philips), South Africa (Gramophone Record Co.), Uruguay (Philips), USA (Philips), Venezuela (Siemens).

Fonopolis, Ibiza 52, Madrid 9. Tel.: 273-90-00. Cable: Fonopolis. Gen. Mgr.: Luis Sanchez-Caballero Estevez; Sales: Miguel Gil Fernandez; Dir.: A&R: Guillermo Rances Parra.

International representatives: France Oisc France, Ronde (Venezuela), Will, Selection (Belgium), Casa Musicales ECO (Italy).

Hispavox, Cartagena 62-64, Madrid 2. Tel.: 256-57-00. Cable: Vox. Gen. Mgr.: Jose Manuel Vidal; Sales Mgr.: Luis Vidal; A&R: Roberto Pla & Rafael Trabuchelli; Int'l: Luis Calvo.

This company represents: ABC Paramount, Impulse, Westminster (USA), Amadeo (Austria), Ansonia (USA), Cameo-Parkway (USA), CGD, Juke Box (Italy), Columbia (USA), International (Germany), Disneyland, Buena Vista (USA), Erato (France), Festival (France), Le Chant Du Monde (France), Oiscophiles Francais (France), Moonglow (Belgium), Sicamericana (Argentina), Chess (USA), Peerless (Mexico), United Artists (USA), DCP (USA), Vogue (France), AZ (France), Alvorada (Portugal).

International representatives: Argentina (CBS), Australia (Australian), France, Benelux, Switzerland (Barclay), Colombia (Tropical), Ecuador (Ifesa), Greece (Columbia), Italia (CGO), Japan (Nippon Columbia), Peru (El Virrey), Portugal (Radio Triunfo), Puerto Rico (Island), South Africa (Meteor), USA (Columbia), Venezuela (Oiscoteca).

International Rec., Edificio Espana Gr. 2-Pl. 7-No. 8, Madrid. Tel.: 248-74-87. Pres.: H. W. Schemke.

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MARTER, Esparteros 11, Madrid 12. Tel.: 221-15-98. Contact: Emilio Fernandez.

This company represents: Chantecler (Brazil), Italmusica (Italy), Polar (Sweden), Combo (Italy), Turicaphone (Switzerland), Musidisc (France). (SEE ADVERTISEMENT)

Odeon, Urgel 234, Barcelona 11. Mng'g Dir.: George Alexander; A&R: Werner Raehse; Sales: Antonio Alberich; Int'l: Juvenal Iglesias. Labels: La Vox de su Amo, Odeon, Regal, Capitol, Liberty, Pathe, Stateside.

This company represents: Capitol, Tower, Liberty, Dolton, Verve, Tamla-Motown (USA); Musart (Mexico), Discomoda (Venezuela), Ember (England), plus all companies of EMI group.

International representative: EMI affiliates and licensees.

Pax, Vallehermoso 38, Madrid. Mgr.: Mr. Boeta. Philips, Delicias 65, Madrid. Mgr.: Mr. Sampedro.

R C A Espanola, Torre de Madrid, Madrid. Tel.: 248-49-13. Gen. Mgr.: Guillermo Caram; A&R: Alfonso Gallego; Imp.-Exp.: Manves Orellana. This company represents: RCA Victor (USA), Victrola (USA), Vik (USA), Dot (USA), GNP (USA), Telefunken (Germany), Pye (England), Disk-Jockey (Argentina).

Siemens, Marques de Riscal 11, Madrid. Mgr.: Mr. Niederleytner.

Vergara, Gral. Mola 4 & 9, Barcelona 9. Tel.: 257-12-00, 257-94-05. Cable: Vergarasa. Dir. & Gen. Mgr.: N. Suris & A. Serra; A&R: J. Valero; Sales: A. Ibanez; Int'l: O. Martorell. Labels: Vergara, Marbella, Alma.

This company represents: Ariola-Eurodisc (Germany), Ariston (Italy), Angelicum (Italy), Bam (France), Clan Celantano (Italy), Cantate (Germany), Cetra (Italy), Club Francais du Disque (France), Kapp (USA), Oriole (England), Ricordi (Italy), Studio SM (France), Style (Italy), Time (USA), Vox (France).

ZAFIRO, Campomanes 10, Madrid 13. Tel.: 241-50-04. Chm.: Luis Segi-Vela; A&R: Jose Luis Navarro; Sales: Esteban Garcia Morencos; Int'l: Eduardo Sancho. Label: Zafiro, Iberofon.

This company represents: Bel Air (France), Ducretet-Thomson (France), Fonit (Italy), Montilla (USA), Music-Jolly (Italy), Toreador (USA) (SEE ADVERTISEMENT)

music publishers

A O C, Tamarit 72, Barcelona. Aberbach, Carmen 20, Madrid. Arlequin, 217 Sonora Aragon, Barcelona.

Armonico-Clipper's, Rambla Catalunya 10, Barcelona. Canciones Del Mundo, Carmen 20, Madrid. Canciones Frances-Day, Carmen 20, Madrid.

Cantagallo, Edificio Espana Gr. 2-Pl. 7-No. 8, Madrid. Tel.: 248-74-87. Pres.: H. W. Schemke. Columbia, Montseny 12, Barcelona.

Ediciones Musicales Hispavox, Santo Domingo 11, Madrid 13. Tel.: 248-60-57. Fonopolis, Ibiza 52, Madrid 9. Tel.: 273-90-00. Cable: Fonopolis. Gen. Mgr.: Luis Sanchez-Caballero Estevez.

Gramofono-Odeon, Urgel 234, Barcelona. Hispania, Jose Antonio 31, Madrid. Tel.: 231-26-33. Hispavox, Cuesta de Santo Domingo 11, Madrid 13. Tel.: 248-60-57. Gen. Mgr.: Enrique M. Garea.

Mellin, Robert, Carmen 20, Madrid. Mogull, Ivan (see SGAE).

Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel.: 247-07-25. Musicales Iris, Consejo de Ciento 193, Barcelona.

Musicales Sirius, Apartado Correos 792, Barcelona. Musica del Sur, Arzobispo Melo 3, Valencia. Tel.: 33-19-35. ANO: Hortaleza 18, Madrid. Tel.: 231-06-61.

Pax Oiscoteca Popular, Vallehermoso 38, Madrid. Quiroga, Alcalá 70, Madrid.

R C A Espanola, Torre de Madrid, Madrid. Tel.: 248-49-13. Contact: Antonio Martinez. Redola, Torre de Madrid, Madrid.

S G A E, Fernando VI 4, Apartado 484, Madrid. Southern Music Espanola, P. O. Box 5445, Oiputacion 337, Barcelona. Tel.: 225-61-97.

Teclado, Andres Borrego 5, Madrid.

Union Musical Espanola, Carrera de San Jeronimo 26, Madrid. Universal Jazz, Chinchilla 7, Madrid.

supplies & services

TRADE ORGANIZATIONS

Sinfonola, Camino Valderribas (Puente Vallecas), Madrid.

RECORDING STUDIOS

Belter, Gomis 1, Barcelona 6. Columbia, General Zumalacarregui 3, San Sebastian. Fonogram, p. Delicias 65, Madrid. Fonopolis, Ibiza 52, Madrid 9. Tel.: 273-90-00. ANO: 273-97-01.

Hispavox, Cartagena 64, Madrid. Odeon, Urgel 234, Barcelona. Philips, Delicias 65, Madrid. R C A, Av. de America y Hernandez Tejada, Madrid.

PRESSING PLANTS

Belter, Bruch 136-138, Barcelona. Columbia, General Zumalacarregui 3, San Sebastian. Cranvox, Jovellanos 3, Madrid. Fonogram, Av. de America, Madrid. Fonopolis, Ibiza 52, Madrid.

Hispavox, Cartagena 64, Madrid. Odeon, Urgel 234, Barcelona. Philips, Delicias 65, Madrid. R C A, Av. de America y Hernandez Tejada, Madrid. S E L E Z, Jose Antonio 324, Barcelona.

RECORD CLUB

Carculo de Lectores, Calle Padilla 327, Barcelona 13. Tel.: 236-14-00. Rec. Div.: N.E. Varenholz. Label: Orlador.

TAPE DUPLICATION

Adams, Sagasta 23, Madrid. Celada, Av. de America 22, Madrid 2. Tel.: 245-46-00. Dir.: Juan Alonso de Celada. Dyrasa, Jose Antonio 55, Madrid. Fonopolis, Ibiza 52, Madrid. Sonomax, Santo Domingo 11, Madrid.

JACKET MANUFACTURERS

Graficas Aragon, Martin de Vargas 14, Madrid. Graficas Martin, Antonio Lopez 166, Madrid.

LABEL MANUFACTURERS

A L G, Madrid. Bosch, Barcelona. Columbia, General Zumalacarregui 3, San Sebastian. Graficas Espejo, Tomas Breton 51, Madrid. Huecograbado Imago, San Bernardo 25 & 26, Madrid. L I M, J. Corrales 42, Esplugas LL. Pentacrom, Madrid. Philips Iberica, Oelicias 65, Madrid. Pucche, Madrid. Quintilla & Cardona, Barcelona. Topografiahostench, Barcelona.

MATERIALS MILLING PLANTS

Etemo-Quimica, Paris 136, Barcelona.

MUSIC LICENSING ORGANIZATIONS

Sociedad General Autores Espana, Fernando VI 4, Madrid.

SWEDEN

Population: 1960 census—7,495,316; latest official estimate—7,693,000.

Records imported from the U. S. (factory value): 1964—\$136,817; 1962—\$183,700; 1961—\$239,400; 1960—\$486,300.

Records exported to U. S. (factory value): 1964—\$381.

Average retail price: LP's \$4; EP's \$2; Singles \$1.25.

Number of homes with record players: 850,000. Discounting: Occasional.

Record clubs: Sold an estimated 30% of all records. Stereo: 15% of all LP's.

Radio stations: 1 (with 3 channels). TV station: 1.

Juke boxes: Approx. 2,000. Record distribution: Manufacturer to dealer.

record manufacturers

Brilliant Rec., Marmorvagen 6, Upsala. Tel.: (018) 48015. Pres.: Sven Gudmundson.

Cupol, Katarina Bangata 17, Stockholm S. Tel.: 23 30 55. Cable: Cupol. Pres.: Helge Roundquist. Labels: Cupol, Palette, Nashville, Toni.

This company represents: Ariola (Germany), Big Top (USA), Cetra (Italy), Triola (Finland), Crescendo (USA), Embassy (England), MMO (USA), Oriole (England), Palette (Belgium), Time (USA), Vega (France).

Billboard International Coin Machine Directory



In Switzerland

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continued

Electra, P.O. Box 1178, Solna 1. Tel.: 82 04 80.
Cable: Tefunk Solna. Pres.: Sixten Eriksson;
A&R: Carl-Erik Hjelm. Labels: RCA, Decca,
Swedish Soc. Discofil Sagoton, Telefunken,
Telestar, Warner Bros., Reprise.
This company represents: Brunswick (USA),
Camden (USA), Felsted (England), London (Eng-
land), RCA (USA), Telefunken (Germany).
Filadelfia, Surbrunnsgatan 42, Stockholm. Tel.:
34 93 80. Pres.: Sven Lindahl.
Fortuna, Kungsgatan 56, Stockholm. Tel.: 20 06 97.
Pres.: Henry Fox.
Fralsningsarmens Handelsavdelning, Ostermalmsgatan
79, Stockholm. Tel.: 63 17 00. Pres.: Harry
Flöby.
I B R A Radio, Sveavagen 34, Stockholm. Tel.:
24 01 30. Pres.: Hans Carlsson.
Jazz, Nynasvagen 333, Enskede. Tel.: 39 29 88.
Pres.: Gunnar Lindquist.
Karusell, Framnasbacken 4B, Solna. Tel.: 27 26 70.
Cable: Karusell. A&R: Simon Brehm; Sales
Mgr.: Eric Nyholm.
This company represents: Archiv, Cameo-Park-
way, Command, Coral, Deutsche Grammophon,
Elektra, Embassy, Faber, Fonit, Heliodor, Im-
pulse, Joker, Karusell, Midnight Sun, Oriole,
Polydor, PPX, Primula, Record, Nonesuch, Swe-
disc, United Artists, Verve, Westminster, White-
hall.
Kaskad, Solvagen 8, Stockholm. Tel.: 44 40 87.
Pres.: Lennart Broberg.
Knappupp, Kungsgatan 19, Stockholm. Tel.: 24 07 20.
Cable: Ralvopo. Pres.: Felix Alvo. Labels:
Knappupp, Triola, Megaton.
This company represents: Dot (USA), Kapp
(USA).
L D R, Agatan 57, Linköping. Tel.: 41410. Pres.:
Ingemar Lind-Sven Wass.
Megafon, Gotabergsgatan 28, Göteborg C. Tel.:
(031) 20 60 96 & 16 40 05. Pres.: Lars-Gunnar
Anderson.
Metronome, Storangsvagen 27, Stockholm N. Tel.:
61 06 16. Cable: Metrorec. Pres.: Mats Bierke;
A&R: Anders Burman; Sales & Int'l: Börje
Ekberg. Labels: Metronome, Snurrskivan.
This company represents: Atco (USA), Atlantic
(USA), Barclay (France), Metronome (USA), New
Jazz (USA), Presige (USA).
International representative: Germany (Metro-
nome).
Morgonstjärnans, Kungsholmsgatan 20, Stockholm.
Tel.: 51 63 87. Pres.: Marta Ahlin.
Philips-Sonora, Kungsgatan 29, Stockholm C. Tel.:
23 41 45. Cable: Sonora. Pres.: Bo Lofberg;
A&R: Gote Wilhelmson. Labels: Dux, Fontana,
Sonora, Sonata.
This company represents: Caedmon (USA), CBS
Columbia (USA), Golden Guinea (England), Jazz-
land (USA), Mercury (USA), Pye (England),
Riverside (USA).
Scan-Disc, Grevturegatan 38, Stockholm. Tel.: 67
99 14. Pres.: Ronald Sjogren. Labels: Scan-
Disc, Polka.
This company represents: Ri-Fi, Roulette,
Squire, Venwood.
Skandinaviska Grammofon, Sandhamngatan 39,
Stockholm N. Tel.: 67 09 60. Cable: Grammo-
phon. Pres.: Anders Holmstedt; A&R: Ivan
Nordstrom. Labels: Odeon, HMV, Columbia.
This company represents: Capitol (USA), Liberty
(USA), MGM (USA), Parlophone (England), Pathe
(France), Stateside (USA), Blue Note (USA),
Electrola (Germany), Ember (England).
Sonet Grammofon, Artemisgatan 8, Stockholm 39.
Tel.: 67 05 40. Cable: Sonetmusic. Pres.:
Gunnar Bergstrom. Int'l: Dag Haggqvist. Labels:
Sonet, Gazell, Storyville.
This company represents: Argo (USA), Bel
Air (France), Checker (USA), Chess (USA), Col-
pix (USA), Discophon (Spain), Durium (Italy),
Epic (USA), Joy (USA), Okeh (USA), Red Bird
(USA), RIC (USA), SAAR (Italy), Speciality (USA),
Transatlantic (England), Xtra (England).
Svenska Missonsforbundets, Tegnerg 8, Stockholm.
Tel.: 34 96 80. Pres.: Jan-Eric Wikstrom.
Sveriges Radio, Oxenstiernsgatan 2, Stockholm.
Tel.: 63 10 00. Mgr.: Manna Ginsburg.
SWEDISC, Islandsorget, Bromma. Tel.: 87 33 00.
Mng'g Dir.: Roland Ferneberg & Sture Wahl-
berg. Label: Swedisc. (SEE ADVERTISEMENT)
Telefunken, P.O. Box 150, Solna. Contact: Sixten
Eriksson.
Viking, Byggmastaregatan 11, Lund. Tel.: (0412)
11450. Pres.: Urban Lasson.
Willfox, Holbergsgatan 95, Stockholm. Tel.: 87 40
24. Pres.: Henry Fox & Bo All.

● music publishers

Ahlins, Kungsholmsgatan 20, Stockholm. Tel.: 51 62
52. Pres.: Ernfrid Ahlin.
Anderssons, P.O. Box 17018, Malmo 17. Tel.: (040)
75210. Pres.: Ake Andersson.
Barton (see Belinda).
Belinda (Scandinavia), Drottninggatan 65, Stockholm
C. Tel.: 11 62 40. Pres.: Ake-Gerhard Larsson.
Bens (see Sweden Music).
Broadway (see Sweden Music).
Busch, Hans, Farkostvagen 8, Lidingo 1. Tel.: 65
12 30. Pres.: Hans Busch.
Cedarwood (see Belinda).
City, (see Belinda).
Dominion (see Multitone).
Ehrling, Linnegatan 9-11, Stockholm. Tel.: 62 05 30.
Pres.: Thore Ehrling.
Ehrling & Lofvnholm, Pipersgat 29, Stockholm.
Tel.: 54 19 00.
Ehrling, Thore (see Ehrling).
Essex (see Reuter & Reuter). Pres.: Christian Sylvan.
Europa (see Belinda).
Filadelfia, Surbrunnsgatan 42, Stockholm. Tel.:
34 93 80. Mgr.: Sven Lindahl.
Flamingo, Bergslagsvagen 26, Bromma. Tel.:
87 36 10.
Gehrmans, Vasgatan 46, Stockholm. Tel.: 10 09 52.
Pres.: Lennart Bagger-Sjöback.
Gronstedts, Borgaragatan 4, Stockholm. Tel.:
69 22 07. Pres.: Karl Gronstedt.
Kejving, Bastugatan 45, Stockholm. Tel.: 41 71 00.
Pres.: Walter Kejving.
Kultis (see Melodi).
Lani, Hantverkargatan 62, Stockholm. Tel.: 53 53 00.
Pres.: Yngve Stoor.
Leeds-Reuter (see Reuter & Reuter). Pres.: Lenart
Reuterskiold.
Liberty, P.O. Box 1178, Solna 1. Tel.: 82 04 80.
Pres.: Sixten Eriksson.
Lois (see Belinda).
Lunden, Bromsvagen 25, Alvsjö. Tel.: 47 35 46.
Pres.: Walter Cohn.
Lundquist, Beckombergaavagen 11, Stockholm-Bromma.
Tel.: 87 21 00. Pres.: Einar Hylin.
Mellin, Robert (see Belinda).
Melodi, Kanslersvagen 37, Enskede. Tel.: 49 15 15.
Pres.: Rune Edwin Gnestadius.
Modern, Valhallavagen 16 V., Stockholm O. Tel.:
30 20 36. Pres.: Felix Stahl.
Mogull, Ivan (see Sweden Music).
Morgonstjärnans (see Ahlins).
Mozart (see Lunden).
Multitone Storangsvagen 27, Stockholm. Tel.: 61
13 16. Pres.: B. Goran Edling.
Nils-George (see Ehrling).
Nordiska, Pipersgatan 29, Stockholm. Tel.: 54 19 00.
Pres.: Leif Kronlund.
Normans, Surbrunnsgatan 42, Stockholm. Tel.:
30 60 18. Pres.: Sven Lindahl.
Odeon, P.O. Box 27053, Stockholm 27. Tel.: 22 45
80. Mgr.: Ivan Nordstrom.
Palace (see Sweden Music).
Polar (see Sweden Music). Pres.: Bengt Bernhag &
Stig Anderson.
Progressive (see Multitone).
Reuter & Reuter, Regeringsgatan 45, Stockholm C.
Tel.: 23 49 85. Pres.: Lennart Reuterskiold.
Rymus, Kungsgatan 56, Stockholm C. Tel.: 20 06 97.
Pres.: Henry Fox.
Schlager (see Lanu).
Schroeder, A. (see Sweden Music).
Screen Gems-Columbia (see Sweden Music).
Sonet, Artemisgatan 8, Stockholm 39. Tel.: 67 05
40. Cable: Sonetmusic. Prog. Mgr.: Rune
Ofwerman.
Sonora, Lidingovagen 50, Fack, Stockholm 27. Tel.:
63 59 50. Mgr.: Sture Borgedahl.
Southern, Grevturegatan 38, Stockholm. Tel.: 67
99 10. Pres.: Ronald Sjogren.
Spanka (see Sweden Music).
Stockholms Musik, Drottninggatan 55, Stockholm.
Tel.: 21 69 97. Pres.: Felix Stahl.
Succemelodier (see Stockholms Musik).
Sweden Music, Brahegatan 24, Stockholm 5. Tel.:
61 75 30. Cable: Swedenmusic. Pres.: Stig
Anderson.
Sylvain (see Ehrling).
Unvited Artists (see Sweden Music).
Wessman & Pettersson, Bokhandel, Visby. Tel.:
10111. Pres.: Hans Pettersson.
Westin, Hornsgatan 94, Stockholm. Tel.: 68 02 00.
Pres.: Rune Orbelius.

● importers & exporters

Swereco, Huvudskarsvagen 16, Johanneshov. Tel.:
39 32 00. Pres.: Arne Seftervall.

● supplies & services

PRESSING PLANTS

Alpha, Esplanaden 10, Sundbyberg.
Champion Radio, Rorstrandsgatan 37, Stockholm VA.
Record, Norrbackagatan 1, Stockholm VA.
Svensk Grammofon, Bro.

RECORDING STUDIOS

Europa Film, Annedalsvagen 29, Sundbyberg.
Metronome, Karlbergsvagen 57, Stockholm.
Noro, Rorstrandsgatan 29, Stockholm.
Sveriges, P.O. Box 955, Stockholm I.

TRADE ORGANIZATIONS

Grammofonleverantörernas Forening, Regeringsgatan
5, Stockholm 16.

SWITZERLAND

Population: 1960 census—5,429,061; latest official
estimate—6,080,000.

Records imported from U. S. (factory value): 1964
\$190,328.

Records exported to U. S. (factory value): 1964—
\$3,287.

Origin of pop record music: Domestic—2%; USA—
42%; European (Common Market)—56%.

Stereo record sales: 15% of all records.

Discounting: None.

Record club sales: Approx. 5%.

Important regulations: 5.4% tax on wholesale price,
plus 8 for SUIA (mechanical copyright royal-
ties)—both added to retail price.

● record manufacturers

Discques Office, 188 rue Pierre Aeby, 1700 Fribourg.

This company represents: Ades-Petit Menestrel
(France), Acropole (France), Alpha (Belgium),
Baroque (Canada), BAM (France), Discophile
Francais (France), Match (France), Pleiade
(France), President (France), Supraphon (Czecho-
slovakia), Supradisc (Belgium), Vergara,
(Spain), Versailles (France), Vista (USA), Lumen,
(France).

Electromusic, Nauenstr. 71, 4002 Basel. Tel.: (061)
34.92.50.

This company represents: Tell (Switzerland),
Alpha (Switzerland), Cetra (Italy), Sabrina
(Italy), Sunset (Italy), Discophon (Spain), Ember
(England), Juke Box (Italy), Tempo (Germany),
777 (Germany).

Ex Libris, P.O. Box 23, Zurich 23. Tel.: 62.51.00.
Finsterwald & Cantacuzene, 70 Avenue des Alpes,
1820 Montreux. Tel.: (021) 62.45.55.

This company represents: Adventure (Italy),
Angelicum (Italy), Autumn (USA), Arlequin
(Spain), Belter (Spain), Blue Cat (USA), Christo-
phorus (Germany), Circus (Italy), Contrepoint
(France), Crescendo (USA), Debut (USA), Jay
Gee, Josie, Jubilee (USA), Deutsche Vogue
(Germany), Dot (USA), Durium (Italy), Erato
(France), Everest (USA), Fiori Musicali (Italy),
Golden Guinea (England), Jazz Collector (Eng-
land), Jazz Selection (France), Kapp (USA),
Mode (France, Germany), Nixa (England),
Orfeon (Mexico), Pastorale & Musique (France),
Piccadilly (England), Pop (France), Pye (Eng-
land), Red Bird (USA), Reprise (USA), Roulette
(USA), Royal (Italy), SAFE (Spain), Scepter
(USA), Sonet (Sweden), Sprint (Italy), Storyville
(Denmark), Studio SM (France), Swing (France),
Tico (USA), Tono (Denmark), Typic (France),
Unidisc (France), Vogue (France).

Hug, Lindenhofstr. 16, Basel. Tel.: (061) 35.10.77.

This company represents: HMV, Electrola,
Angel, Encore, Trianon, Liberty, Jupiter,
L'Encyclopedie Sonore (Hachette), Bartok, Moni-
tor, Musidisc, Qualiton.
Interdisc, P.O. Box 34, V.d. Scuole 10, Cassarate-
Lugano. Tel.: 3.20.93. Dir.: Aldo Libanione.
Jecklin, Ramistr. 42, 8024 Zurich. Tel.: (051)
24.39.41.

This company represents: Angel (England),
Atco (USA), Atlantic (USA), CGD (Italy), Carisch
(Italy), Choir (USA), Columbia (England), Con-
temporary (USA), Derby (Italy), Disc (USA),
Favorite (Austria), Folkways (USA), Gloria
(Germany), Golden 12 (Germany), Good Time
Jazz (USA), Imperial (Germany), International
(Germany), Italia (Germany), Jolly (Italy),
Kabarett Aus Wien (Austria), Lebendiges Wort
(Austria), Metronome (Germany), Music (Italy),
Musica Sacra (Germany), Odeon-Parlophon (Eng-
land), Pathe (England), Patmos (Germany),
Regal (England), Stateside (England), Super

Majestic (France), Tamla-Motown (USA), Time (USA), Unikum (Austria), Vox (USA, France)
Mercury, 5 Quai du Mont Blanc, Geneva. Tel.: 32.87.10. Cable: Merrecord. Dir. Int'l: Brice Somers.
Musikvertrieb Ag Zurich, P.O. Box B040, Badenstr. 555 Zurich. Tel.: (051) 54.97.54. Cable: Musikvertrieb. Pres.: M. A. Rosengarten, Sales: L. Schmucki.
This company represents: Ace of Clubs (USA), Ariola (Germany), Argo (Europe), Atlas, Baccarola (Germany), Barclay (France), Bel-Air (France), Camben (USA), Capitol (USA), Colpix (USA), Decca (England), Ducretet-Thomson (France), Elite Special (Germany), Eurodisc (Germany), Festival (France), Galleria del Corso (Italy), Hed Arzi (Israel), Hispavox (Spain), London (England), Oiseau Lyre (France), RCA (USA), RCA Victor (USA), RCA Vik (USA), Ricordi (Italy), Telefunken (Germany), Telstar, Triola (Denmark), Vega (USA), Warner Bros. (USA).
Oversea, B154 Oberglatt, Zurich. Label: Oversea.
This company represents: Clan Celentano, (Italy), Carosello (Italy), Delta (England), Fidelio (England), Italmusica (Italy), Jazz Club (France), Maietti (Italy), Meazzi (Italy), Palette (USA), Panorama (France), Pig (Italy), Primary (Italy), Ri Fi (Italy), Ribalta (Italy), Rondo (Germany), Said (Italy), Sir (Italy), Silver (Italy), Togo (Italy), Variety, Zephyr (Italy).
Philips, Edenstr. 20, B027 Zurich. Tel.: (051) 25.86-10. Cable: Argenta. Gen. Mgr.: Dr. J. J. Schwenker; Sales: A Duchable. Labels: Philips, Fontana, Mercury, Caedmon, Orpheus, Pergola.
This company represents: Audio-Fidelity (USA), Battle (USA), Caedmon (USA), Caravel (Italy), Critere (France), Fidelity (Greece), Fontana, Jazzland (USA), Mercury (USA), Melodicon (Italy), Pacific Jazz (USA), King Universal (Italy), Philips (USA), Riverside (USA), Star Club (Germany), Vee Jay (USA), World Pacific (USA).
Phonag, P.O. Box 66, Stadthausstr. 69, B400 Winterthur. Tel.: (052) 6.62.31. Label: Phonag.
This company represents: Amadeo (Austria), Blue Note (USA), Saba (Germany), CBS (USA), Epic (USA), Okey (USA), Phonocolor (Italy), Style (Italy), Vanguard (USA).

Pick, Brunnwiesenstr. 26, B049 Zurich. Tel.: 56.70.60 & 56.44.40. Cable: Musikcenter. Mng'g Dir.: Anton Peterer; A&R: Jane Peterer.
RCA Overseas, 31 Blvd. Helvetique, Geneva. V-Pres. & Mng'g Dir.: Peter F. Baumberger.
Siemens, Lowenstr. 35, B001 Zurich. Tel.: (051) 25.36.00.
This company represents: Archiv (Germany), Ascot (USA), Brunswick (USA), Command (USA), Coral (USA), Cricket (Italy), DCP-International (USA), Deutsche Grammophon (Germany), Fonit (Italy), Italdisc (Italy), MGM (USA), Palmares (France), Polydor (Germany), Swe-Disc (Sweden), Verve (USA), United Artists (USA).
Turicaphon, B611 Riedikon-Uster, Zurich. Tel.: (051) B7.43.11. Dir.: Hans Oestreicher (Jr. Weg). Label: Elite Special.
This company represents: Asmahan, Ricordi, Triola, Phonocolor, Vogue (see Finsterwald & Cantacuzene).

● music publisher

Annabella, Edition, Weidstr. 11, Uster. Tel.: B7.30.72.
de Belmont, Editions, 70 Av. des Alpes, 1820 Montreux. Tel.: (021) 62.45.55.
Cadenza Edition, B rue de Hesse, 1211 Geneva 11. Tel.: 25.59.55.
Coda, Edition, Brunnwiesenstr. 26, B049 Zurich. Tel.: 56.70.60 & 56.44.40. Cable: Musikcenter. Gen. Mgr.: Anton Peterer; Int'l Mgr.: Jane Peterer.
Edifo, Badenerstr. 332, B000 Zurich 4. Tel.: 54.64.77.
Flora, Weidstr. 11, B610 Uster. Tel.: B7.30.72.
Helbing, Edition, Haus Melodie, B604 Voketswil, Zurich. Tel.: (051) B6.43.93.
Impact, V.d. Scuole 10, 6900 Cassarate-Lugano. Tel.: 3.20.93. Dir.: Aldo Libanione.
Interton, "Steinhof," 6300 Zug. Tel.: (042) 4/28/76.
Intervox, Pfauen-Ramistr. 42, Zurich 1/24. Tel.: 24.16.73.
Maietti (see Oversea).
Melodie, Edition, Brunnwiesenstr. 26, B049 Zurich. Tel.: 56.70.60 & 56.44.40. Cable: Musikcenter. Mng'g Dir.: Anton Peterer; A&R: Jane Peterer.
Mogull, Ivan (see Musikvertrieb).

Mondiamusic, B rue de Hesse, 1211 Geneva 11. Tel.: 25.59.55. Mgr.: Heinz Liechti.
Musikus, Weidstr. 11, B610 Uster. Tel.: B7.30.72.
MUSIKVERTRIEB, Badenerstr 555, B040 Zurich. (SEE ADVERTISEMENT)
Oversea Rec., B154 Oberglatt, Zurich.
Sidem, Editions, B rue de Hesse, 1211 Geneva 11. Tel.: 25.59.55. Mgr.: Heinz Liechti.
Sonographic, P.O. Box 2, B952 Schlieren.
Turicaphon, 8611 Riedikon-Uster, Zurich. Tel.: B7.43.11.
Vescovi (see Oversea).

● distributors

Musikvertrieb, 555 Badenerstr., Zurich 9/48. Contact: Alex Reichstadt.
Pick, Brunnwiesenstr. 26, B049 Zurich. Tel.: 56.70.60 & 56.44.40. Mng'g Dir.: Anton Peterer.

● supplies & services

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S U I S A (Societe Suisse des Auteurs et Editeurs). General Guisan Quai 38, B027 Zurich 27. Tel.: 25.77.00.

PRESSING PLANTS

Turcaphon, B611 Riedikon-Uster, Zurich. Tel.: B7.43.11.

RECORDING & TAPE DUP. STUDIOS

Hug, Fusslistr. 4, B000 Zurich 1.
Lussi, Max, Leimenstr. 76, 4000 Basel.
Oversea, B154 Oberglatt, Zurich.
Sonographic, P.O. Box 2, B952 Schlieren.

THAILAND

*Population: 1960 census—26,257,916; latest official estimate—29,700,000.

Records imported from U. S. (factory value): 1964—\$125,616; 1963—\$120,700; 1962—\$131,100; 1961 \$102,300.

(No other current statistics available.)

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● record manufacturers

Black & White, 708 Mahachai Rd., Bangkok. Tel.: 23002.
Cathay, Charoenkrung Rd., Bangkok.
Chuan, T. Ngeck, 96 Phrasumeru Rd., Bangkok. Tel.: 20560.
Kamol Sukosol, P. O. Box 178, Bangkok.
Krung, Sri, Film Co., 129 Bangkokpi, Bangkok. Tel.: 57133.

● importers & exporters

Kamol Sukosol, P. O. Box 178, Bangkok.
Chuan, T. Ngeck, 96 Phrasumeru Rd., Bangkok. Tel.: 20560.

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Krung, Sri, Film Co., 129 Bankapi, Bangkok. Tel.: 57133.
Virulhhatthakich c/o Kamol Sukosol, P. O. Box 178, Bangkok.

RECORDING STUDIO

Kamol Sukosol, P. O. Box 178, Bangkok.

TRINIDAD & TOBAGO

Population: 1960 census: 827,957; latest official estimate: 922,000.
Average per capita income: \$620 annually.
Total record export (factory value): 7" & under—\$28,134.31; 7" to 10"—\$309.73; 10" & over—\$39,891.89.
Total record import (factory value): 7" & under—\$26,470.74; 7" to 10"—\$22,622.71; 10" & over—\$49,685.16.
Records exported to U. S. (factory value): 7" & under—\$37.92; 7" to 10"—\$239.15; 10" & over—\$487.64.

Records imported from U. S. (factory value): 7" & under—\$20,249.26; 7" to 10"—\$1,455.33; 10" & over—\$27,264.61.

Radio Stations: 2 (Radio Trinidad and Radio Guardian).

Television stations: 1 (Trinidad and Tobago).

● record manufacturers

International Rcd'g., B Dundonald St., Port-of-Spain. Tel.: 52337. Cable: Interrecord. Mng'g Dir., A&R & Sales: Leslie C. D. Lucky-Samaroo. Label: Tropico.
This company represents: RCA Camden, RCA Victor, Ultra Audio, United Artists.
Telco Rcd'g Div., Corner Gordon & Maingot Sts., Mt. Hope, Port-of-Spain. Tel.: 92246.
Trinidad Rcd'g House (TRH) (West Indies), 131 Long Circular Rd., Port-of-Spain. Tel.: 22335.

● supplies & services

PRESSING PLANTS

Federal Music, 8 Dundonald St., Port-of-Spain.
International Rcd'g., P.O. Box 517, Port-of-Spain.
National Rec., P.O. Box 631, Port-of-Spain.
Trinidad Rcd'g House, (TRH) (West Indies), 131 Long Circular Rd., Port-of-Spain. Tel.: 22335.
West Indies Telecommunications & Electronics, P.O. Box B90, Port-of-Spain. Tel.: 92246.

TURKEY

Population: 1960—census—27,754,820; latest official estimate—31,118,000.
Records imported from U. S. (factory value): 1964—\$6,238; 1963—\$10,200; 1962—\$8,800.
(No other current statistics available.)

● record manufacturers

Ezgi Plaklari, Halaskargazi Cad., Site Han-Kat 5, Sisli, Istanbul. Tel.: 48 22 60/68. Dir.: Aytac Kot & Aykut Sporel; A&R: Aykut Sporel; Sales: Turgut Caglayan; Int'l: Goksin Sporel.

Gramofon Sirketi, Halkali Caddesi B5, Yesilkoy, Istanbul. Tel.: 73 89 76. Cable: Gramoturk. Mng'g Dir.: Alan A. Campbell. Labels: EMI, HMV, Columbia, Odeon, Pathe, Capitol.
This company represents: Capitol (USA), Columbia (England), HMV (England), Pathe (France), Parlophone (England), Stateside (England), Warner Bros. (USA).

International representatives: EMI (Int'l).
Melodi, Istiklal Caddesi, Saka Selim Sokak 7, Istanbul. Tel.: 44 26 36. Pres.: Kayihan Caglayan; Sales: Salim Kabar; Int'l: Nuran Ucuu. Labels: RCA, Decca (London), Atlantic, Cetra, Liberty, Ri-Fi, Ricordi, Dot.

● importers & exporters

Gramofon, Halkali Yolu Yesilkoy, Istanbul.
Melodi, Istiklal Caddesi, Saka Selim Sokak 7, Istanbul. Tel.: 44 26 36.

UNITED ARAB REPUBLIC

Population: 1960 census—26,085,326; latest official estimate—28,359,000.
Records imported from U. S. (factory value): 1964—1963 Import data not available. 1962—\$2,100; 1961—none; 1960—\$900.
Records exported to U. S. (factory value): 1964—\$262.

● record manufacturers

Yacoumopoulos, Michael, P. O. Box 1904, Alexandria. Tel.: 30934. Cable: Yalos.

UNITED KINGDOM

Population (England, Northern Ireland, Scotland, Wales): 1961 census—52,708,934; latest official estimate—54,065,700.
Per capita income: \$1,800 annually before taxes.

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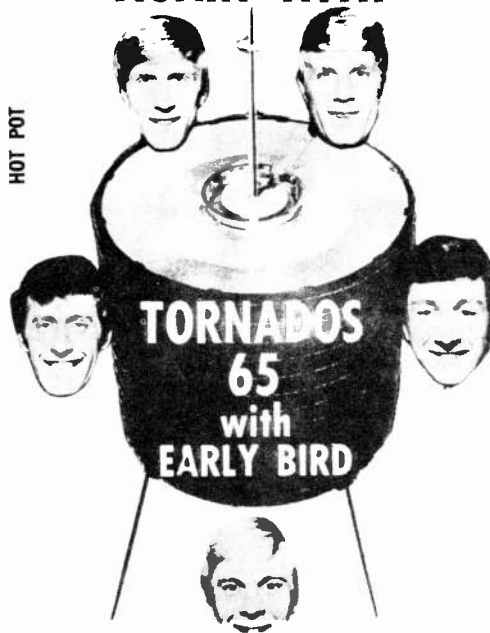
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Records manufactured for domestic and export sale: 1964—101,257,000 (LP's—27.8 million; singles and EP's—73,457,000). Total factory value—\$71.7 million.
Records sold domestically (factory value): 1964—\$64.8 million.
Total records exported (factory value): 1964—\$8.3 million.
Records exported to U.S. (factory value): 1964—\$1,487,000; 1963—\$1,560,000; 1962—\$2.4 million; 1961—\$2.6 million.
Total records imported (factory value): 1964—\$1.4 million.
Records imported from U.S. (factory value): 1964—\$361,000; 1963—\$267,100; 1962—\$245,200; 1961—\$271,000.
Average retail price: LP's—\$4; EP's—\$1.36; Singles—94¢.

Discounting: Rare.
Record club sales: 5% of all sales.
Stereo sales: Up 23% of all sales.
Number of homes with record players: 7.8 million.
Radio stations: BBC (public service) provides three domestic services. One has a degree of local programming, but all are primarily national networks. A limited-range commercial station is now operating on the Isle of Man. The English-language service of the commercial Radio Luxembourg (evenings and early mornings only) is received satisfactorily in most parts of Britain.
Television stations: Three main services, all nationwide in scope—BBC (public service) has some degree of local origination (mainly news) in its seven regions; ITV, a government body, licenses 15 program contractors to serve 14 regions (with advertising, but not sponsors) although most programs are fully networked.
Number of juke boxes: 22,000 (est.).
Type of record distribution system: Mainly manufacturer-to-wholesaler-to-dealer, but considerable amount of manufacturer-to-dealer and some manufacturer-to-public.
Important regulations: All records sold in Britain, irrespective of origin, bear a purchase tax. On domestic products it is levied at 25 per cent of the wholesale (distributor) value. There is no purchase tax on pre-recorded tapes or matrices.

On imported disks, the 25 per cent tax is payable at point of entry on the assessed value after import duty has been paid.

Import duty is charged on the value assessed at cost, insurance and freight charges in addition to 25% purchase tax. For gramophone records the duty is: From Commonwealth countries—20%; from EFTA countries—17½%; from other countries—25%.

On pre-recorded magnetic tapes, import duty is: From Commonwealth and EFTA countries—26⅔%; from other countries—43⅓%.

No import licenses are needed for disks, tapes or matrices, apart from Communist Bloc countries. Current legislation provides that entry be denied to unauthorized copies of copyright works. Approval must be obtained from the copyright holder(s) or his agent.

In most cases, the agent in Britain concerned is the Mechanical Copyright Protection Society. Where the copyright has not been cleared for import into Britain in the country of origin, royalties must be paid in advance. There is a special royalty for imports. This varies from \$0.14 per title per record, for small quantities, to \$0.05 per title per record for larger numbers.

Not all copyright holders are members of MCPS. The Chappell group for example, acts independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association.

Chris Hutchins

● record manufacturers

A R C, 326 Kensal Rd., London, W. 10. Tel.: LAD 6651.

Alpha, Ltd., 30 Harrington Rd., London, S.W. 7. Tel.: KEN 1602. AND: Abbey St. Eynsham, Oxford. Mng. Dir.: H. F. Mudd.

ARGO, 113 Fulham Rd., London, S.W. 3. (SEE ADVERTISEMENT)

Associated Rcd'gs Co. (see ARC).

B P R, 11 Argyll St., London, W. 1. Tel.: REG 8716. Mng'g Dir.: Christopher Peers; Partners: Harry Robinson & Christopher Blackwell. Label: Brit.

C B S, 104 New Bond St., London, W. 1. Tel.: GRO 5301. Cable: Colrecord. Mng'g Dir.: Morris Levy; Label Mgr.: Stanley West; A&R: Reg

Warburton; UK Sales: W. Sparksman; Foreign Repertoire: R. Bell; Export Mgr.: J. Folger. Labels: CBS, Realm, Oriole, Oriole-Eurodisc.

This company represents: Columbia (USA) and their affiliates throughout the world, Savoy (USA), Ariola (Germany), Cetra (Italy).

International representatives: Australia (W&G), Austria (Ariola), Canada (Arc), Denmark (Tono), Finland (Swedisc, Karusel!), Germany (Ariola), Italy (Fonit, CGD), New Zealand (Peak), Norway (Norsk), South Africa (Trutone, Meteor), Spain (Circulo De Lectores), Sweden (Swedisc, Karusel!).

Campion, Five Barton Sq., Manchester 2. Tel.: DEA 4344/5.

Cannon (see Crossbow).

Concert Hall, Concert Hall House, St. Ann's Crescent, London, S.W. 18. Tel.: VAN 0441. Cable: Co-hallclub. Gen. Mgr. & Sales: Leonard Joseph; A&R: Jean Goehr; Int'l: Lionel Phillips. Labels: Concert Hall, Introduction to Music, Pop Parade.

Crossbow, 47 Dean St., London, W. 1. Tel.: REG 7451. Cable: Ayceemusic. Mng'g Dir.: A&R, Sales & Int'l: Allan Crawford. Labels: Cannon, Crossbow, Carnival, Acclaim, Flair, Rocket, Sabre.

International representatives: Various in Australia, Denmark, Finland, Italy, New Zealand, Norway, Sweden, U.S.A.

DECCA, Nine Albert Embankment, London, S.E. 1. Tel.: REL 8111. Cable: Deccord. Chm.: Sir Edward Lewis; A&R: John Culshaw & Dick Rowe; Sales: S. A. Beecher-Stevens; Int'l: Hilary Watson. Labels: Ace of Clubs, Ace of Diamonds, Argo, Belton, Decca, Emerald, Rex, Vocalion.

This company represents: L'Oiseau Lyre (France), Telefunken (Germany), Ara, Atco, Atlantic, Ava, Backbeat, Bethlehem, Brunswick, Bighill, Bigtop, Camden, Challenge, Coed, Congress, Contemporary, Coral, Crescendo, Debut, Decca, Dial, Duke, Era, Everest, Fantasy, Federal, Focus, Four Corners, GNP, Galaxy, Good Time Jazz, Heidi, HiFi, Kapp, Keetch, King, Link, Monument, Peacock, Phillips, RCA Victor, Rose-mart, Safiche, Song Bird, Sound Stage 7, Specialty, Starday, Stax, Sue, Sun, Victrola, Volt (USA).

International representatives: Aden (Bhicajee (Covasjee), Antigua (Joseph Dew), Arabian Gulf

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garty), Turkey (Melodi), Uruguay (Clave), Venezuela (London), Vietnam (Georges Bonnet), USA (London), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)

DELYSE, 27 Marylebone Rd., London, N.W. 1. Tel.: HUN 4266. Mng'g Dir. & A&R: Isabella M. Wallich; Sales & Int'l: R. C. Young. Labels: Delyse, Envoy.

International representatives: Argentina (Odeon), Australia (EMI), Benelux (Electrola Gesellschaft), Canada (Canadian Music Sales), France (Disques Ricordi), Germany (Electrola Gesellschaft), India (The Gramophone), New Zealand (HMV), South Africa (EMI), Sweden (Scandinaviska-Grammophon), USA (Pickwick, Savoy), Holland (Bovema). (SEE ADVERTISEMENT)

Deutsche Grammophon, 12/13 Rathbone Place, London, W. 1. Tel.: LAN 8156. Cable: Gramdisc. Mng'g Dir.: W. Riemer; Sales: G. W. Hicks. Labels: Archive Production, Deutsche Grammophon Gesellschaft, Heliodor, Polydor.

This company represents: Archive (Germany), Deutsche Grammophon Gesellschaft (Germany), Heliodor (Germany), Polydor (Germany).

Dobell's Jazz Rec. Shop, 77 Charing Cross Rd., London, W.C. 2. Tel.: GER 4197. Mng'g Dir.: D. A. Dobell. Labels: "77," Folklore.

EMI, EMI House, 20 Manchester Sq., London, W. 1. Tel.: HUN 4488. Cable: Emirecord, Wesdo, London. Mng'g Dir.: L. G. Wood; Deputy Mng'g Dir. (Comm.): G. N. Bridge; Deputy Mng'g Dir. (Tech.): J. B. Stevenson, M.B.E.; Gen. Mgr. A&R: R. N. White; Int'l: A. M. Smith. Labels: HMV, Capitol, Columbia, Parlophone, Regal-Zonophone, Encore, Stateside, MGM, Liberty, UA, Verve, Tamla, Motown.

This company represents: Festival (Australia), ABC Paramount, Amy-Mala, Apollo, Ascot, Buena Vista, DCP, Disneyland, Diamond, Dolton, Epic, Global, Imperial, Impulse, Institute for Language Study, La Forge, Laurie, Metronome, Musicor, Okeh, Prestige, Regina, Rendezvous, Roost, Roulette, Sonet, Swan, Tico, Tower, 20th-Fox, Westminster, World Artists (USA).

International representatives: All major territories principally through EMI Ltd. subsidiary companies. (SEE ADVERTISEMENT)

Ember, York House, Empire Way, Wembley, Middlesex. Tel.: DIL 1077. Cable: Krugent Wembley. Mng'g Dir.: Jeffrey S. Kruger.

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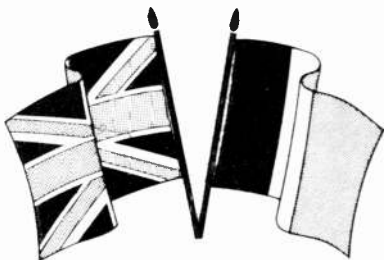
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 Richardson, Eight King Edward Grove, Teddington. Tel.: TED 4861. Mng'g Dir.: Norman Richardson.
 Robbins, 23 Denmark St., London, W.C. 2. Tel.: TEM 4685. Dir.: Alan Holmes.
 Saville, Audley House, North Audley St., London, W. 1. Tel.: MAY 6506. Mng'g Dir.: S. M. Bloch.
 Schauer & May, 239 Shaftesbury Ave., London, W.C. 2. Tel.: TEM 3349. Mng'g Dir.: Mrs. Rose Schauer.
 Schott, 48 Great Marlborough St., London, W. 1. Tel.: GER 1246/8. Mng'g Dir.: P. W. Makings.
 Shadam (see Aberbach).
 Shapiro-Bernstein, 38 Soho Sq., London, W. 1. Tel.: GER 3493. Gen. Mgr.: Cyril Shane.
 Sharon (see Ember Records).
 Skidmore (see Shapiro-Bernstein).
 SOUTHERN, Eight Denmark St., London, W.C. 2. Tel.: TEM 4524/9680. Mng'g Dir.: Robert Kingston. (SEE ADVERTISEMENT)
 Sparta (see Ember Records).
 Stainer & Bell, Lesbourne Rd., Reigate, Surrey. Tel.: Reigate 46791. AND: (showroom) 29 Newman St., London, W. 1. Tel.: MUS 2558.
 T S Music, 37 Soho Sq., London, W. 1. Mng'g Dir.: Tommy Sanderson.
 Tin Pan Alley, 23/24 Greek St., London, W. 1. Tel.: GER 8752. Mng'g Dir.: Fred Jackson.
 David Toff, 74 Newman St., London, W. 1. Tel.: LAN 0641. Mng'g Dir.: David Toff.
 Token, One Sedley Place, Oxford St., London, W. 1. Tel.: MAY 0419.
 Trafalgar, One St. George St., London, W. 1. Tel.: MAY 1892. Dir.: Michael Hall.
 Twangy, (see Shapiro-Bernstein).
 United, One Montague St., Russell Sq., London, W.C. 1. Tel.: MUS 5171. Mng'g Dir.: Miss Pauline Wood.
 United Artists, Five Albert Gate Ct., 124 Knightsbridge, London, S.W. 1. Tel.: KNI 9383. Mng'g Dir.: Noel Rogers.
 Universal Edition, Two-Three Fareham St., London, W. 1. Tel.: GER 5203. Mng'g Dir.: Alfred A. Kalmus.
 Warren & Phillips, 57 Wroughton Rd., London, S.W. 11. Tel.: BAT 5324. Mng'g Dir.: H. J. Warren.
 Josef Weinberger, 33 Crawford St., London, W. 1. Tel.: PAD 6752. Dir.: Fred Benson, E. Hauke.
 George Wiener c/o Dodd, Harris, 2W Artillery Mansions, 75 Victoria St., London, S.W. 1. Tel.: ABB 7245. Mng'g Dir.: George Wiener.
 Lawrence Wright, 19 Denmark St., London, W.C. 2. Tel.: TEM 2141. Contact: Bill Ward.

● independent record producers

Audio Sixty-two, 146 Great Western Rd., London, W. 11.
 Barton, 39 New Bond St., London, W. 1.
 Noel Brown, 26 D'Arbly St., London, W. 1. Tel.: GER 3745. A&R: Noel Brown. Label: Airborne.
 Tony Calder, Suite 147, Ivor Ct., Gloucester Place, London, N.W. 1. Tel.: AMB 2701. A&R: Jimmy Page.

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F C M, 45 Mount St., London, W. 1.
Glasgow, J. C. Promo, 271 Gallowgate, Glasgow, C. 4, Scotland. Tel.: BELL 3187/8. Dir.: C. P. Stanton.
Ind. Prods., 21 Denmark St., London, W.C. 2.
Iver, Eight Denmark St., London, W.C. 2.
London, Three Vere St., London, W. 1.
R G M Sound, 304 Holloway Rd., London, N. 7.
Record Supervision, Lansdowne Rd., London, W. 11.
Ritz, Six Albert Gate Ct., 124 Knightbridge, London, S.W. 1.
Scott Solomon, 73-75 New Oxford St., London, W.C. 1. Tel.: TEM 1801/5. Mng'g Dir.: Philip R. Solomon.
Solar, 102 Geary Rd., London, N.W. Tel.: GLA 6236. Dirs.: Jeff Smith, Robin Leigh. Labels: Solar-Scroll.

● distributors

Ashley Wholesalers, 117 Park Rd., Southampton. AND: 30 Cawte Rd., Southampton. Tel.: SOU 20301.
Clyde Factors (Electrical), 25-35 Cadogan St., Glasgow, C. 2, Scotland. Mgr.: S. Woolfson.
Cornings, 55 Buckingham Palace Rd., London, S.W. 1. Tel.: VIC 6666. Mgr.: Lionel Rose.
Disc Imports, 16 John Dalton St., Manchester 2. Tel.: Blackfriars 7292/3.
E M I, 20 Manchester Sq., London, W. 1. Tel.: HUN 4488.
A. C. Farnell, Kenyon St., Sheffield, Tel.: 78901.
Importers & Distributors of America Crown Tapes, 33 Edgewart Rd., London, W. 2.
Lugton, P.O. Box 44, 209-212 Tottenham Ct. Rd., London, W. 1.
F. R. Martin, 135 Digbeth, Birmingham 5.
Pan Rec., 79 Berkeley St., Glasgow, C. 4, Scotland.
Philips, Stanhope House, Stanhope Pl., London, W. 2. Tel.: AMB 7788.
Pye (sales), 132 Western Rd., Mitcham, Surrey.
Selecta, 50 Southwark Bridge Rd., London, S.E. 1.
Selecta (Manchester), P.O. Box 4, Selecta House, Morton St., Failsforth. AND: (Midlands) Leicester Rd., Earl Shilton. AND: (Northern), Foundry Lane, Newcastle-on-Tyne 6.
A. Soloway, Cudworth St., London, E. 1.
H. R. Taylor, 34 Pershore St., Birmingham 5.
Vogue, 113-115 Fulham Rd., London, S.W. 3.
E. A. Wood, Seven Freeman St., Birmingham 5.

● importers & exporters

Agate, 10 Rathbone Place, London, W. 1. Mng'g Dir.: O. A. Dobell.
British Transcription Serv., 36 North Road, Broadwell, Coleford, Gloucestershire.
C B S, 104 New Bond St., London, W. 1. Tel.: GRO 5301.
Celebrity, 25 High St., Merstham, Surrey.
Collets, 70 New Oxford St., London, W.C. 1.
Occa, Nine Albert Embankment, London, S.E. 1.
Delyse, 27 Marylebone Rd., London, N.W. 1.
Deutsche Grammophon, 12/13 Rathbone Pl., London, W. 1. Tel.: LAN 8156.
Disc Imports, 16 John Dalton St., Manchester 2. Tel.: Blackfriars 7292/3.
Esquire, 76 Bedford Ct. Mansions, Bedford Ave., London, W.C. 1.
Hohner Concessionaires, 11 Farringdon Rd., London, E.C. 1. Tel.: HOL 3056. Exp. Mgr.: R. Haller.
Holly Prods., Four Hazel Way, Fetcham Leatherhead, Surrey. Tel.: Bookham 4496. Pres.: Johnny C. Beecher.
Ilford Music Shop, 25 Ilford Lane, Ilford, Essex.
Independent Rec. Serv., 17 Seymour Rd., Finchley, London, N. 3. Tel.: VIR 9052. Sales Dir.: Jeff Collins.
Kruger Ent., York House, Empire Way, Wembley, Middlesex. Tel.: OIL 1077.
Lugton, P.O. Box 44, 209-22 Tottenham Ct. Rd., London, W. 1.
Melodisc, 12 Earliman St., London, W.C. 2.
W. Paxton, 36-38 Dean St., London, W. 1.
Philips, Stanhope House, Stanhope Pl., London, W. 2. Tel.: AMB 7788.
Pickering and Inglis, 229 Bothwell St., Glasgow, Scotland.
Pye Rec. (sales), P.O. Box 56, 132 Western Rd., Mitcham, Surrey.
R K L Rec. Ent., 13 Gerrard St., London, W. 1. Tel.: GER 8806.
Saga, 326 Kensal Rd., London, W. 10. Tel.: LAD 6651.
Ronnie Scott Club, 39 Gerrard St., London, W. 1. Tel.: GER 4752/4239.
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A. Soloway, Cudworth St., London, E. 1.
Thorpe & Porter, 19 Upper Brook St., London, W. 1. Mng'g Dir.: R. D. Kravitz.
Topic, 27 Nassington Rd., London, N.W. 3.
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● supplies & services

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Arnold Klein, European Sales Director, RCA Victor Records, 28 Aldford House, Park Lane, London, W. 1.
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British Copyright Protection Assn., Ltd., 22/23 Little Portland St., London, W. 1.
British Joint Copyright Council, 29/33 Berners St., London, W. 1. Tel.: LAN 3864.
Mechanical Copyright Protection Society, 380 Streatham High Rd., London, S.W. 16. Tel.: STR 3181. Gen. Mgr.: B. W. Pratt.
Performing Rights Society, 29/33 Berners St., London, W. 1. Tel.: LAN 3864.

PRESSING PLANTS

Allied Rec., 326 Kensal Rd., London, W. 10.
British Homophone, Excelsior Works, Rollins St., London, S.E. 15.
C B S, Aylesbury, Buckinghamshire.
Decca, New Malden, Surrey.
Electric & Musical Industries, Hayes, Middlesex.
ORLAKE, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel.: DOM 7700/8430. Gen. Mgr.: R. Clark. (SEE ADVERTISEMENT)
Philips, Walthamstow Ave., London, E. 4.
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Tony Calder, Suite 147, Ivor Ct., Gloucester Place, London, N.W. 1. Tel.: AMB 2701. Acct. Exec.: Phillip Wainright.
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C T S, 49 Kensington Gardens, London, W. 2. Tel.: BAY 9476/7/8. Tech. Dir.: John Elliott; Mgr.: Eric A. Tomlinson.
Central Sound, Six Denmark St., London, W.C. 2.
Craighall, 68 Craighall Rd., Edinburgh 6, Scotland.
E M I, Three Abbey Rd., London, N.W. 8.
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I B C Sound, 35 Portland Pl., London, W. 1.
Lansdowne, Lansdowne House, Lansdowne Rd., London, W. 11.
Levy's Sound, 104 New Bond St., London, W. 1. Dir.: Jaques Levy.
Magnetograph, Hanway St., London, W. 1.
Olympic Sound, Carlton Hall, Carlton St., London, W. 1.
Philips, Stanhope House, Stanhope Place, London, W. 2. Tel.: AMB 7788.
Pye, ATV House, Great Cumberland Place, London, W. 1.

R G M SOUND, 304 Holloway Rd., London, N. 7. (SEE ADVERTISEMENT)
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Regent Sound, 4 Denmark St., London, W.C. 2.
Sound News Prod., 10 Clifford St., London, W. 1.
Star Sound, Rodmarton St., Blandford St., London, W. 1.
Tape Rec. Hire, 10 Clifford St., London, W. 1. Tel.: REG 2544.
Tape to Disc Trade Transfer Serv. (see Sound News Prods.).
Universal Programmes, 35 Portland Place, London, W. 1.
World Wide Demo to Hit Sounds Org., 13 Milestone Rd., London, S.E. 19.

TRADE ORGANIZATIONS

Amusement Trades Assn., 70 Walton Rd., East Molesey, Surrey.
Assn. of Musical Instrument Industries, 49 Twyford Ave., London, N. 2. Tel.: TUD 4011.
Assn. of Professional Recording Studios, 34a Arterberry Rd., London, S.W. 20.
British Federation of Banjoists, Mandolinists & Guitarists, 88/92 Rockester Row, London, S. W. 1. Tel.: VIC 5376.
British Institute of Recorded Sound, 38 Russell Sq., London, W.C. 1. Tel.: MUS 4507. Sec.: Patrick Saul.
British Record Producers Assn., 74 Lower Guildford Rd., Knaphill, Woking, Surrey. Sec./Treas.: J. F. Axtmann.
Gramophone Record Retailers Assn., One Peckham Park Rd., London, S.E. 15. Tel.: NEW 3849.
Independent Record Industry, 326 Kensal Rd., London, W. 10.
International Federation of the Phonographic Industry, 123 Pall Mall, London, S.W. 1. Tel.: WHI 1752.
Joint Consultative Committee, 29 Catherine Pl., Buckingham Gate, London, S.W. 1.
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National Music Council, Four Blandford St., London, W. 1.
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Piano Manufacturers' Assn., 49 Twyford Ave., London, N. 2. Tel.: TUD 4011.
Pianoforte Publishers Assn., 26 Upper Brook St., London, W. 1.
Songwriters' Guild of Great Britain, 32 Shaftesbury Ave., London, W. 1. Tel.: GER 1554 & 1439. Gen. Sec.: Victor Knight.

● accessories

Lugton, P.O. Box 44, 209-212 Tottenham Ct. Rd., London, W. 1.

URUGUAY

Population: 1963 census—2,592,563; latest official estimate—2,593,000.
Record sales: 20% of all are classical. LP's form 70% of all sales; EP's—15%; Singles—15%.
Record clubs: None.
Type of distribution: Manufacturer to retailer, with a 30% mark-up.
Radio stations: Montevideo—13 long-wave, 8 long and short-wave.
Television stations: 4 channels—out of Montevideo.

● record manufacturers

Clave, I.E.M.S.A., Maldonado 1049, Montevideo. Tel.: 98-58-32. Cable: Clalim. Top Exec.: Leon Jurburg. Label: Clave.
This company represents: Barclay (France), Continental (Brazil), CGO (Italy), Disc Jockey (Argentina), Discomoda (Venezuela), Decca (France), London (Int'l), Marvela (Puerto Rico), Monitor (USA), Panart (USA), Secco (USA).
International representatives: Brazil (Continental), France (Barclay, Decca), Italy (CGO), Puerto Rico (Marvela), USA (London, Monitor, Panart, Secco).

Editorial Antar, Republica 1613, Montevideo. Tel.: 40-63-00. Cable: Antar. Pres.: Carlos R. Val-larino; Sales: Angel Lansanti; Int'l: Walter Mandacen. Label: Antar.

This company represents: Copacabana (Brazil), Cetra (Italy), Distex (Argentina), Disc-Jockey (Argentina), Ducretet-Thomson (France), Hispavox (Spain), H&R (Argentina), 20th-Fox (USA), Les Discophiles (France), Peerless (Mexico), Pallete (Belgium), RGE (Brazil), Serenata (Argentina), Telefunken (Germany), United Artists (USA), Vox (USA), Vanguard (USA).

International representatives: Argentina (Dis-tex, Disc-Jockey, H&R, Serenata), Belgium (Pal-lete), Brazil (RGE, Copacabana), France (Du-cretet-Thomson, Les Discophiles Francais), Germany (Telefunken), Italy (Cetra), Mexico (Peerless), Spain (Hispavox), USA (20th-Fox, United Artists, Vox, Vanguard).

Palacio De La Musica, 18 de Julio 1100, Montevideo. Tel.: 80113. Cable: Palacio de la Musica. Pres.: Ricardo Gioscia; Sales: Ricardo Gioscia Jr.; Int'l: Americo Albano. Label: Orfeo.

This company represents: Angel (USA), Decca (USA), Capitol (USA), Liberty (USA), Odeon (Brazil, Chile, Peru), Musart (Mexico), Warner Bros. (USA).

International representatives: Argentina (Odeon), Brazil (Odeon), Chile (Odeon), Mexico (Musart), Peru (Odeon), USA (Angel, Decca, Liberty, Cap-itol, Warner Bros.).

Philips Uruguay, Uruguay 1287-5 Piso, Montevideo. Tel.: 95641. Cable: Philips. Top Exec.: Enrique Lazzano.

This company represents: ABC Paramount (USA), Ansonia (USA), Archiv (Germany), DGG (Ger-many), Mercury (USA), MGM (USA), Polydor (Germany), Philips (Holland).

International representatives: Argentina, Brazil, Chile (Philips), Germany (DGG, Polydor, Archiv), Holland (Philips), USA (ABC Paramount, Mer-cury, MGM, Ansonia).

Praos, 18 de Julio 1080, Montevideo. Tel.: 95034. Cable: Casa Praos. Top Exec.: Eduardo Mi-randa. Label: Gold Lauf.

This company represents: Dot (USA), Gema (USA), Musidisc (Brazil), Music Hall (Argentina), Orfeon (Mexico), Reprise (USA).

International representatives: Argentina (Music Hall), Brazil (Musidisc), Mexico (Orfeon), USA (Dot, Reprise).

Siweg (RCA Victor), Convencion 1424, Montevideo. Tel.: 98-22-24. Top Exec.: Jorge Errazquin. La-bel: RCA Victor.

This company represents: RCA Camden (USA), RCA Victor (USA), VIK (Argentina), "X" (Ar-gentina).

International representatives: Argentina ("X", VIK), USA (RCA Victor, RCA-Camden).

Sondor, Nicaragua 1478, Montevideo. Tel.: 27530. Cable: Sondor. Pres.: Enrique Abal Salvo; A&R: Pablo Echevarria. Label: Sondor.

This company represents: Columbia (USA), SonoRadio (Peru).

International representatives: Peru (Sono-Ra-dio), USA (Columbia).

Tonodisc, Constituyente 1903, Montevideo. Tel.: 40-11-69. Pres.: Jorge Esperon; A&R: Nestor Paez. Label: Tonodisc.

This company represents: Grand Award (USA), Hickory (USA), Jubilee (USA), Time (USA), Tono-disc (Argentina), Trans Atlas (USA), West-minster (USA).

International representatives: Argentina (Tono-disc), USA (Grand Award, Hickory, Jubilee, Kapp, Trans Atlas, Westminster).

● music publishers

Campo (Palacio de la Musica), 18 de Julio 1100, Montevideo. Tel.: 80113. Ricardo Gioscia.

Edami (branch of Southern and Peer), Juan Jackson 1401, Montevideo. Tel.: 40-15-40. Gladys Alvarez de Mancusso.

Discoteca, Ibicuy 1276, Esc. 1, Montevideo. Tel.: 98-58-32. Mgr.: Leon Jurburg.

● supplies & services

PRESSING PLANTS

A P S A (RCA Victor), Av. Italia 4230, Montevideo. Tel.: 59-30-15.

Editorial Antar, Republica 1613, Montevideo. Tel.: 40-63-00.

F I M A S A (Palacio de la Musica), Nueva York 1176, Montevideo. Tel.: 96074.

Sondor, Rio Branco 1536, Montevideo. Tel.: 92670.

MUSIC LICENSING ORGANIZATIONS

Asociacion General de Autores del Uruguay (AGADU), Canelones 1130, Montevideo. Tel.: 83188. Gen. Dir.: Luis Alberto Zeballos.

U.S.S.R.

Population: 1959 census: 208,826,650; latest official estimate: 226,253,000.

Records imported from U. S. (factory value): 1964 \$264.00; 1963-\$1,820, classics and jazz, instrumental; 1961-\$1,700.

Records exported to U. S. (factory value): 1964-\$47,163; 1963-\$16,000; 1962 \$18,100; 1961-\$42,800.

● record manufacturers

V/O Mezhdunarodnaya Kniga, Moscow 200. Tel.: 4-10-22. Cable: Mezhnkiga. Label: MK.

VENEZUELA

Population: 8.9 million.

Per capita income: \$850 annually.

Number of homes with record players: 50% of all homes in Caracas; 10 to 15% of all homes elsewhere.

Records imported from U. S. (factory value): 716,-540 Bolivars (\$157,639), approx. (1964).

Records exported to U. S. (factory value): 44,435 Bolivars (\$9,775.70), approx. (1964).

Average retail price: Stereo LP's—27 Bolivars (\$5.94); Mono LP's 22 Bolivars (\$4.84), approx.

Discounting: Approx. 25% at retail.

Stereo sales: About 10% of LP's.

Distribution system: Manufacturer to dealer.

Radio stations: 85.

TV stations: 4.

Juke boxes: 18,000.

Record clubs: None.

Important regulations: It has been illegal to import foreign records for direct sale. Only classical records may be imported. It is also illegal to import musical tape recordings for re-recording.

● record manufacturers

Aluvenca, Edificio Vega, Rio a Pte. Soublette, Caracas. Cable: Vegasa. Tel.: 41 63 67. Gen. Mgr.: Julio Brillembourg; Sales: Marcelo Man-zo; A&R: Manuel Caraballo Gramco. Labels: Vega, Time.

This company represents: Time (USA).

Antor, Hermanos (Continental de Discos), Piedras a Pte. Restaurador, Ed. Yoraka, Caracas. Cable: Confidisco. Tel.: 41 77 06. Gen. Mgr.: Jose Antor; A&R: Juan Antor; Sales: P. Vidal Sanchez; Int'l: Jose Antor. Labels: Souvenir, Continental.

This company represents: Orfeon (Mexico), Lib-erty (USA), Puchito (USA), Canadian American (USA), Zafiro (Spain).

International representatives: USA (Liberty), Mexico (Orfeon), Spain (Zafiro).

Distribuidora Nacional De Discos, P. O. Box 8535, Caracas. Tel.: 42 20 19. Cable: Disnadisco. Gen. Mgr.: Jose Pages; A&R: Porfirio Jimenez; Sales: Gumersindo Miranda; Int'l: Gumersindo Miranda. Label: Velvet.

This company represents: Audio-Fidelity (USA), Kubaney (USA), Lyra (Columbia), Gema (USA), Dorado (Columbia).

International representatives: Mexico, Colombia, Peru (Velvet), Spain (Cubalegre), USA (Kubaney).

Fabrica Venezolana de Disco (Favedica), P. O. Box 3402, Caracas. Tel.: 49 20 65 & 49 23 18. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Es-trada D.; A&R: Carlos Guerra; Int'l: Stanley W. Steinhilber. Labels: Discomoda, Impacto.

This company represents: Cairophon (UAR), Cameo-Parkway (USA), Capitol (USA), Musi-disc (Brazil), EMI-Odeon (Europe, Argentina, Brazil, Chile, Peru), Soutelphan (UAR), Voix de l'Orient (UAR), Voix du Liban (Lebanon), Warner Bros. (USA).

International representatives: European coun-tries through EMI; Argentina, Brazil, Chile (Odeon); Central America (Indica); Colombia (Victoria); Ecuador (Cia. Fediscos); Mexico (Peerless); Peru (I.E.M.P.S.A.); Uruguay (Clave).

Fonograma, Av. Paez Qta. Arib, El Paraiso. Cable: Fonograma. Tel.: 49 36 13 & 49 38 57. Gen. Mgr.: C. Esparragosa; A&R: Billo Frometa; Sales: Luis Barrois; Int'l: Gloria Baez. Labels: Fonograma-Billo.

This company represents: Kapp (USA), Tropical (Colombia), Nilser (Brazil).

International representatives: Colombia (Tropi-cal), Costa Rica (INDICA), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami).

Fuentes, Miranda a Maderero Ed., Local B, Caracas. Cable: Robogomer. Tel.: 41 52 91. Gen. Mgr.: R. Gomez; A&R: A. Segura. Int'l: Roberto Gomez.

This company represents: Fuentes (Colombia), Carrizal (Colombia).

International representatives: Colombia (Fuen-tes), USA (Fuentes).

Ladiscoteca, P.O. Box 7811, Av. El Paseo 19, Los Rosales, Caracas. Cable: Ladiscoteca. Gen. Mgr.: W. Ricken; Sales: B. Brecht. Labels: Erna, Sonus.

This company represents: CBS (USA, Argentina, Brazil, Mexico), Dot (USA), Gamma (Mexico), Hispavox (Spain), Marvela (Puerto Rico), Musart (Mexico), Plaza (Brazil), RGE (Brazil), Virrey (Peru), Zeida (Colombia).

Palacio de la Musica, Apartado Postal 3637, Caracas. Cable: Pamusica. Tel.: 42 88 26. Gen. Mgr.: Ernesto Ave; A&R: Miguel Angel Pina; Sales: Arlindo Silva; Int'l: Ernesto Ave. Labels: Palacio.

This company represents: Imperial (USA), Secco (USA), UA (USA), Ricovox (Puerto Rico), Falcon (USA), Peerless (Mexico), London Int'l (Eng-land), Daro (Colombia), Copacabana (Brazil), Ariola (Germany), Rapsodia (Portugal), Tico (USA).

International representatives: Mexico (Peerless), USA (Ricovox); all other world markets (Poly-dor).

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Rheem Califone-Roberts Electronics, div. of Rheem Mfg., 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel.: (213) 870-9631. V-Pres. & Gen. Mgr.: O. X. Pitney. V-Pres. Mkt'g: J. F. White.

Roberts Electronics (see Rheem Califone).
Silvertone (see Warwick Electronics).

Sonic Specialties, 90 Midland Ave., Hicksville, N. Y. Tel.: (516) 433-2970. Pres.: James Timby.

Sylvania Entertainment Prods. Div., 730 Third Ave., New York, N. Y. 10017. Tel.: (212) 551-1409. Pres.: Gene K. Beare. Contact: Ralph W. Emerson.

UNITED STATES BRANCHES: Commercial Elec-tronics Div., P. O. Box 268, Burlington Rd., Bedford, Mass. AND: Sylvania Electronic Systems Div., 40 Sylvan Rd., Waltham, Mass. AND: Sylvania Home & Commercial Electronics, 700 Ellicott Ave., Batavia, N. Y. AND: Sylcor, Can-tiague Rd., Hicksville, L. I., N. Y.

Symphonic Radio & Electronic, 235 E. 42 St., New York, N. Y. 10017. Tel.: (212) TN 7-8700. Pres.: Max J. Zimmer. Nat'l Sales Mgr.: A. Wellington. Int'l Sales: H. A. Jacobs.

Teletone (see Electronic Creations).
Truetone (see Wells-Gardner Electronics).

V-M Corp., 305 Territorial Rd., Benton Harbor, Mich. 49023. Tel.: (616) 925-8841. Pres.: Victor A. Miller. Mkt'g Mgr.: M. B. Cain. Exp. Sales Mgr.: Merce Fisher.

Victrola (see RCA Sales).
Warwick Electronics, 7300 N. Lehigh, Chicago, Ill. 60648. Tel.: (312) 774-6400. Contact: A. W. Travers.

Waters-Conley, 645 N. Michigan Ave., Chicago, Ill. 60611. Tel.: (312) 944-5125. Pres.: H. M. Greenspon. Nat'l Sales Mgr. Phonola Div.: Ed-ward Boba. Sales Mgr., Private Label Div.: Mar-tin W. Krenzke.

UNITED STATES BRANCH: 501 First Ave. N. W., Rochester, Minn. 55902. Tel.: (507) 289-1681. V-Pres. Mfg.: Richard Huber.

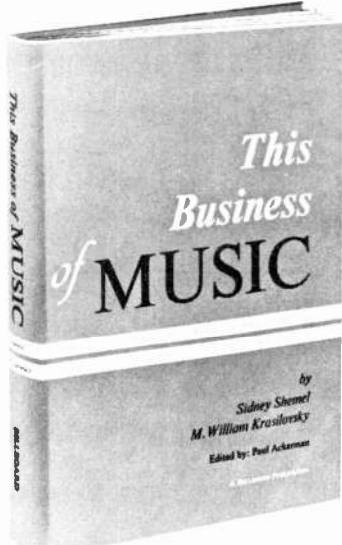
Webcor/Dormeyer, 700 N. Kingsbury St., Chicago, Ill. 60610. Tel.: (312) MO 4-6400. Pres. & Chm. of the Bd.: T. Haffa. Exec. V-Pres.: Rich-ard J. Cole. V-Pres.: George J. Pyre. V-Pres. Mfg.: Frank Herby. V-Pres. Mkt'g & Sales: C. Hakiman.

Wells-Gardner Electronics, 2701 N. Kildare Ave., Chicago, Ill. 60639. Tel.: (312) AL 2-8220. Pres.: Grant Gardner. Exec. V-Pres. & Gen. Mgr.: A. J. Wells Jr. V-Pres. Sales: Allan Gardner.

Westinghouse Electric, TV-Radio-Phono. Div., Rt. 27, Vineyard Rd., Metuchen, N. J. Tel.: (201) LI 8-5000. Gen. Mgr.: W. M. Day. Prod. Plan'g Mgr.: H. Paxinos.

Zenith Radio, 1900 N. Austin Ave., Chicago, Ill. 60639. Tel.: (312) 745-2000. Pres.: J. S. Wright. Exec. V-Pres. Sales: L. C. Truesdell. V-Pres. Exp.: J. A. Miguel.

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Panart de Venezuela, P. O. Box 9258, Caracas. Cable: Recave. Gen. Mgr.: Ramon Sabat; A&R: Rene Castro Vega; Sales: Hilario Velis; Int'l: Ramon Sabat. Label: Panart.

This company represents: Calesita (Argentina), Mag (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA).

International representatives: Argentina (Music Hall), Colombia (Fuentes), Peru (Mag), USA (Panart).

R C A, Apartado del Este 11275, Caracas. Tel.: 33 97 21. Cable: Radiointer. Gen. Mgr.: Clifford W. Slaybaugh; Rec. Sales: Oswaldo Gonzales. Label: RCA.

This company represents (and is represented by): RCA International.

Ronde de Venezuela, P. O. Box 4766, Caracas. Cable: Rondesa. Tel.: 41 25 78. A&R: Anibal Abreu; Sales: E. Fajardo. Labels: Ronde, Mara, Encore.

This company represents: Reprise (USA), Everest (USA), Pickwick Int'l (USA), Marper (Uruguay), Discofonia (Argentina), Belart (Mexico), Driole-Embassy (England), Carvalho-Lisboa (Portugal), Fonopolis (Spain), Clan (Italy), Rifi (Italy), Pathe Marconi (France), Bel Air (France), Le Chant du Monde (France), Teledisc-Dalara (Italy).

International representatives: USA (Panart), Colombia (Fuentes), Brazil (Sonus), Mexico (Belart), Italy (Rifi), France (Le Chant du Monde), England (Oriole).

Siemens, P. O. Box 3316, Caracas. Cable: Siemens, Tel.: 34 85 31. Gen. Mgr.: Henry Alex; A&R: Claudio Behrens; Sales: C. Behrens; Int'l: Henry Alex. Label: Polydor.

This company represents: Philips Int'l, MGM-Verve (USA), ABC Paramount (USA), Mercury (USA).

Venevox (Industria Nacional del Sonido), P. O. Box 5141, Caracas. Cable: Electronica. Tel.: 34 82 72. Gen. Mgr.: Charles Biederman; A&R: G. Pocovi; Sales: Pierre Casanova; Int'l: Guillermo Pocovi. Labels: Venevox-Diversion.

This company represents: Montilla (USA), Columbia Espanola (Spain), Barclay (France), Ducretet-Thomson (France), Ricordi (Italy), CGD (Italy), Sonoradio (Peru), Alvorada (Portugal), Supraphon (Czechoslovakia), Vox (USA).

● music publishers

Ediciones Musicales Venezolanas, C.A. (EDMUVECA), P.O. Box 8561, Caracas. Cable: Edmuvaca. Tel.: 41 08 00.

Editora de Musica Venezolana Internacional (EVM1), P. O. Box 8542, Caracas. Cable: Edivemus. Tel.: 41 78 19.

● supplies & services

PRESSING PLANTS

Favedica, P. O. Box 3402, Caracas.

Grabaciones Antor, Calle Baruta No. 60, El Valee, Caracas.

Grabaciones de America, S.A. (GRAMSA), P.O. Box 6813, Caracas.

Venevox, P.O. Box 5141, Caracas. Cable: Electronica. Venezolana de Grabaciones, P.O. Box 8569, Rio a Pte. Soublette, No. 1, Caracas. Cable: Cavega.

RECORDING STUDIOS

Fidelis, Calle Branger 12, Los Rosales, Caracas. Cable: Branger.

Vega, P. O. Box 8569, Caracas. Cable: Cavega.

VIET NAM, REPUBLIC OF

Population: Latest official estimate: 15,715,000. Records imported from U. S. (factory value): 1964—\$10,296.

(No other current statistics available).

● record manufacturers

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.

● supplies & services

PRESSING PLANTS

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.

Xuong To Van Ngoc, 49 Pasteru St., Saigon.

VIRGIN ISLANDS (U. S.)

Population: 1960 census—32,099; latest official estimate—41,000. (St. Thomas, St. Croix, St. John).

Records imported from U. S.: 1964—5,411,219 (units).

Radio stations: 3 (WBNB & WSTA, St. Thomas; WIVI, St. Croix).

Television stations: 2 (WITV & WEND, St. Thomas).

● record manufacturers

Tony's Rec. Shop, One Regierjens Gade, Charlotte Amalie, St. Thomas. Prop.: Antonio J. Benvenuti. Label: Savan.

Westindy, P.O. Box 2896, 72A Dronnigens Gade, Charlotte Amalie, St. Thomas. Mgr.: Bill La Motta.

● music publishers

Westindy (ASCAP), P.O. Box 2896, Charlotte Amalie, St. Thomas. Mgr.: Bill La Motta.

● record wholesalers

Conrad (Located in St. Thomas and St. Croix).

YUGOSLAVIA

Population: 1961 census—18,549,291; latest official estimate—19,392,000.

Records imported from U. S. (factory value): 1964—\$29,414.

Records exported to U. S. (factory value): 1964—\$4,281.

Number of homes with record players: Approx. 1 million.

Records sold: Approx. 7 million (1964)—LP's—20%; EP's—60%; Singles—20%.

Average retail price: LP's—\$3; EP's—\$1.50; Singles—65¢.

Important regulations: All industry and commerce is state-controlled.

● record manufacturers

Jugoton, P.O. Box 4, Pokupska Str. Dubrava, Zagreb. Tel.: 644-343/729/522. Cable: Jugoton, Zagreb. Exec. Dir.: Kopun Slavko; Export Mgr.: Mrgic Stanko. Label: Jugoton.

This company represents: Amadeo (Austria), Brunswick (USA via DGG, Germany), Broadway (USA via Italdisc, Italy), Coral (USA via DGG, Germany), Cameo-Parkway (USA via CGD, Italy), Carish (via Exportrama, Italy), Clan (via Durium, Italy), Copacabana (via Sabrina, Italy), Decca (England), DGG (Germany), Durium (Italy), Elite (via Turicaphon AG, Switz.), Fonit (via Exportrama, Italy), Italdisc (Italy), Juke Box (via CGD, Italy), London (via Decca, England), Polydor (via DGG, Germany), Phonorama (via Sabrina, Italy), Primary (via Exportrama, Italy), RCA (via Teldec, Germany), Ronnex (Belgium), Ri-Fi (via Exportrama, Italy), Ricordi (Italy), Sabrina (Italy), Telefunken (via Telec, Germany) Triola (via Turicaphon AG, Switz.), 20th Century-Fox (via CGD, Italy), United Artists (via CGD, Italy), Verve (USA, via MGM, USA), MGM (USA), Moonglow (USA), Vogue (France).

International representatives: Canada (Comet), Italy (Durium, Sabrina), Switzerland (Turicaphon AG) Sweden (Metronome), France (Vogue), USA (Festival, Monitor).

R T B, Madelonska Str., Belgrade. Top Execs.: Mr. Markovic, Mr. Budimirovic.

Radio-Televizija Beograd, Hilendarska 2, Belgrade.

● music publishers

Metronome, Ruzveltova 19, Belgrade. Tel.: 41.700. Contact: M. Ristic.

Zabavne Melodie, Optika 10, Belgrade. Contact: M. Kincl.

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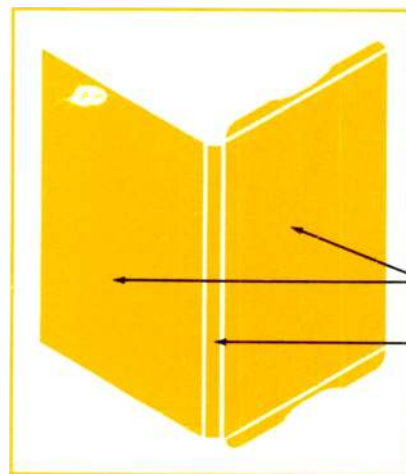
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