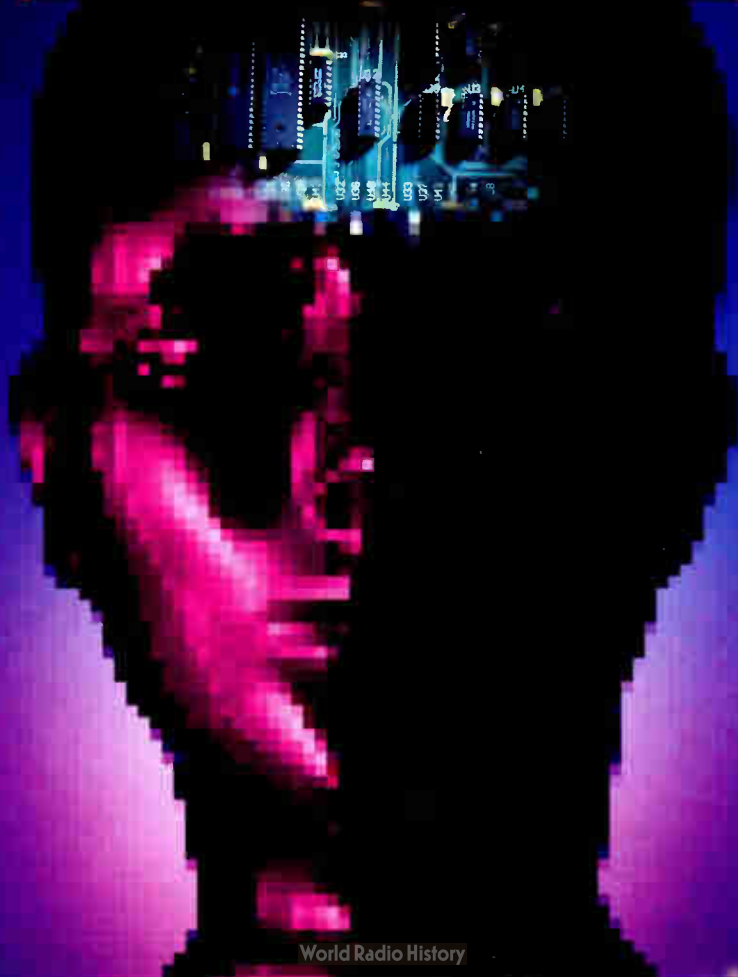
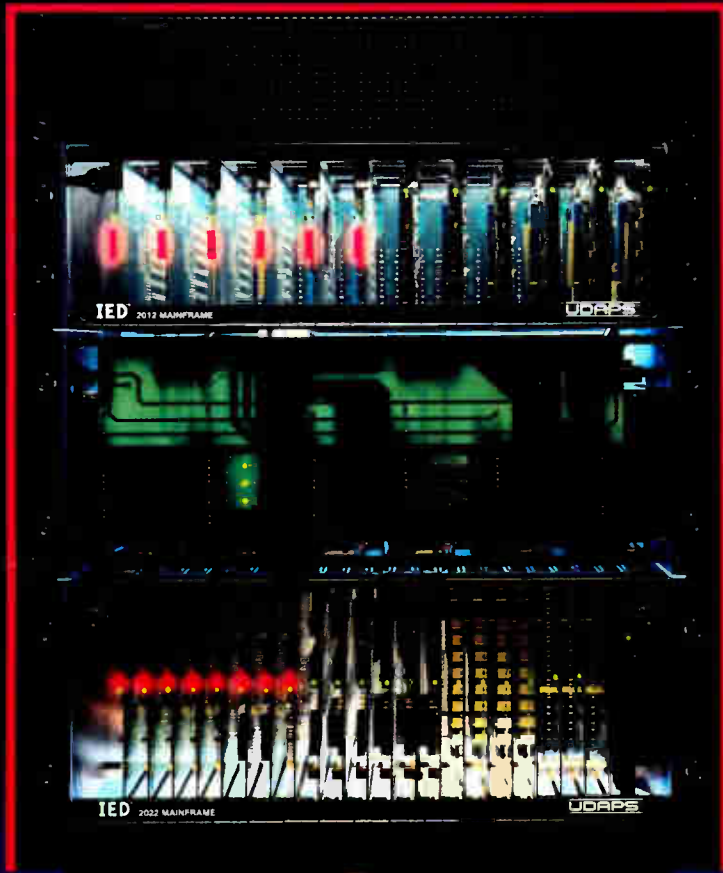
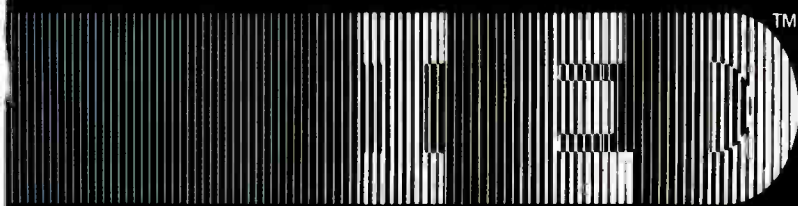


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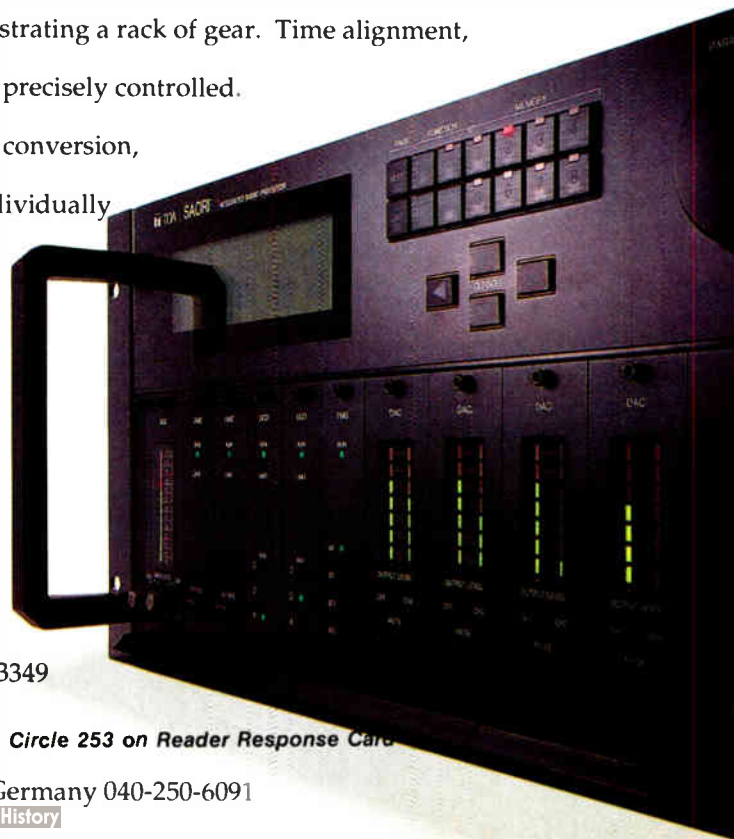
More? SAORI is modular, with plug-ins for A/D and D/A conversion, 4-way channel dividers, delays, multi-equalizers . . . all individually programmable and repeatable through the LCD display.

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SOUND COMMUNICATIONS

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A New Edition of the Blue Book

This is the thirty-first edition of the Sound & Communications Blue Book, the most complete and accessible directory of manufacturers and products in the sound and communications industry.

The Blue Book has, through the years, become indispensable to a wide variety of industry members, not the least of whom are the dealers, contractors, installers and consultants who need information on suppliers and their products in an immediately accessible format.

The listings in the Blue Book are provided free for suppliers. The information is provided by them, so that the products they make, their personnel and their identities are as pertinent and up-to-the-minute as we can make them. The Blue Book is provided to Sound & Communications readers as a service and as part of a year's subscription.

Our data base is the most comprehensive available to a wide readership. Our listings include not only the manufacturer's name and address, but the main personnel, products and reps. You can find everything you need for a job through the Blue Book.

But that's not all folks. We've found that the range of the Blue Book's reach is far beyond particular jobs. This directory is in use all year round by all members of the industry. We're proud of it; and actually, we're glad we do it, because *we* use it too.

You can find all the manufacturers of particular equipment in one place, with all the information you need initially. The Blue Book is formulated through questionnaires sent to manufacturers each year so that they can update their own information. Each year we add to the list because of

the expansion of the market (and unfortunately, each year we also do some deletions).

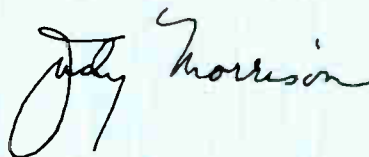
We thank all the manufacturers who took the time to fill out our forms. We know the process is time consuming. And we know you're all busy. But your efforts help to make the Blue Book a valuable service to the entire industry and in particular to Sound & Communications readers who make up the influentials in the field. The distribution of the Blue Book begins with the basic distribution of Sound & Communications — meaning that it hits virtually every contractor and consultant.

If, by any oversight, a company has been excluded, please let us know. Our goal is to include every supplier doing business in the sound and communications market.

We have largely accomplished this feat. We know you'll use the Blue Book all year round. We know we do.

Thanks to everyone who helped put this issue to bed. And please send your suggestions on how we can make the 1992 Blue Book even better. We're always listening; because our reason for being is to serve our readers.

Best regards,



Judith Morrison
Editor in Chief

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INDEX OF TRADE NAMES

- A.T.A. Cases-----Jan-AI Cases
 Accutrex-----Franklin Instrument/Time Systems
 ACOustical Interface Sys-----ACO Pacific, Inc.
 Acousticlan-----Waldom Electronics
 Ampeg-----St. Louis Music
 Ampli-Vox-----Perma Power Electronics, Inc.
 Ampicenter-----Harris Corp., Dracon Div.
 Ampro-Scully-----Television Technology Corp.
 ANSYS-----Swanson Analysis Systems, Inc.
 Architectural Acoustics-----PEAVEY ELECTRONICS CORP.
 Astatic-----CTI Audio, Inc.
 Audio Centron-----St. Louis Music
 Audlocom-----TELEX COMMUNICATIONS, INC.
 Audsco-----Audio Systems Co.
 AutoCAD Release 11-----Autodesk Inc.
 Ballade-----Dynaware USA, Inc.
 Burnsed & Bradford System-----B & B Systems, Inc.
 C-Ducer Microphones-----C-T Audio
 Cinema Digital Sound-----Optical Radiation Corporation
 Cloudrite-----MBI Metal Building Interior Prod Co
 Colorsonix-----MBI Metal Building Interior Prod Co
 Command-----Richmond Sound Design Ltd.
 Communitron-----Stor-Com Inc.
 Concept Speaker Systems-----Headwater USA
 Confidencer-----Roanwell Corp.
 Conneaut Audio Devices-----CTI Audio, Inc.
 Crate-----St. Louis Music
 CrowdComp-----LynTec
 Cue-----Richmond Sound Design Ltd.
 DADCO-----Door Alarm Devices Corp.
 Daflex, Dafion-----Daburn Electronics and Cable Corp.
 Danyon, Dalite-----Daburn Electronics and Cable Corp.
 Diagnostic Instruments-----Scantek, Inc.
 DynaPerspective-----Dynaware USA, Inc.
 Ektacom-----Fisher Berkeley Corporation
 Electro-Mech Imagneering-----EMI
 Electro-Voice-----Electro-Voice
 Entraguard-----MARLEE ELECTRONICS
 Express Link-----LaBelle Display Sciences Group
 Fane Acoustics-----Acoustical Supply International
 FlatStack-----Microtran Company
 Flexible Arm Co.-----Stanley Hirsch Associates Inc.
 Fox's Rack 'N' Roll-----Sound Designers Studio
 Genelec-----Drawmer/QMI
 Gerraudio Dist. Inc.-----GERR Electro Acoustics Ltd.
 Gold Ribbon Sound-----Soundwall Corp.
 Hartke Systems-----Samson Technologies Corp.
 HME-----HM ELECTRONICS, INC.
 Intervox-----International Components Corp.
 Jersey Specialty Company-----JSC Wire & Cable
 Knoll-----Knoll Systems
 Lipsner-Smith Co.-----RTI-Research Technology Int'l
 MARK 5M-----Franklin Instrument/Time Systems
 McKenzie-----Waldom Electronics
 Mic-Eze-----Ac-cetera Inc.
 Microloop-----OVAL WINDOW AUDIO
 Micropass-----Racon, Inc.
 Millennium-----LEE DAN COMMUNICATIONS, INC.
 Miniloop-----OVAL WINDOW AUDIO
 Mobllpage-----Midwest Electronic Industries
 Mogami-----BI-Tronics, Inc.
 Mogami-----Marshall Electronics Inc.
 MultiVox-----MaxiVox
 Muscle Magnet Series-----Universal Electronics Inc.
 Noisebuster-----The Proudfoot Co., Inc.
 Norsonic-----Scantek, Inc.
 Notcoschow-Wright-----Acoustical Supply International
 NSO-----RTI-Research Technology Int'l
 Ohm (UK) Industries-----Headwater USA
 Omnicraft Noisegates-----C-T Audio
 P-Tec-----Harris Corp., Dracon Div.
 Pacific-----Knoll Systems
 Page Pac-----Harris Corp., Dracon Div.
 Patchprints-----Patch Bay Designation Co.
 Performance Automation-----Sound Designers Studio
 Plenair-----Teledyne Thermatics
 PowerRite-----Deltac Electronics Corp.
 PowerVoucher-----LynTec
 R2-----Lucasfilm Ltd./THX Group
 RCF-----Acoustical Supply International
 Redline-----MISCO/Minneapolis Speaker Co., Inc.
 Relchenbach Engineering-----Bauer Communications Inc.
 Reliable Security Systems-----Doorguard Systems, Inc.
 Rhino-----Jan-AI Cases
 Ring-Master-----RING COMMUNICATIONS INC.
 Rion Instruments-----Scantek, Inc.
 Rip-Tie Cable Wrap-----Seam-Tech
 Rogar Case Co.-----A & S Case Company
 ROH-----PORTLAND INSTRUMENT CORP.
 RTS Systems-----TELEX COMMUNICATIONS, INC.
 Rubber-Neck-----Ac-cetera Inc.
 s, Inc.-----B & B Systems, Inc.
 San Pan-----MBI Metal Building Interior Prod Co
 ServoDrive Subwoofers-----Intersonics, Inc.
 Shrink Wrap Systems-----Seal-O-Matic Co.
 Silentflow-----The Aeroacoustic Corp.
 Silentroom-----The Aeroacoustic Corp.
 Sockets-Plus-----Perma Power Electronics, Inc.
 Sound Enhancement-----TELEX COMMUNICATIONS, INC.
 Soundblox-----The Proudfoot Co., Inc.
 Soundsphere-----Sonic Systems Inc.
 Spiral Metal Prod.-----Stanley Hirsch Associates Inc.
 Splitform-----Microtran Company
 Stik Klip, TI Tite-----Daburn Electronics and Cable Corp.
 Superloop-----OVAL WINDOW AUDIO
 SVS-----Surveillance Video Systems
 Swemar-----Leader Instruments Corp.
 Tajimi-----Marshall Electronics Inc.
 Tapechek,RTI-----Research Technology Int'l
 Taperwire-----PORTLAND INSTRUMENT CORP.
 Tec Lab-----Kalamazoo Technical Furniture Inc.
 Technicart-----Leader Instruments Corp.
 Technics-----Oz Electronics, Inc.
 Tele-Imager-----Northern Information Technology Inc
 TeleVox-----MaxiVox
 Touchmaster Intercom-----Soundsmith, Inc.
 Transwave-----Schell Electronics, Inc.
 Uniprise-----Stanley Hirsch Associates Inc.
 Van-Guard-----LEE DAN COMMUNICATIONS, INC.
 Video Sentry PanTilt-----Alphone Corp.
 Video-Dex-----Gaslight Video
 Visual Pager-----Microframe Corporation

CONTRACTORS

SEPTEMBER							DECEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	1	2	3	4	5	6	7
8	9	10	11	12	13	14	8	9	10	11	12	13	14
15	16	17	18	19	20	21	15	16	17	18	19	20	21
22	23	24	25	26	27	28	22	23	24	25	26	27	28
29	30						29	30	31				

OCTOBER							JANUARY						
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13	14	15	16	17	18	19	12	13	14	15	16	17	18
20	21	22	23	24	25	26	19	20	21	22	23	24	25
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NOVEMBER							FEBRUARY						
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17	18	19	20	21	22	23	16	17	18	19	20	21	22
24	25	26	27	28	29	30	23	24	25	26	27	28	29

ASSOCIATIONS

American Institute of Architects (AIA)

1735 New York Ave., NW
Washington D.C. 20006
(202) 626-7300

American National Standard Institute (ANSI)

11 West 42nd St.
New York, NY 10036
(212) 354-3300

Audio Engineering Society (AES)

60 East 42nd St., Suite 2520
New York, NY 10165
(212) 661-8528

Custom Electronic Design & Installation Association (CEDIA)

10400 South Roberts Rd., Suite D
Palos Hills, IL 60465
(800) CEDIA-30

Electronics Distribution (EDS)

222 South Riverside Plaza, Suite 2710
Chicago, IL 60606
(312) 648-1140

Electronics Industries Association (EIA)

2001 Pennsylvania Ave., NW
Washington D.C. 20006
(202) 457-4900

Electronics Technicians Associations (ETA)

602 North Jackson St.
Greencastle, IN 46135
(800) 359-6706

International Association of Auditorium Managers (IAAM)

325 Central Ave., Suite 225

White Plains, NY 10606
(914) 683-1000

International Business Music Association (IBMA)

280 Federal Ave.
NW Massillon, OH 44664
(216) 833-4164

International Communications Industries Association (ICIA)

3150 Spring St.
Fairfax, VA 22031
(703) 273-7200

International DJ Expo

25 Willowdale Ave.
Port Washington, NY 11050
(516) 767-2500

Institute of Electrical & Electronics Engineers (IEEE)

445 Hoes Lane
Piscataway, NJ 08855-1331
(212) 705-7900

International Security Conference

1350 East Touhy Ave.
Des Plaines, IL 60018
(708) 299-9311

International Society of Certified Electronics Technicians (ISCET)

2708 West Berry St.
Fort Worth, TX 76109
(817) 921-9101

International Teleproduction Society

990 6th Ave., Suite 21E
New York, NY 10018
(212) 629-3266

EVENTS

SEPTEMBER 1991

IBMA
9/11 — 9/14
Palm Springs, CA

NAB
9/11 — 9/14
San Francisco, CA

OCTOBER 1991

SBE
10/2 — 10/5
Houston, TX

AES
10/4 — 10/8
New York City

CEDIA
10/9 — 10/13
San Francisco, CA

DJ EXPO
10/14 — 10/16
Orlando, FL

NECA
10/19 — 10/22
San Francisco, CA

SMPTÉ
10/26 — 10/29
Los Angeles, CA

ETA Technicians Show
10/91
Grand Island, NE

NOVEMBER 1991

NCAC
11/1 — 11/4
Houston, TX

Intelix (IEEE)
11/5 — 11/8
Kyoto, Japan

ETA
Technicians Show
11/91
Indianapolis, IN

DECEMBER 1991

GlobeCom
(IEEE)
12/2 — 12/5
Phoenix, AZ

JANUARY 1992

CES (EIA)
1/9 — 1/12
Las Vegas, NV

NAMM
1/17 — 1/19
Anaheim, CA

NSPE
1/19 — 1/25
Charleston, SC

FEBRUARY 1992

Infocomm (ICIA)
2/6 — 2/8
Washington D.C.

EVENTS

SMPTE
2/7 — 2/8
Detroit, MI

ISC
2/11 — 2/13
Las Vegas, NV

MARCH 1992

AES
3/24 — 3/27
Vienna, Austria

APRIL 1992

NAB
4/13 — 4/16
Las Vegas, NV

NCSA
4/27 — 4/29
Anaheim, CA

MAY 1992

DJ EXPO
5/2 — 5/8
Los Angeles, CA

EDS
5/5 — 5/7
Las Vegas, NV

NABER
5/6 — 5/9
Washington D.C.

NFPA
5/18 — 5/21
New Orleans, LA

CES (EIA)
5/30-6/2
Chicago, IL

NCAC
5/92
Salt Lake City, UT

JUNE 1992

AIA
6/19 — 6/22
Boston, MA

ETA
6/92
Location TBA

JULY 1992

NFLCP
7/15 — 7/19
St. Paul, MN

NSPE
7/19 — 7/25
Oakbrook, IL

ITS
7/92
Los Angeles, CA

CALENDAR

MARCH							JUNE						
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24	25	26	27	28	29	30	30	31					
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ASSOCIATIONS

National Association of Broadcasters (NAB)
1771 N St., NW
Washington, D.C. 20036-2891
(202) 429-5300

National Association of Business & Educational Radio (NABER)
1501 Duke St.
Alexandria, VA 22314
(703) 739-0300

National Association of Music Merchants (NAMM)
5140 Avenida Encinas
Carlsbad, CA 92008
(619) 438-8001

National Association of Radio & Telecommunications Engineers (NARTE)
P.O. Box 678
Medway, MA 02053
(508) 533-8333

National Council of Acoustical Consultants (NCAC)
P.O. Box 359
Springfield, NJ 07081
(201) 379-1100

National Electronics Contractors Associations (NECA)
7315 Wisconsin Ave., Suite 1300W
Bethesda, MD 20814
(301) 657-3110

National Federation of Local Cable Programmers (NFLCP)
P.O. Box 27290
Washington, D.C. 20038
(202) 393-2650

National Fire Protection Association (NFPA)
Batterymarch Park
Quincy, MA 02269
(617) 770-3000

National Satellite Dealer Coalition
P.O. Box 973
Camden, AK 71701
(800) 765-8938

National Society of Professional Engineers (NSPE)
1420 King St.
Alexandria, VA 22314
(703) 684-2800

Society of Broadcast Engineers (SBE)
P.O. Box 20450
Indianapolis, IN 46220
(317) 842-0836

Society of Motion Picture & Television Engineers (SMPTE)
595 West Hartsdale Ave.
White Plains, NY 10607
(914) 761-1100



Aphex Systems

11068 Randall Street
Sun Valley, CA 91352
(818) 767-2929 FAX: (818) 767-2641
President: Marvin Caesar; Vice President:
Hugh Wilcox; Sales Manager: Paul
Freudenberg
Gould Marketing, Inc., Montreal, Quebec,
514-342-4441
Clueco Pro Division, Paris, France,
331-43596159
AKG Acoustics, Munich, Germany,
498-9 87 160
Otaritec Corporation, Tokyo, Japan,
813-392-7811
Sound Technology, Letchworth, UK
444-62480800
Nova Marketing, San Francisco, CA
415-952-0943
PRODUCTS: audio interfaces

ATI-Audio Technologies Inc.

328 W. Maple Avenue
Horsham, PA 19044
(215) 443-0330 FAX: (215) 443-0394
President: Samuel B. Wenzel; Vice President:
Edward M. Mullin
PRODUCTS: audio interfaces

Banner Magnetics - Toroids

P.O. Box 1803
Shelby, NC 28151
(704) 487-7012
General Manager: John Dellinger
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: transformers



Bauer Communications Inc.

6887 Farndale Ave., Bldg. 12
N. Hollywood, CA 91343
(818) 891-9983 (800) 627-7277
FAX: (818) 894-0715
President: Jim Bauer
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: direct boxes, audio interfaces,
transformers

Benchmark Media Systems, Inc.

5925 Court Street Rd.
Syracuse, NY 13206-1707
(315) 437-6300 (800) 262-4675
FAX: (315) 437-8119
President: Allen H. Burdick; Sales Manager: R.

Rory Rall; Operations Manager: Mark A.
Potterbaum
Nova Marketing, San Francisco, CA
415-952-0943
PRODUCTS: audio interfaces

Bourns Inc.

1200 Columbia Ave.
Riverside, CA 92507
(714) 781-5071 FAX: (714) 781-5174

Clarostat Mfg.

1 Washington St.
Dover, NH 03820
(603) 742-1120 FAX: (603) 742-0481

Communications Company, Inc.

3490 Noell St.
San Diego, CA 92110
(619) 297-3261 FAX: (619) 297-3279
Executive Vice President: Michael Jordan;
Engineering/Manufacturing: David Johnson;
Order Desk: Bobby Willis; Shipping: Rich Willis;
President: Peter Jordan
Audio Marketing Associates, Brecksville, OH
216-526-2426
Bencslk Associates, Ocala, FL 904-732-9775
Secom Systems, Dorrville, GA 800-241-9409
Peregrine SW Reps., Houston, TX
713-589-8481
Western Audio Sales, Glendale, CA 818-246-3806
Audio Etc., St. Peters, MO 314-278-4130

Comsec

3619 East 4th Ave.
Vancouver, BC V5M 1M2
(604) 298-4177 FAX: (604) 298-0951
Audio Etc., St. Peters, MO 314-278-4130

EDCOR ELECTRONICS

7130 National Parks Hwy
P.O. Box 5098
Carlsbad, NM 88220
(505) 887-6790 (800) 854-0259
FAX: (505) 887-6880
Sales: P. Weston; Engineering: Brian Weston
Greg Dzubay & Assoc., Glendale, AZ
800-999-0006
PRODUCTS: direct boxes, transformers

ESE

142 Sierra Street
El Segundo, CA 90245
(213) 322-2136 FAX: (213) 322-8127
President: Jerry Johnson; Vice President/Sales
Manager: Bob Mayers; Marketing Manager:
Brian Way; General Manager: Bill Kaiser
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: audio interfaces

FSR Inc.

244 Bergen Boulevard
West Paterson, NJ 07424
(201) 785-4347 (800) 332-3771
FAX: (201) 785-3318
President: William G. Fitzsimmons; Vice
President: Janice Sandri; Engineering
Manager: Joseph Fischer; Special Projects
Manager: John Macaluso; Manager, Metal
Products: Joseph Amico
Sigmat Corporation, Valley Forge, PA
215-783-6666
Peregrine Southwest, Houston, TX
713-589-8481
Henry W. Phillips Inc., Roswell, GA 404-992-3070
Piper and Glvan Associates, Needham, MA
617-449-1144

Design Factors, Hacienda Hts., CA 213-697-7576
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: audio interfaces, transformers

Heath

Hilltop Rd.
St. Joseph, MI 49085

Henry Engineering

503 Key Vista Drive
Sierra Madre, CA 91024
(818) 355-3656 FAX: (818) 355-0077
Owner: Hank Landsberg
Allied Broadcast Equip. Inc., Richmond, IN
800-622-0022
Broadcast Supply West, Tacoma, WA
800-426-8434
Bradley Broadcast Sales, Gaithersburg, MD
800-732-7665
Broadcasters General Store, Ocala, FL
904-622-9058
P.A.S., Ft. Worth, TX 817-483-7474
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: audio interfaces

Impart

2225 4th Ave.
Seattle, WA 98121
(206) 728-0184

Industry West Electronics

270 N. Geneva Rd.
Orem, UT 84057
(801) 226-1000 FAX: (801) 226-3268
President: Darold Francis; Director of
Marketing: Jay Simmons; Engineer: Chris
Poulson
PRODUCTS: direct boxes

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705
FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales:
Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN
218-828-9483
PRODUCTS: transformers

JENSEN TRANSFORMERS INC.

10735 Burbank Blvd.
North Hollywood, CA 91601
(213) 876-0059 FAX: (818) 763-4574
President: Bill Whitlock; Vice President,
Engineering: Steve Hogan; Vice President,
Operations: Dave Hill
C.B. Electronic Marketing, Arvada, CO
303-422-0561
PRODUCTS: audio interfaces, transformers

Lightronics

789 Seahawk Circle
Virginia Beach, VA 23452
(804) 427-0852

Littlite/ CAE Inc.

10087 Industrial Drive
P.O. Box 430
Hamburg, MI 48139
(313) 231-9373 FAX: (313) 231-1631
President: James Fackert; General Manager:
Robert Bergman; Sales Manager: Fred
Mikeska; Sales and Marketing: Sharon Suffolk
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: lights

Mag-Tags Inc.

2531 W. Tharpe
Tallahassee, FL 32303
(904) 386-5611 (800) 677-8247
FAX: (904) 385-5710
Owner: Alan Pippenger; CEO: Carolyn Pippenger;
National Sales Manager: Sondra Hoover
Multi-Technical Reps., Brainerd, MN
218-828-9483

Meridian Technologies, Inc.

80 Mott Avenue
Inwood, NY 11696
(516) 371-9300 FAX: (516) 371-9301
President: Robert Klein; Director of Engineering: Jack Krol
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: audio interfaces

MG Electronics

32 Ranick Road
Hauppauge, NY 11788
(516) 582-3400 FAX: (516) 582-3229
President: Elliott Maltz; National Sales Manager: Stan Grey; Asst. Sls. Mgr., Comm. Sound: Herb Woll; CEM Sales Manager: John Kibbitt; Credit Manager: Rita McIberger; Customer Service: Sue Novak
Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: transformers

Niles Audio

P.O. Box 160818
Miami, FL 33116
(305) 238-4373 FAX: (305) 238-0185
President: Ivan Zuckerman; Vice President: Janice Zuckerman; National Sales Director: Paul Collins; Customer Service Manager: Connie Peters; Dir. Sls. Training/Tech Sup.: Gary Burke; Technical Support: David Aleilo
Camden Marketing, Pierre Fonds, QU
514-683-3377
PRODUCTS: direct boxes, audio interfaces, transformers

Parsons Mfg. Corp.

1055 O'Brien Dr.
Menlo Park, CA 94025
Sales Manager: Steve Wurzer
Camden Marketing, Pierre Fonds, QU
514-683-3377

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034
FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmer Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819
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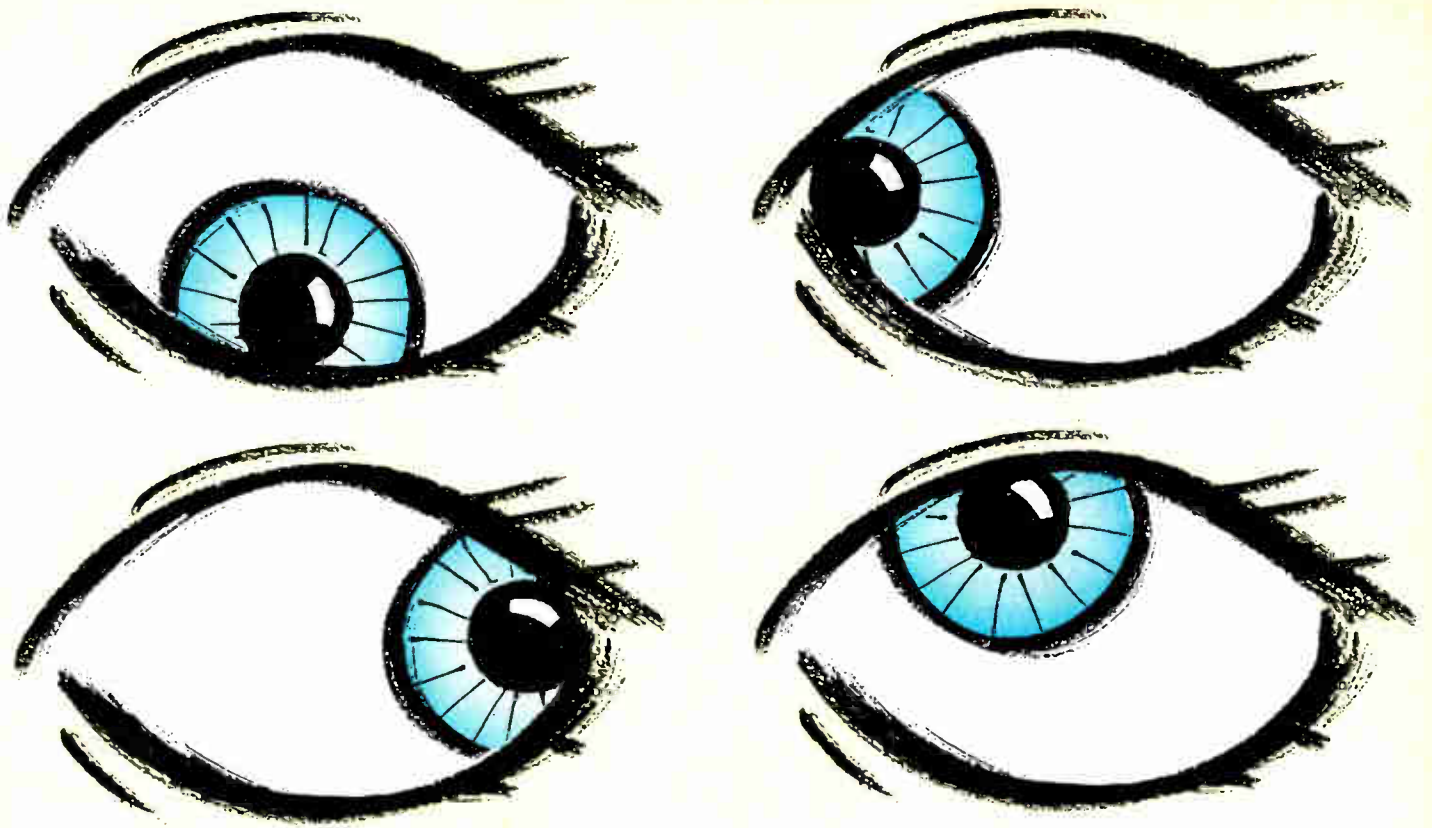
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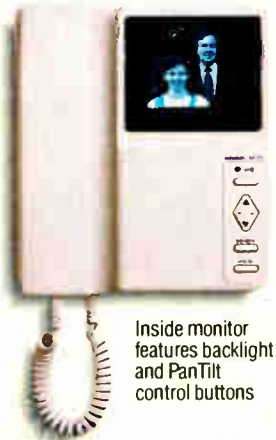


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Doorguard Systems, Inc.

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Baltimore, MD 21207
(301) 281-0022 (800) 442-MACS
FAX: (301) 281-0061
President/Owner/C.E.O.: C.T. Croson Jr.; Vice
President/General Mgr.: Paul O'Connell; Sales
Manager: Jerry Peck CPL; Technical
Applications/R&D: John Shipley CML
Langbaum Associates, Inc., New York, NY
914-634-1141
Garreau & Associates, Rosewell, CA
404-343-8036
King & Associates, Grosse Pointe Pk, MI
313-534-7313
Industrial Security Systems, Crofton, MD

301-721-0005
Carey & Associates, Houston, TX 713-460-1111
Camden Marketing, Pierre Fonds, OU
514-683-3377
PRODUCTS: door-lock systems

Dorado Systems Corp.

1842 Sabre St.
Hayward, CA 94545
(510) 783-2000 FAX: (510) 786-3028
Director of Marketing: Bill Ragsdale; National
Account Manager: Walt Mahoney
PRODUCTS: access control, signaling devices

Edwards Company, Inc.

195 Farmington Avenue
P.O. Box 1188
Farmington, CT 06034
(203) 678-0410 FAX: (203) 677-5881
President: Timothy Mellen; Vice Pres. Mktg.,
Sales Mgr.: Louis Riccio; Vice President
Finance: Paul DeFilippo; Vice President,
Engineering: Ed Miller; Vice Pres. Employee
Relations: Robert Maxwell
Edwards Company, Inc., Cherry Hill, NJ
609-482-5300
Edwards Company, Inc., Atlanta, GA
404-451-0362
Edwards Company, Inc., City Of Indus., CA
818-854-8670
Edwards Company, Inc., Pleasanton, CA
415-463-1788
Edwards Company, Inc., Downers Grove, IL
708-515-1900
Edwards Company, Inc., Livonia, MI
313-458-7777
Edwards Company, Inc., Dallas, TX 214-233-8998
Edwards Company, Inc., Miami, FL 305-592-0510
Edwards Company, Inc., Norwood, MA 617-762-
9115
Edwards Company, Inc., Norwalk, CT
203-847-1115
Edwards Company, Inc., Lorton, VA
703-550-7815
PRODUCTS: fire alarm, signaling devices,
smoke detectors, strobes

Electro-Vox

2626 Bates Rd.
Montreal, Qu H3S 1B2
(514) 731-3771 FAX: (514) 731-3193

Elkay Industries

2925 North Market St.
St. Louis, MO 63106
(314) 535-1333 FAX: (314) 535-4118
CEO/ENG: Richard Hahn; President: Paul
Grote; Vice President, Sales: Martin Hahn;
Engineering: Jack Scilligo
Edwards Company, Inc., Livonia, MI
313-458-7777

Eltrex Int'l

2 Columbia Dr.
Amherst, NH 03031
(603) 886-3500 FAX: (603) 886-3508

ENCOM PRODUCTS CO., INC.

502 Lower Hopewell Road
Oxford, PA 19363
(215) 932-9600 (800) 424-9066
FAX: (215) 932-9999
Greg Dzubay & Assoc., Glendale, AZ
800-999-0006
PRODUCTS: Intercom

EXI ELECTRONICS MANUFACTURING

803 Erin St.
Winnipeg, MB R3G 2W2
(204) 453-0573 FAX: (204) 775-1165
Sales Engineer: Mort Larsen; R & D Engineer:
Vladimir Federman; Marketing: Les Toutant
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: access control, door-lock systems,
intrusion detection, signaling devices

Faraday, Inc.

805 S. Maumee Street
Tecumseh, MI 49286
(517) 423-2111 FAX: (517) 423-2320
Senior Vice President: Ron Miller; Fire Alarm
Product Manager: Dave Hall; Clock Production
Manager: Bob Ewing; Intercom Production
Manager: Mike Marceau; Sales Manager - Fire
Alarm: Bill Hippert
Greg Dzubay & Assoc., Glendale, AZ
800-999-0006

Federal Signal Corp. Comm. Products

4974A Scioto Darby Road
Hilliard, OH 43026
(614) 876-6677 (800) 521-8219
FAX: (614) 876-6975
General Manager: Robert Rankin; Marketing
Manager: Gregory Davis; Eastern Regional

Manager: James Belshe; Western Regional
Manager: Hal Light
Greg Dzubay & Assoc., Glendale, AZ 800-999-
0006

Fiber Options

80 Orville Drive, Ste. 102
Bohemia, NY 11716
(516) 567-8320 (800) 342-3748 FAX: (516) 567-
8322
CEO: Bob De Lia; Vice President: Clyde Smith;
Vice President: Jack Fitzsimmons; Sales
Manager: Rita Edrich
F.M. Valenti, Nahant, MA 617-592-5300
Thaw Sales & Marketing, So. Plainfield, NJ 201-
757-8150
Intermountain Marketing, Castle Rock, CO 303-
688-5507
Marketing Specialists, Simi Valley, CA 805-582-
0666
Universal Technologies S.A., Waure, Belgium,
321-0-242520
PRODUCTS: CCTV

Fire Burglary Instruments

50 Engineers Rd.
Hauppauge, NY 11788
(516) 921-8666 FAX: (516) 921-0088

Fire Control Instruments, Inc.

269 Grove Street
Newton, MA 02166
(617) 965-2010 FAX: (617) 965-0659
President: Frank Carideo; Executive Vice
President: Art Appel; Director, Sales &

Marketing: Randy Edwards
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: fire alarm, signaling devices,
smoke detectors, strobes

Floyd Bell, Inc.

897 Higgs Ave.
Columbus, OH 43212
(614) 294-4000 FAX: (614) 291-0823
President: Donald C. Foukal; Vice President,
Marketing: Tom Shain; Vice President,
Development: Ely Zofan; Materials Manager:
Don Owens; Manufacturing Manager: John
Miller
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: signaling devices

FSR Inc.

244 Bergen Boulevard
West Paterson, NJ 07424
(201) 785-4347 (800) 332-3771
FAX: (201) 785-3318
President: William G. Fitzsimmons; Vice
President: Janice Sandri; Engineering
Manager: Joseph Fischer; Special Projects
Manager: John Macaluso; Manager, Metal
Products: Joseph Amico
Sigmet Corporation, Valley Forge, PA
215-783-6666
Peregrine Southwest, Houston, TX
713-589-8481
Henry W. Phillips Inc., Roswell, GA 404-992-3070
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Cambridge Marketing, Westerville, OH
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PRODUCTS: signaling devices

Galaxy Control Systems

3 N. Main Street
P.O. Box 158
Walkersville, MD 21793
(301) 694-9355 (800) 445-5560
FAX: (301) 898-3331
General Manager: Rick Fournier
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: access control, ancillary components, door-lock systems, duress

General Security Co., Inc.

16 Newtown Plaza
Plainville, NY 11803
(516) 753-0700 (800) 572-8989
FAX: (516) 753-0839
President: Charles Tanner; Director of Sales: Joseph N. Benjamin
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: ancillary components

Gentex Corporation

10985 Chicago Drive
Zeeland, MI 49464
(616) 392-7195 FAX: (616) 392-4219
Director of Marketing: Scott R. Edwards
Peter Hilton, Regional Manager, Medford, MA
617-395-0245
John Morrow, Regional Manager, Jacksonville, FL
904-260-6157
Dennis Clair, Regional Manager, El Toro, CA
714-472-4744
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: signaling devices, smoke detectors, strobes

GYRR, A DIVISION OF ODETICS

1515 South Manchester Avenue
Anahiem, CA 92802
(714) 772-1000 (800) 854-6853
FAX: (714) 776-6363
Director of Marketing & Sales: Thomas S. Pappageorge; Sales Manager: Domenic Isola;
Field Sales Manager: Jim Hawver; Field Sales Manager: Steve Wilber
John Anthony, Stamford, CT 203-322-9202

Home Safeguard Industries

29706 Baden Pl.
P.O. Box 4073
Mallbu, CA 90265
(213) 457-5813 FAX: (213) 457-4862
President: Leon Cooper; Vice President: Bill Halnes
Cambridge Marketing, Westerville, OH
614-363-9191

Identocard Technologies

1824 Colonial Village Lane
P.O. Box 10517
Lancaster, PA 17605-0517
(717) 299-3610 FAX: (717) 299-4122
PRODUCTS: access control

Intelligent Controls, Inc.

6825 216th St. SW
P.O. Box 1194
Lynnwood, WA 98036
(206) 771-8107 (800) 842-0221
FAX: (206) 775-1641
Vice President, Sales: Ron Katzlin; Product

Manager: Jeffrey Hovorka
Cord Lock Company, Prattville, AL 800-633-1464
PRODUCTS: access control, ancillary components, door-lock systems, duress, intrusion detection

International Components Corp.

105 Maxess Road
Melville, NY 11747
(516) 293-1500 (800) 645-9154
FAX: (516) 293-4983
President: Mort Grossman; Executive Vice President: Irwin Friedman; Vice President: Fred Grossman; Eastern Regional Sales Mgr.: Ken Reed; Vice President: Harvey Crossman
C.B. Electronic Marketing, Arvada, CO
303-422-0561
PRODUCTS: announcement systems, burglar alarms, Intercom, signaling devices, sirens, smoke detectors

International Logistics Systems Inc

295 Cortlandt Street
P.O. Box 25
Belleville, NJ 07109
(201) 759-0007 FAX: (201) 759-8989
President: Carmine O. Pellosie; Vice President: Dar Hyatt
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: audio surveillance, CCTV, sirens, video motion detection, video surveillance, wireless systems

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705
FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales: Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN
218-828-9483
PRODUCTS: audio surveillance, CCTV, Intercom, video surveillance

Keltron Corp.

225 Crescent St.
Waltham, MA 02154
(617) 894-8700 FAX: (617) 899-9602
Sales and Applications Mgr.: Steven P. Sargent
Doug Warren, Newport News, VA 804-930-3217

Knox Security Engineering Corp.

335 Greenwich Ave.
Greenwich, CT 06830
(203) 622-7300 FAX: (203) 622-7418
Multi-Technical Reps., Brainerd, MN
218-828-9483

LEE DAN COMMUNICATIONS

155 Adams Avenue
Hauppauge, NY 11788-3699
(516) 231-1414 (800) 533-3261
FAX: (516) 231-1498
President: Leon Goldberg; Vice President Operations: Lawrence J. Goldberg; V.P. Finance & Administration: David H. Goldberg; Senior Technician: Sanford Hoffman; Office Manager: Rita Kaplan; Sr. Sales/Service Associate: Susan Leon
C.L. Pugh & Associates, Cleveland, OH
216-238-1777
PRODUCTS: access control, audio surveillance, CCTV, door-lock systems, Intercom, intrusion detection, signaling devices, sirens, video surveillance

LeFebure

308 29th St. NE
Cedar Rapids, IA 52406
(319) 366-2771

Lourea Electronics

6154 Lemona Avenue
Reseda, CA 91411
(818) 994-6498 FAX: (818) 994-6458
President: Louis F. Welss; Marketing/Systems Planning: George H. Barnes
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: audio surveillance, duress, intrusion detection

MACKENZIE LABORATORIES, INC.

5507 Peck Road
Arcadia, CA 91006
(818) 579-0440 (800) 423-4147 FAX: (818) 448-7131
President: Sam Khoury; Sr. Vice President: Nagy Khattar; Manager, Sales: Joe Vitale
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: announcement systems

MARLEE ELECTRONICS

2501 S. Front Street
Philadelphia, PA 19148
(215) 463-4842 (800) 874-8036
FAX: (215) 755-7877
President: B. Scott Holloway; Service Mgr./ Technical Eng.: Chas Tevis; Sales Coordinator: Kelly Lyman; Accounts Receivable/ Payable: Cookie Malandro
John Wilkins Assoc., Hillsboro, OH 513-826-8980
Associated Systems, Bedford, NH 603-472-2297
CSA/ Coaxial Systems Assoc., Tequesta, FL
407-746-6626
George Pettit Company, Berkely, IL
708-449-8000
Alby Currant Sales, Pittsford, NY 716-586-1110
Multi-Technical Reps., Brainerd, MN
218-828-9483
Rutherford Controls, Ontario, Canada,
519-621-7651

McGohan Electronics

1033 Fairway Dr.
Bensenville, IL 60106
(708) 595-2342 (800) 342-8853
FAX: (708) 595-2919
President: Jim McGohan; Vice President: Ronald Johnston; Secretary: Helen McGohan;
Director of Engineering: Robert Henderlong
Murphy & Cota Company, Atlanta, GA
404-875-2525
Austin and Associates, Willingboro, NJ
609-871-9290
Malsh Sales, Mulberry, IN 317-296-2322
J.W. Lerner Company, Stow, OH 216-686-1965
Rancillo and Associates, St. Louis, MO
314-845-0330
Sunrise Sales Company, LaMolle, IL
815-638-2660
PRODUCTS: signaling devices, sirens

Meridian Technologies, Inc.

80 Mott Avenue
Inwood, NY 11696
(516) 371-9300 FAX: (516) 371-9301
President: Robert Klein; Director of Engineering: Jack Krol
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: access control, audio surveillance, CCTV, signaling devices, video surveillance

MG Electronics

32 Ranick Road
Hauppauge, NY 11788
(516) 582-3400 FAX: (516) 582-3229
President: Elliott Maltz; National Sales
Manager: Stan Grey; Asst. Sls. Mgr., Comm.
Sound: Herb Woll; CEM Sales Manager: John
Kibbitt; Credit Manager: Rita McIberger;
Customer Service: Sue Novak
Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: signaling devices, sirens

Napco Security System

333 Bayville Avenue
Amityville, NY 11701
(516) 842-9400 FAX: (516) 842-9137
Camden Marketing, Pierre Fonds, QU
514-683-3377

Navco Security Systems

16600 Aston St.
Irvine, CA 92714
(714) 250-4352
Camden Marketing, Pierre Fonds, QU
514-683-3377

Notifier

12 Clintonville Road
Northford, CT 06472
(203) 484-7161 (800) 289-3473
FAX: (203) 484-7118
President: Mark S. Levy; Vice President/Sales &
Mktg.: W. Allen Fritts; Vice
President/Engineering: Don Anderson; Vice
President/Manufacturing: Fabian Skretta;
Controller: Dave DeMeo
Paul Stone, Boston, MA 203-297-7041
Ken Plummer, Chicago, IL 203-297-7040
Todd Burgart, Dallas, TX 203-297-7037
Frank Tomberlin, Atlanta, GA 203-297-7038
Jim Arizini, Los Angeles, CA 203-297-7039
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: announcement systems, fire
alarm, signaling devices, sirens, smoke
detectors, strobes

Oregon Scientific Inc.

10950 S.W. 5th St., Suite 275
Beaverton, OR 97005
(503) 646-9806 (800) 869-7779
FAX: (503) 641-8015
Sunrise Sales Company, LaMolle, IL 815-638-
2660

PANASONIC CCVED

One Panasonic Way
Secaucus, NJ 07094
(201) 392-4429 FAX: (201) 348-7372
General Manager: Milton A. Landau; Assistant
General Manager: Ronald Harned
Panasonic CCVED/Northeast, Secaucus, NJ
201-348-7303
Panasonic CCVED/Southeast, Norcross, GA
404-717-6835
Panasonic CCVED/Midwest, Arlington Hts., IL
708-640-5168
Panasonic CCVED/Southwest, Ft. Worth, TX
817-685-1117
Panasonic CCVED/West, Cypress, CA
714-373-7265
Audio Biz, Mundellen, IL 708-949-0280
PRODUCTS: CCTV, video surveillance

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034

FAX: (914) 738-3954

Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit
Manager: Marilyn Beckerson; Operations
Manager: Anthony Squegilla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmer Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN
218-233-4616
AllWest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX
713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON
416-475-0740
Robert Milk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL
407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milk Co., Indianapolis, IN 317-842-3400
PRODUCTS: announcement systems, Intercom

Perimeter Products, Inc.

1130 Terra Bella Ave.
Mountain View, CA 94043
(415) 966-8550 FAX: (415) 966-8517
President: M.E. Trimble; Marketing Specialist:
Paul Trouten; Criminal Justice Mktg. Spec.:
Martha Lee; Marketing Specialist: Elizabeth
Gerhold
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: duress, intrusion detection

Pinkerton Controls System

1123 E. Walnut St.
Carson, CA 90746
(213) 638-0400
Camden Marketing, Pierre Fonds, QU
514-683-3377

Powertronix

10623 Lawson River Ave.
Fountain Valley, CA 92708
(714) 963-5411
Camden Marketing, Pierre Fonds, QU
514-683-3377

Proprietary Controls Systems Corp.

18528 Dominguez Hills Drive
Rancho Dominguez, CA 90220-6415
(213) 638-0400 FAX: (213) 638-6204
President: Masami Kosaka; Vice President,
Operations: Hanan Rozner; Vice President &
C.F.O.: Robert Takahashi; Sales Manager: Craig
Rose
Keith Baird, LaGrange, KY
Roger Speyer, Westminster, CO
Tod Fitzpatrick, Redwood City, CA
Dimension/ Point IX, Lewisville, TX
214-436-3706

Protech Audio Corporation

Flowerfield Bldg. 1
St. James, NY 11780
(516) 584-5855 FAX: (516) 584-5904
Director of Marketing: Bill Murphy; Sales
Engineering: Joseph Giambone
Peregrine Southwest Reps, Houston, TX

713-589-8481

First Choice Marketing, Seattle, WA
206-524-7344
Dimension/ Point IX, Lewisville, TX
214-436-3706
PRODUCTS: Intercom

Pulnix America, Inc.

770 Lucerne Dr.
Sunnyvale, CA 94086
(408) 733-1560 (800) 445-5444
FAX: (408) 737-2966
President: Toshi Horii; Sales Manager, Vid.
Products: Richard Hofmeister; Sales Manager,
Sec. Products: Jeanne McGuire; Marketing
Comm. Manager: Janet Worthen
Pulnix, Fort Washington, MD 301-292-6906
Pulnix, Schaumburg, IL 312-929-9180
Pulnix, Carrollton, TX 214-416-4374
Dimension/ Point IX, Lewisville, TX
214-436-3706

Racom Products, Inc.

5504 State Rd.
Cleveland, OH 44134
(216) 351-1755 (800) 722-6664
FAX: (216) 351-0392
Sales Manager: Jerry Cahill; Production
Manager: Drew Miller; Sales Consultant: David
Williams
Design Factors, Hacienda Hgts., CA
213-697-7576
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: announcement systems

Racon, Inc.

12628 Interurban Avenue So.
Seattle, WA 98168
(206) 241-1110 (800) 426-5245
FAX: (206) 246-9306
President: Daniel Blattman; Director of Sales &
Mkt'g: Kris Drewry; Communication Sales:
Mark Thynes; Vice President: Bob Kirkaldie
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: access control, CCTV, intrusion
detection, vibration sensing, video
surveillance, wireless systems

Rauland-Borg Corp.

3450 W. Oakton St.
Skokie, IL 60076
(708) 679-0900 FAX: (708) 679-0625
President: William Krucks; Executive Vice
President: Kenneth James; National Sales
Manager: Harry Hahn; Marketing Manager:
Vince Novak
Jack Hollis, Geneva, IL 708-208-1488
Joe Clotti, Longwood, FL 407-767-2007
Frank Riha, Austin, TX 512-926-3646
Hank Plaisier, El Toro, CA 714-837-2626
Vince Ward, Vashon Island, WA 206-463-5582
Doug Warren, Newport News, VA 804-930-3217
Suzanne Graham, Kent, OH 216-678-7307
Mike Gulhan, E. Long Meadow, MA 413-525-6090

REVERE INDUSTRIES

1101 Blenville St.
New Orleans, LA 70112
(504) 523-3503 (800) 843-8321
FAX: (504) 525-6361
Vice President Mktg./Sales: Richard Harris
Camden Marketing, Pierre Fonds, QU
514-683-3377
PRODUCTS: access control, ancillary
components, announcement systems, audio
surveillance, burglar alarms, CCTV, door-lock
systems, fire alarm, Intercom, intrusion
detection, signaling devices, sirens, smoke
detectors, strobes, video motion detection,
video surveillance, wireless systems

Richardson Electronics Limited, SSD

3030 River Road
River Grove, IL 60171
(312) 625-2288 (800) 722-2288
FAX: (708) 452-5450
Vice President/ General Mgr.: Sal Rala;
National Sales Manager: Tom Brown; Director
of Operations: Charlene Woodward
Richardson Electronics Limited, Brooklyn, NY
718-692-5350
Richardson Electronics Limited,
Brampton, Canada,
Sunrise Sales Company, LaMolle, IL
815-638-2660
PRODUCTS: access control, ancillary
components, announcement systems, audio
surveillance, burglar alarms, CCTV, door-lock
systems, Intercom, intrusion detection,
signaling devices, video motion detection,
video surveillance, wireless systems

Rofu Int'l

5331G Hempstead Way
Springfield, VA 22151 (800) 255-7638
FAX: (805) 499-3154
Camden Marketing, Pierre Fonds, QU
514-683-3377

Securitron Magnalock Corporation

1815 W. 205th Street
Torrance, CA 90501
(213) 618-0204 (800) 624-5625
FAX: (213) 618-0144
President: Robert Cook; Vice President Sales:
Vince Fraillicardi; Sales Manager: Scott Baker;
Manager Customer Service: Norma Honek;
Sales and Marketing: Mark Henderson;
Technical Service: Aaron Gallegos
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: access control, door-lock systems

Security Intercom

1833 No. 15th
Seattle, WA 98133
(206) 523-6170 FAX: (206) 522-3920
Camden Marketing, Pierre Fonds, QU
514-683-3377

Select Engineered Systems

7991 W. 26th Ave.
Hialeah, FL 33016
(305) 823-5410 (800) 342-5737
FAX: (305) 823-5215
President: John Sheppard I; Executive V.P.,
Engineering: Carl "Rick" Muller; Vice
President, Sales: John Holloway; Sales
Administrator: Jay Vaz; Regional Sales
Manager: Felix Placer; Operations Manager:
John Sheppard II
Pass Associates, Philadelphia, PA 215-757-6100
G. Duvall Associates, Chicago, IL 312-774-5115
Rancillo Associates, St. Louis, MO 314-845-0202
Graham-Davis, Houston, TX 713-558-8662
Esro/D. Lentmeyer, Tampa, FL 813-968-3559
Camden Marketing, Pierre Fonds, QU
514-683-3377

Sensor Engineering Co.

2155 State St.
Hamden, CT 06517
(203) 777-7443 (800) 243-2563
FAX: (203) 877-6780
Sales & Marketing Manager: Leigh H. Hickcox
Camden Marketing, Pierre Fonds, QU
514-683-3377
PRODUCTS: access control

Sentex Systems, Inc.

20700 Lassen St.
Chatsworth, CA 91311
(818) 700-9800 FAX: (818) 407-5647
Inside Sales: Kitty Whitaker; Western Sales:
Greg Stone; Eastern Sales: Paul Colombo
Sentex/Paul Colombo, Columbia, MD
301-720-6318
Denning Electronics, Clarendon Hill, IL
708-920-1488
Security Access Ctrl., Inverness, FL
904-637-2121
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: access control, wireless systems

Shogyo International Corp.

287 Northern Boulevard
Great Neck, NY 11021
(516) 466-0911 FAX: (516) 466-0922
President: Mark A. Rubin; Vice President:
Howard Rubin
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: sirens

Silent Watchman

2461 McGaw Rd.
Columbus, OH 43207
(614) 491-5200 FAX: (614) 491-0015
Camden Marketing, Pierre Fonds, QU
514-683-3377

Sonitrol

424 N. Washington St.
Alexandria, VA 22314
(703) 549-3900 FAX: (703) 549-3900
Camden Marketing, Pierre Fonds, QU
514-683-3377

Sony Corp./Business & Professional Audio Group

3 Paragon Drive
Montvale, NJ 07645-1735
(201) 930-1000
President, Sales & Marketing: Mark Gray;
Senior VP Sales: C.F. Taylor; V.P. Product
Marketing: Anthony Gargano; Marketing
Manager, Pro Audio: Courtney Spencer; Sales
Manager, Pro Audio: Gary Rose; V.P. Audio
Products: Ron Remschel
Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: access control, CCTV, video
surveillance

Spectronics

4645 Hartley
Lincoln, NE 68504
(402) 467-3651 FAX: (402) 467-1908
Camden Marketing, Pierre Fonds, QU
514-683-3377

STENTOFON COMMUNICATIONS, INC.

6119 Connecticut Avenue
Kansas City, MO 64120
(816) 231-7200 (800) 654-3140
FAX: (816) 231-7203
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David E. Gill; National Sales Manager: Frederick
Hall
Dan Rothrock, Kansas City, MO 816-231-7200
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Kerry L. Orr, Atlanta, GA 404-973-0736
Michael A. Wilcock, Glendora, CA 818-335-0543
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404-368-0160

Dimension/ Point IX, Lewisville, TX
214-436-3706
Humble & Associates, Anaheim, CA
714-750-2248
LCA Sales Company, Tuckahoe, NY 914-961-4700
Levy, Grams, & Lassers, North Brook, IL
708-272-8500
Pearson & Pearson, Englewood, CO
303-770-0797
Roger Ponto Assoc., Inc., Kirkland, WA
206-821-2996
R.W. Kunz & Assoc., Inc., Prairie Village, KS
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R.W. Sales, St. Paul, MN 612-646-2710
Brian Trankle & Assoc., Belmont, CA
415-595-4004
F.M. Valenti, Inc. & Assoc., Nahant, CA
617-592-5300
Yocum Marketing Co., Inc., Mesa, AZ
602-834-3334
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
PRODUCTS: announcement systems, audio
surveillance, intercom, intrusion detection,
signaling devices

Synergistics, Inc.

9 Tech Circle
Natick, MA 01760
(508) 655-1340 (800) 243-4669
FAX: (508) 651-2902
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President: David Longworth; Treasurer:
Michael Kasuba; Sales Manager: Robert
Pogorelc; Manager, Dealer Sales: Norman Link;
V.P., Video Imaging: James Medford
Daniel Walsh, Logan, OH 614-385-1773
James Medford, Denver, CO 303-758-1014
Karp Communications, Tampa, FL 813-968-7098

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564 Young St.
Tonawanda, NY 14150
(716) 693-3916 FAX: (716) 692-6433
President: Kevin Kedzierski; Marketing
Manager: Alan Gembola
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: audio surveillance, intercom

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5013 N. Kedzie Ave.
Chicago, IL 60625
(312) 539-1100 FAX: (312) 539-1241
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Dan F. Kagan; President: Z. Liberman
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: access control, announcement
systems, intercom, signaling devices

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Redmond, WA 98052
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David H. Brothers Co., Inc., Finksburg, MD
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Leslie's, Elgin, IL 708-697-6677
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JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: Intercom

TELEX COMMUNICATIONS, INC.

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Don Mereen; Manager/Advertising & Mkt'g:
Ron Taylor
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Burcaw Company & Associates, Warren, MI
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SACA, Oswego, NY 315-343-5739
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218-233-4616
Rancillo Associates, Inc., St. Louis, MO
314-845-0202
J.Y. Schoonmaker Company, Dallas, TX
214-349-1650
Sigmat Corporation, Valley Forge, PA
215-783-6666
Weiler Electronic Sales, Worthington, OH
614-885-7819
Ziskind Associates, Rolling Meadows, IL
312-577-1624
White Radio Ltd., Burlington, ON 416-632-6894
Silver Peak Marketing, Denver, CO 303-467-9042
PacNor Marketing, Lynnwood, WA
206-771-6016
PRODUCTS: wireless systems

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Deer Park, NY 11729
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T.R. Brown, Manchester, CT 203-649-6686
Jim Dawson Company, Denver, CO
303-572-0962
The Helmer Co., Inc., Coon Rapids, MN
612-755-1900
Martin Friedman, Bala Cynwyd, PA
215-667-1838
AGC Enterprises, La Mirada, CA 714-522-6968
JMS Marketing, Austin, TX 512-266-1113

Thorn Automated Systems, Inc.

835 Sharon Dr.
Westlake, OH 44145
(216) 871-9900 FAX: (216) 871-8320
President: Casimer Kroll; Vice President,
Marketing: Michael Collins; Director of
Technical Svcs.: Steven Reed; Director of
Customer Svcs.: Linda Fedor
Thorn Automated Systems, Inc., Baltimore, MD
301-368-1400
Thorn Automated Systems, Inc., Northbrook, IL
708-272-8012
Thorn Automated Systems, Inc., Buena Park, CA
714-522-1107
Thorn Automated Systems, Inc., Rochester, MI
313-853-5050
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: access control, announcement
systems, audio surveillance, burglar alarms,
CCTV, door-lock systems, duress, fire alarm,
intercom, intrusion detection, signaling
devices, sirens, smoke detectors, strobes,
video motion detection, video surveillance,
wireless systems

Time & Sound

14120 Live Oak Ave.
Baldwin Park, CA 91706
(818) 960-7781
Camden Marketing, Pierre Fonds, QU 514-683-3377

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Stamford, CT 06907
(203) 327-7810 (800) 243-3494 FAX: (203) 975-8902
President: Donald Bosak; Vice President:
Manfred Davis
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: burglar alarms, duress, fire alarm,
intrusion detection, signaling devices, wireless
systems

Trigon Electronics, Inc.

1220 N. Batavia St.
Orange, CA 92667
(714) 633-7442 FAX: (714) 633-7567
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Advertising: M.A. Williams; Purchasing:
Michael Wilger; Production: Johnnie Johnson
Amacom, Woodland Hills, CA 818-999-6556
Levy, Grams & Lassers, Northbrook, IL 708-272-8500
Omnitec, Livonia, MI 313-476-1434
Repworks, Chicopee, MA 413-533-0845
S.E. Dilsworth, Norcross, GA 404-491-7343
Camden Marketing, Pierre Fonds, QU 514-683-3377

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Sylmar, CA 91342
(818) 362-0353 (800) 843-5465 FAX: (818) 362-9506
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Marketing: Bill Cawfield; Sales Manager: Larry
W. Schatz; Asst. Sales Manager: Marguerita
Kiser
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: video surveillance

Vikonics Inc.

210 Meadowland Parkway
Secaucus, NJ 07094
(201) 863-6868 FAX: (201) 863-0413
President: John L. Kaufman; V.P., General
Manager: Michael Pisano; V.P. Finance &
Administration: John J. Strong; V.P., Customer
Support: Adam Irving Jr.; Vice President,
Engineering: Robert Hoskinson; V.P. Business
Development: James J. Murphy
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: access control, ancillary
components, audio surveillance, burglar
alarms, CCTV, door-lock systems, duress,
intrusion detection, signaling devices,
vibration sensing, video motion detection,
video surveillance, wireless systems

Visual Methods Inc.

35 Charles Street
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(201) 666-3950 FAX: (201) 666-7931
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Kruegle
Larry Schirmer, Pontiac, MI 313-340-9588
PRODUCTS: access control, CCTV, video
surveillance, wireless systems

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Long Branch, NJ 07740
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Admin.: Joseph P. Henry; Vice President
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Telephone/Paging Mktg. Mgr.: Arthur Arlow;
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Steve Goldberg, East Windsor, NJ 609-448-1457
Dave Jackowlak, Burbank, IL 708-599-4099
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: signaling devices, strobes

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Las Vegas, NV 89102
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President: Daniel Fancher; Sr. Vice Pres.,
Marketing: Sanford H. Green
Protection Systems, Tinley Park, IL 708-614-8990
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Pacer Sales Co., Lenexa, KS 913-541-1411
Epic Marketing, San Mateo, CA 415-573-5881
Florida Electronic/Repco, N. Palm Beach, FL
407-622-7555
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: video surveillance, wireless
systems

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Devine, TX 78016
(512) 663-3661 FAX: (512) 663-4838
General Manager: Robert Gardner; National
Sales Manager: Larry Kun; International Sales
Manager: Don Roberts
Xetron Corp., Barrie Ontario, CN 705-734-0300
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: access control

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Marketing: Irwin Laskey; Vice President,
Engineering: George Anderson; Sales/Credit
Manager: Victoria Bird; Chief Engineer: Jeff
Kuells; Order Manager: Kathy Foster
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Yore Company, White Bear Lake, MN 612-770-9760
Metro Joe Marketing, Metairie, LA 504-887-1885
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Crescendo Associates, Hollywood, FL 305-922-9553
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MBT Marketing, Pittsburgh, PA 412-344-1360
GBS Marketing, Raymore, MO 816-331-1703
Sherwood Associates, Windsor, NY 607-655-3413
Ludwig Marketing, Bannockburn, IL 708-295-1700
Rhythm Marketing, Lakeland, FL 813-667-0377
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, low-frequency amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems, zone-paging amplifiers

Aiphone Corp.

1700 130th Ave. NE
Bellevue, WA 98005
(206) 455-0510 FAX: (206) 455-0071
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Aiphone East Coast Reg. Office, Rochelle Park, NJ 201-843-6115
Preclde, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: 70-volt amplifiers

Alesis

3630 Holdrege Avenue
Los Angeles, CA 90016
(213) 467-8000 (800) 5-ALESIS FAX: (213) 836-9192
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Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: dual-channel

Altec Lansing Corp.

10500 W. Reno
Oklahoma City, OK 73128
(405) 324-5311 FAX: (405) 324-8981
President: Dave Merrey; Vice President, Sis. & Mktg: Chuck Lange; National Sales Manager: Jerry Spriggs; Manager Export Marketing: John Sexton; Technical Services Manager: Gary Jones; Customer Services Manager: Jim Brown
Dave Read, McKinney, TX 214-542-6328
Jim Faber, Shreveport, LA 318-631-1766
Paul Foula, Lombard, IL 708-268-1831
Alan Feckanin, Port St. Lucie, FL 407-879-1078
George Solti, Philadelphia, PA 215-637-3429
Larry Schirmer, Pontiac, MI 313-340-9588
Stu Moffit, Renton, WA 206-277-8851
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, mixer amplifiers, modular amplifiers, telephone paging amplifiers, zone-paging amplifiers

Aphex Systems

11068 Randall Street
Sun Valley, CA 91352
(818) 767-2929 FAX: (818) 767-2641
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Hugh Wilcox; Sales Manager: Paul Freudenberg
Gould Marketing, Inc., Montreal, Quebec, 514-342-4441
Clueco Pro Division, Paris, France, 331-43596159
AKG Acoustics, Munich, Germany, 498-9 87 160
Otaritec Corporation, Tokyo, Japan, 813-392-7811
Sound Technology, Letchworth, UK 444-62480800
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: signal processing amplifiers

ASHLY

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100 Fernwood Ave.
Rochester, NY 14621
(716) 544-5191 (800) 828-6308 FAX: (716) 266-4584
President: Bill Thompson; Senior Vice President: Bob French; Vice President: Dave Malloy; Operations Manager: Ellen Price
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: 70-volt amplifiers, dual-channel, low-frequency amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, portable, signal processing amplifiers



ATI-Audio Technologies Inc.

328 W. Maple Avenue
Horsham, PA 19044
(215) 443-0330 FAX: (215) 443-0394
President: Samuel B. Wenzel; Vice President: Edward M. Mullin
PRODUCTS: dual-channel, mixer amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers

Australian Monitor, U.S.A.

11845 Wakeman St.
Santa Fe Sprgs., CA 91745-0236
(213) 697-7576 FAX: (213) 691-9146
General Manager: Geoff Keleher; Consultant: Hymle Meyerson
Current Music Technology, Malvern, PA 215-647-9426
Nova Marketing, San Bruno, CA 415-952-0943
SRT Marketing, Tampa, FL 813-884-4805
RPM Sales, Carroiton, TX 214-446-3010
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: 70-volt amplifiers, bi-amp systems, low-frequency amplifiers, monitor amplifiers, tri-amp systems

Benchmark Media Systems, Inc.

5925 Court Street Rd.
Syracuse, NY 13206-1707
(315) 437-6300 (800) 262-4675 FAX: (315) 437-8119
President: Allen H. Burdick; Sales Manager: R. Rory Rail; Operations Manager: Mark A. Potterbaum
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: computer-controlled, mixer amplifiers, modular amplifiers

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13130 Yukon Avenue
P.O. Box 5042
Hawthorne, CA 90250
(213) 973-8090 (800) 468-amps FAX: (213) 676-6713
President: Brian Gary Wachner; Vice President: Barbara Wachner; Controller: Don Carson; Credit Manager: Margaret Smith
Promusica Sales, Keene, NH 603-352-4831
Vector Corp., Seattle, WA 206-368-8400
Palmieri Assoc., Ridgfield, NJ 201-943-5888
C.B. Electronic Marketing, Arvada, CO 303-422-0561
Innovative Sales & Marketing, Irvine, CA 714-975-1130
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575
Ramsey, NJ 07446
(201) 934-8500 FAX: (201) 934-9832
President: John H. Ochtera; Vice President, Sales & Mktg: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
Sam Blasl, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, telephone paging amplifiers, zone-paging amplifiers

Boulder Amplifiers, Inc.

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Boulder, CO 80301
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Tobias and Co., Houston, TX 713-890-6277
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National Sales Manager: Steve Payne; Eastern
Regional Sales Mgr.: Charles Boornazian;
Midwest Regional Sales Mgr.: Pat Mountain;
Western Regional Sales Mgr.: Dean Standing;
National Credit Manager: Jo Wolfe
Peter Schmitt Company, Leonia, NJ 201-944-2806
World Wide Electronics, Davie, FL 305-584-7024
Sound Marketing, Palos Hills, IL 708-598-6888
Marketing Concepts, Irving, TX 214-869-0669
Derek Allen and Assoc., Toluca Lake, CA 818-840-8327
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: dual-channel

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Linda T. Bishop; Product Manager: John D. Spencer
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Unirep Inc., Vairico, FL 813-681-3477
M.I.N.K. Associates, Overland Park, KS 913-341-2112
Gerald Horne Associates, Stow, MA 508-897-1741
Forti Associates, Kensington, MD 301-949-1706
Holland Marketing, Bloomington, MN 612-881-8425
Adams & Associates, Greensboro, NC 919-272-6838
Reptronics Inc., New Madison, OH 800-888-0530
Dick Belew Sales, Dallas, TX 214-644-7881
PRODUCTS: 70-volt amplifiers, mixer amplifiers, telephone paging amplifiers

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Fountain Valley, CA 92708
(714) 963-7454 FAX: (714) 963-7815
Edwards Company, Inc., Livonia, MI 313-458-7777

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150 Florence Avenue
Hawthorne, NJ 07506
(201) 423-1300 FAX: (201) 423-2977
President: John Lee; Marketing Manager:
William Raventos; Gamble Division Manager:
Craig Hannabury; National Sales Manager: Paul Shiner
Edwards Company, Inc., Livonia, MI 313-458-

7777

PRODUCTS: 70-volt amplifiers, computer-controlled, dual-channel, modular amplifiers, monitor amplifiers, portable

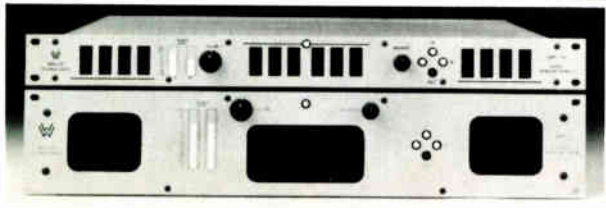


Crown

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Elkhart, IN 46515
(219) 294-8000 (800) 535-6289 FAX: (219) 294-8329
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Division Head: Gil Nichols
Dobbs-Stanford, Dallas, TX 214-358-0800
Seabridge Audio, Huntington Bch., CA 714-848-3697
Sigmat, Freehold, NJ 908-462-1221
PCM Marketing, San Francisco, CA 415-935-0900
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PRODUCTS: 70-volt amplifiers

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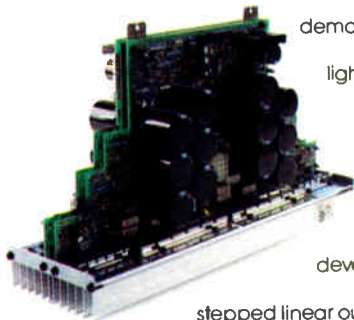
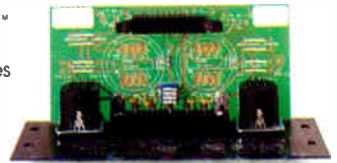
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DCS Audio Products

335 E 21st St.
New York, NY 10010
(212) 982-3654

Dukane Corp.

2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L.
Deppe; National Sales Director: Warren T.
Anderson; Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: 70-volt amplifiers, low-frequency
amplifiers, mixer amplifiers, modular
amplifiers, single-channel, telephone paging
amplifiers, zone-paging amplifiers

Ecler/TEI Electronics

570 W. 18 Street
P.O. Box 246
Hialeah, FL 33010
(305) 888-3980 (800) 327-8811 FAX: (305) 885-
4950
President: Danny Alonso; Vice President:
Mireya A. Muniz; National Sales Manager:
Walter McNulty; Sales: Orlando Pineda; Sales:
Jose Hurcades; Customer Service: John

Tembras
Greg Dzubay & Assoc., Glendale, AZ 800-999-
0006
PRODUCTS: signal processing amplifiers

EDCOR ELECTRONICS

7130 National Parks Hwy
P.O. Box 5098
Carlsbad, NM 88220
(505) 887-6790 (800) 854-0259 FAX: (505) 887-
6880
Sales: P. Weston; Engineering: Brian Weston
Greg Dzubay & Assoc., Glendale, AZ 800-999-
0006
PRODUCTS: 70-volt amplifiers, dual-channel,
low-frequency amplifiers, mixer amplifiers,
modular amplifiers, monitor amplifiers, signal
processing amplifiers, single-channel,
telephone paging amplifiers, zone-paging
amplifiers

Electro Force Corporation

727 Oakstone Way
Anahelm, CA 92806
(714) 774-3666
President: Phillip Lindberg
Greg Dzubay & Assoc., Glendale, AZ 800-999-
0006
PRODUCTS: dual-channel, portable

Electro-Voice Inc.

600 Cecil Street
Buchanan, MI 49107
(616) 695-6831 (800) 827-6701 FAX: (616) 695-
1304

President: Paul McGuire; Director of
Marketing: Jim Long; Director of Sales: Garry
Templin; Sales & Distribution Mgr.: Janine
Masten; Director of Service/Repair: Frank
Spain; Public Relations Director: Keith Clark
Metropolis Audio Marketing Inc, New York, NY
908-225-0085

R.J. Marketing Ltd., Rockville, MD 301-251-0330
Ouzunoff & Associates, Yorktown Hts., NY 914-
248-7888

Ron Tunks Sales Inc., Tamarac, FL 305-722-2803
Wilson Audio Sales, Nashville, TN 615-646-4477
Audio Resources, Westmont, IL 708-655-1180
B.C. Electronic Sales Inc., Shawnee, KS
913-962-1990

Jones Audio Sales, Plano, TX 214-618-2600
Excellence Marketing, Eden Prairie, MN 612-
949-9011

C.L. Pugh and Associates Inc., Cleveland, OH
216-238-1777

Riley and Petchell Sales Inc., Detroit, MI 313-
937-3000

Lopfnow and Associates, Issaquah, WA 206-392-
3936

Radon and Associates Inc., Sacramento, CA
916-923-2524

The Torbett/ Kelsner Group Inc., Loveland, CO
303-669-1008

Western Audio, Burbank, CA 818-954-9300
Electro-Voice West, Visalia, CA 209-651-7777

PRODUCTS: dual-channel, mixer amplifiers,
portable

CARVER
PROFESSIONAL
P.O. BOX 1237, LYNNWOOD, WA 98046 - TOLL-FREE 1-800-443-CAVR, FAX (206) 778-9453

THE NEW LIGHT HEAVYWEIGHTS

CARVER
PROFESSIONAL
P.O. BOX 1237, LYNNWOOD, WA 98046 - TOLL-FREE 1-800-443-CAVR, FAX (206) 778-9453

Circle 263 on Reader Response Card

PM-120 (2x60 watts)
PM-300 (2x150 watts)
PM-600 (2x300 watts)
PM-900 (2x450 watts)
PM-1200 (2x600 watts)

EMS/Music

4204 Stone Way N.
Seattle, WA 98103
(206) 547-3010 (800) 666-6874 FAX: (206) 547-3004
President: R. Kilroy Hughes; Production Manager: Doug Sanders; National Sales Rep.: David Pearson; Customer Service Rep.: Lillian Forgette; AR Manager: Christina Mills
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: dual-channel, modular amplifiers, single-channel, zone-paging amplifiers

FM Acoustics Ltd. of Switzerland

Tiefenhofstr. 17
Zuerich, Switz., CH-8820
(1) 780-6444 FAX: (1) 780-0488
President: Manuel Huber; 1st Vice President: Kurt Huber; Corporate Counsel: J.T. Borst; Office Manager: Shirley Huber; Production Manager: Alan Solomon; CEO, FM Acoustics USA: Gene Michalski
FM Acoustics USA, Benicia, CA 707-745-4444
Axiss Corporation, Tokyo, Japan, 813-32120591
Perspectives Audio P.A., Inc., Blaineville, PQ, CN 514-435-2925
KHS Trading Co. Ltd., Taipei, Taiwan, 886-27091266
Seoul Sound Tech. Group Ltd., Seoul, S. Korea, 822-584-4313
John Anthony, Stamford, CT 203-322-9202

Gemco Electronics, Inc.

550 Airport Rd.
P.O. Box 993
Gallatin, TN 37066
(615) 452-5960 (800) 624-3626 FAX: (615) 451-0026
General Manager: Jerry A. Graves; Order Entry: Linda McCullough; National Sales Manager: James F. Woodard
Gemco Electronics Jim Woodward, Gilmer, TX 903-762-2367
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: 70-volt amplifiers, modular amplifiers, telephone paging amplifiers

Hacoustic Sound & Comm. of America

3963 Magnolia Lane
P.O. Box 542
Buford, GA 30518
(404) 945-3142 FAX: (404) 945-6174
President: Raleigh Perry
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, signal processing amplifiers, telephone paging amplifiers, zone-paging amplifiers

Hafner Professional

613 So. Rockford Drive
Tempe, AZ 85281
(602) 967-3565 (800) 366-1619 FAX: (602) 894-1528
National MI: Jeff Snider; National Pro Amplifiers: Margie Williams
Western Sales, Newport Beach, CA 714-752-2131
Centurian Marketing, Glencoe, MO 314-227-7229
J.B. Marketing, Stamford, CT 203-322-9202
Starin Marketing, Chesterton, IN 219-929-4127
Northshore Marketing, Seattle, WA 206-284-9699
ADCOM, Toronto, ON 416-251-3355

Holophonics

1120 Ave. of the Americas, Ste.
New York, NY 10036
(212) 787-7767

Hot House Professional Audio

275 Martin Avenue
Highland, NY 12528
(914) 691-6077 FAX: (914) 691-6822
President: Richard Rose
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: bi-amp systems, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, single-channel, tri-amp systems

Industry West Electronics

270 N. Geneva Rd.
Orem, UT 84057
(801) 226-1000 FAX: (801) 226-3268
President: Darold Francis; Director of Marketing: Jay Simmons; Engineer: Chris Poulsen
PRODUCTS: 70-volt amplifiers

INNOVATIVE ELECTRONIC DESIGNS, INC.

9701 Taylorsville Rd., Louisville, KY 40299
(502) 267-7436 FAX: (502) 267-9070
President: Hardy Martin; Vice President. Mkt'g & Sales: Tom Roseberry; Sales Application Engineer: Mark Lewellyn; V.P. Research & Development: Bob Ponto; Vice President, Engineering: Ed Young; Vice President, Software: John Johnson
Yore Company, White Bear Lake, MN 612-770-9760
Steffey Marketing Assoc. Inc., Northbrook, IL 708-480-3575
WestTech Marketing, Culver City, CA 213-870-9286
Repworks, Chicopee, MA 413-533-0845
Darmstedter Associates, Baldwinsville, NY 315-638-1261
John Anthony, Stamford, CT 203-322-9202
Bencsik Associates, Ocala, FL 904-732-9775
C.L. Pugh, Cleveland, OH 216-238-1777
Monford Electronics Marketing, Indianapolis, IN 317-872-8877
C.M. Sales, Farmington Hill, MI 313-553-8070
B.C. Electronic Sales, Mission, KS 913-262-1720
Marketing Concepts, Irving, TX 214-869-0669
Torbett/Keiser Group, Loveland, CO 303-669-1008
Plus Four Marketing, Walnut Creek, CA 415-937-0650
North Shore Marketing, Seattle, WA 206-284-9699
Island Instruments, Kaneohe, HI 808-235-7544
PRODUCTS: 70-volt amplifiers, bi-amp systems, computer-controlled, dual-channel, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems, zone-paging amplifiers

IRP, A KNOWLES COMPANY

321 Bond Street
Eik Grove VII., IL 60007
(708) 439-3600 (800) 255-6993 FAX: (708) 640-9607
Vice President, General Mgr.: Brian Benn; Marketing Manager: Roger Carroll; Senior Sales Engineer: Gayle Campbell; Marketing Coordinator: Laura Valavcius; Applications Engineer: Norm Kinnaugh; Product Engineering Manager: Mitch Bentz
Piper and Givan Assoc., Needham, MA 617-449-

1144
Sigmnet Corp., Freehold, NJ 201-462-1221
Richard S. Pass Associates, Langhorne, PA 215-757-6100
Henry W. Phillips Co., Rosewell, GA 404-992-3070
Bencsik Associates, Ocala, FL 904-732-9775
C.B. Electronic Marketing, Arvada, CO 303-422-0561
Avwest Inc., Fountain Hills, AZ 602-946-1811
EESCO Systems Inc., Los Angeles, CA 213-666-9601
Pappas Consulting, Menlo Park, CA 415-324-4325
Chuck Olson Assoc., Renton, WA 206-271-5416
Kaltec Communications, North Vancouver, BC 604-987-1597
More Technologies Inc., Los Angeles, CA 213-474-4211
Audio Marketing Assoc., Brecksville, OH 216-526-2426
Starin Marketing, Chesterton, IN 219-929-4127
MJA Marketing, St. Charles, MO 314-447-7111
Graham Davis Inc., Dallas, TX 214-357-7677
PRODUCTS: 70-volt amplifiers, dual-channel, mixer amplifiers, signal processing amplifiers

Ivie Technologies Inc.

1366 West Center
Orem, UT 84057
(801) 224-1800 FAX: (801) 224-7526
President: Craig Berry; Vice President, Marketing: Glenn Meyer; Vice President, Product Mgt.: Larry Driskill; Sales Coordinator: Georgia Hall; Production Vice President: Bob Greene
Western Audio Sales, Burbank, CA 818-954-9300
Metropolis Audio Marketing, Edison, NJ 201-225-0085
Meyer Marketing, Deerfield Beach, FL 305-481-9250
Radon and Associates, Sacramento, CA 916-923-2524
Loppnow and Associates, Issaquam, WA 206-392-3936
Multi-Technical Reps., Brainerd, MN 218-828-9483

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales: Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, single-channel, telephone paging amplifiers

JBL Professional

8500 Balboa Boulevard
P.O. Box 2200
Northridge, CA 91329
(818) 893-8411 FAX: (818) 893-3639
President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; National Sales Manager: Neil Conley
Jim Chase, San Clemente, CA 714-492-6290
Bill Hamilton, Folsom, PA 215-543-4677
Bill Schuermann, Houston, TX 713-370-5553
Tom Walter, No. Barrington, IL 312-382-4925
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: 70-volt amplifiers, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, signal processing amplifiers

JENSEN TRANSFORMERS INC.

10735 Burbank Blvd.
North Hollywood, CA 91601
(213) 876-0059 FAX: (818) 763-4574
President: Bill Whitlock; Vice President,
Engineering: Steve Hogan; Vice President,
Operations: Dave Hill
C.B. Electronic Marketing, Arvada, CO 303-422-
0561
PRODUCTS: monitor amplifiers

Lectrosonics, Inc.

P.O. Box 15900
Rio Rancho, NM 87174
(505) 892-4501 (800) 821-1121 FAX: (505) 892-
6243
President: John Arasim; Vice President
Engineering: Larry Fisher; Vice President Mktg
& Sales: Bruce Jones
C.L. Pugh & Associates, Cleveland, OH 216-238-
1777
PRODUCTS: modular amplifiers, zone-paging
amplifiers

Leltch Inc.

825K Greenbrier Circle
Chesapeake, VA 23320
(804) 424-7920 (800) 231-9673 FAX: (804) 424-
0639
President: John Walter; Sales Manager: Gary
Stephens; Vice President, Marketing: Don
Thompson
Gold Coast, Canoga Park, CA 818-345-9550
Roscor, Chicago, IL 708-299-8080
DLE, Middleboro, MA 508-947-6801
Wiltronix, Wash. Grove, MD 301-258-7676
Advanced Marketing, Redwood City, CA 415-
365-3944
PRODUCTS: dual-channel, signal processing
amplifiers, single-channel

Len Finkler

80 Alexdon Rd.
Downsview, On M3J2B
(416) 630-9103

LWV Electronics

1540 Quail Lake Loop
Colo. Sps., CO 80906
(719) 540-8900 FAX: (719) 540-8933
President: John Borchert; Secretary: Rusty
Griffith
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: computer-controlled, modular
amplifiers, signal processing amplifiers

Maxitron Corp.

13431 Pumice Street
Norwalk, CA 90650
(213) 802-9942 FAX: (213) 802-9945
President: Steve P.Y. Kim; Vice President:
Fred K.H. Kim; Natl Sales & Mktg. Manager: Irv
Welsman
Audio Resources Inc., Westmont, IL 708-665-
1180
Dimension Point IX, Lewisville, TX 214-436-3706
Elrep Sales Co., Tucker, GA 404-938-7108
Cordial/Riley Marketing, Sterling Hts., MI 616-
534-4204
Forti Associates, Kensington, MD 301-946-6129
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: 70-volt amplifiers, mixer amplifiers,
portable, signal processing amplifiers, single-
channel, telephone paging amplifiers, zone-
paging amplifiers

McGohan Electronics

1033 Fairway Dr.
Bensenville, IL 60106
(708) 595-2342 (800) 342-8853 FAX: (708) 595-
2919
President: Jim McGohan; Vice President:
Ronald Johnston; Secretary: Helen McGohan;
Director of Engineering: Robert Henderlong
Murphy & Cota Company, Atlanta, GA 404-875-
2525
Austin and Associates, Willingboro, NJ 609-871-
9290
Malsh Sales, Mulberry, IN 317-296-2322
J.W. Lerner Company, Stow, OH 216-686-1965
Rancillo and Associates, St. Louis, MO 314-845-
0330
Sunrise Sales Company, LaMolle, IL 815-638-
2660
PRODUCTS: 70-volt amplifiers, mixer amplifiers,
monitor amplifiers, telephone paging
amplifiers, zone-paging amplifiers

Meyer Sound Laboratories Inc.

2832 San Pablo Ave.
Berkeley, CA 94702
(415) 486-1166 FAX: (415) 486-8356
Vice President, Sales & Mktg: Helen Meyer;
Marketing Manager: Ralph Jones; Director of
Technical Mkt'g: Mark Johnson; Customer
Service Manager: Scott Gledhill; National Sales
Manager: Cindy Ramos
Loomis and Associates, Fremont, CA 415-683-
0883
PRODUCTS: dual-channel

Morenz Development Corp.

2790 Loker Ave. W. Suite 105
Carlsbad, CA 92008
(619) 431-8077 (800) 878-PWMS FAX: (619) 431-
5077
Owner: Paul Morenz; Owner: Ken Morenz;
Owner: Mark Morenz
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: bi-amp systems, dual-channel,
monitor amplifiers

Opamp Labs Inc.

1033 North Sycamore Avenue
Los Angeles, CA 90038
(213) 934-3566 FAX: (213) 462-6490
Manager: B. Losmandy
Sunrise Sales Company, LaMolle, IL 815-638-
2660
PRODUCTS: low-frequency amplifiers, mixer
amplifiers, modular amplifiers, monitor
amplifiers, portable, signal processing
amplifiers, single-channel


Outline

Via L. DaVinci 56
25020 Fiero, Italy

(30) 358-1341 (800) 358-1351 FAX: (30) 358-
0431

President: Guido Noselli; Vice President, Sales:
Giorgio Biffi; Marketing Director: Marcello
Croce; R & D Director: Giancarlo Puzzi; Sales

Manager: Anna Guarenti; Purchasing Manager:
Angelo Ferraresi
Coemar Deutschland, ULM, Germany, 073-
160-1205
MBS, Lempdes, France, 073-910-630
Leibnitzer M. Bigler, Austria, 034-52-6515
Talsheng Trading, Taipei, Taiwan, 253-13802
Universal, Singapore, 534-5993
Precide, Morbio Inferiore, Switzerland, 914-
31734
PCP Electronics, Limassol, Cyprus, 53-39297
Metronome Muzik, Istanbul, Turkey, 7-345-
2457
Tropical Recording, Malindi, Kenya, 723-27700
Point Rouge, Mutuelueville, Tunis, 7-345-
2457
PRODUCTS: dual-channel

OXMOOR CORP.

2111 Parkway Office Circle
Birmingham, AL 35244
(205) 985-7040 FAX: (205) 985-9966
President: Lynn A. McCroskey; Vice President/
Manager: Gary L. West; National Sales
Manager: Richard C. Mitchell; Sales Associate:
Nick Alsmiller; Production Manager: Jim
Watson; Director of Engineering: Gene
Elghmy
John B. Anthony Company, Stamford, CT 212-
585-2027
ASR, Fallston, MD 301-893-0001
Audio Resources, Westmont, IL 708-655-1180
Dimension IX Marketing, Lewisville, TX 214-436-
3706
Evans Sales and Marketing, Nashville, TN 615-
297-7997
Loomis and Associates, Fremont, CA 415-683-
0883
Loppnow and Associates, Issaquah, WA 206-
392-3936
R.J. Throckmorton Sales Co., Ballwin, MO 314-
227-7222
Repworks, Chicopee, MA 413-553-0845
PRODUCTS: signal processing amplifiers, zone-
paging amplifiers

**Panasonic Professional Audio
Sys.**

6550 Katella Avenue
Cypress, CA 90630
(714) 373-7278 FAX: (714) 373-7242
Nat. Sales & Marketing Mgr.: Steve Woolley;
Marketing Manager: Chris Foreman; Western
Regional Sales Mgr.: James Murray; Midwest
Regional Sales Mgr.: Greg Braithwaite; Eastern
Regional Sales Mgr.: Carla Campbell;
Telemarketing Sales Mgr.: Lynn Thompson
James Murray, Cypress, CA 714-373-7389
Greg Braithwaite, Arlington, IL 708-981-7329
Carla Campbell, Norristown, PA 215-630-1651
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: bi-amp systems, dual-channel,
monitor amplifiers

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-
3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit
Manager: Marilyn Beckerson; Operations
Manager: Anthony Squeglla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmeri Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819

lenau Associates, Columbia, MD 301-621-4113
 AJA Marketing, St. Charles, MO 314-447-7111
 Northland Assoc., Moorehead, MN 218-233-1616
 Allwest Sound & Communication, Camarillo, CA 805-388-7745
 Dimension Pt. IX Marketing, Katy, TX 713-578-1277
 Mountain Representatives, Denver, CO 303-333-7745
 Miguel Lopez, Hialeah, FL 305-822-6853
 Paco Electronics, Ltd., Markham, ON 416-475-1740
 Robert Milsk Co., Southfield, MI 313-354-3310
 Marketline Inc., Snellville, GA 404-972-9048
 Lawkins-Frederickson Assoc., Maitland, FL 407-331-2474
 Intern Associates, Naperville, IL 708-904-1225
 Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: dual-channel, mixer amplifiers, modular amplifiers, portable, telephone paging amplifiers, zone-paging amplifiers

PEAVEY ELECTRONICS CORP.

11 A Street
 P.O. Box 2898
 Meridian, MS 39301
 (601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; **President:** Mella Peavey
 Dimension/ Point IX, Lewisville, TX 214-436-1706
PRODUCTS: 70-volt amplifiers, bi-amp systems, computer-controlled, dual-channel, low-frequency amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, portable, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems, zone-paging amplifiers

Pignose Industries

47 E. Gardena Bl.
 Gardena, CA 90248
 (213) 770-4444 FAX: (213) 538-9560
 Chuck Olson Assoc., Renton, WA 206-271-5416

PORTLAND INSTRUMENT CORP.

1120 San Fernando Rd.
 Glendale, CA 91201
 (818) 500-0137 FAX: (818) 240-1828
President: Ronald Fuller; **Production Manager:** Dick Herbert; **Office Manager:** Marcia Fuller; **Controller:** Ken Thiele; **Service Department:** Bill Brungard
 Job White Associates, Solon, OH 216-248-1317
 Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: 70-volt amplifiers, mixer amplifiers, monitor amplifiers, portable

Precision Electronics, Inc.

101 King St.
 Franklin Park, IL 60131
 (708) 678-5350 (800) 323-0228 FAX: (708) 678-5111
President: William S. Crommes; **Vice President:** Joan Franzen; **Secretary:** Jean Deehan; **Chief Engineer:** A. A. Hart; **General Manager:** Jeffrey Franzen
 Mass Associates, Langhorne, PA 215-757-6100
 Leslie's Div of Iverco, Inc., Elgin, IL 708-697-5770
 W. Kunz & Associates, Prairie Village, KS 913-48-3535
 Phillips Co., Holland, MI 616-399-3689
 Raven Sales, Dallas, TX 214-490-8230
 Dimension/ Point IX, Lewisville, TX 214-436-706
PRODUCTS: 70-volt amplifiers, mixer amplifiers,

telephone paging amplifiers

Protech Audio Corporation

Flowerfield Bldg. 1
 St. James, NY 11780
 (516) 584-5855 FAX: (516) 584-5904
Director of Marketing: Bill Murphy; **Sales Engineering:** Joseph Glambone
 Peregrine Southwest Reps, Houston, TX 713-589-8481
 First Choice Marketing, Seattle, WA 206-524-7344
 Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, telephone paging amplifiers, zone-paging amplifiers

QSC Audio Products, Inc.

1926 Placentia Ave.
 Costa Mesa, CA 92627
 (714) 645-2520 FAX: (714) 645-7927
Chief Executive Officer: Barry Andrews; **Director of Marketing:** Greg McVeigh; **National Sales Manager:** Peter Kalmen; **Vice President/Engineering:** Pat Quilter
 S.F. Marketing, St. Laurent, OU 514-733-5344
 Dimension/ Point IX, Lewisville, TX 214-436-3706

Radio Design Labs

5025 8th Street
 Carpinteria, CA 93013

(805) 684-5415 FAX: (805) 684-9316
Director of Engineering: Joel Bump; **Dir. of Sales & Marketing:** Jerry Clements
 Karp Communications, Tampa, FL 813-968-7098

Ramko Research

3501-4 Sunrise Boulevard
 Rancho Cordova, CA 95742
 (916) 635-3600 (800) 678-1357 FAX: (916) 635-0907
President: Ray Kohfeld; **Operations:** Anita Kohfeld; **Product Manager:** Frank Martinez; **Technical Assistance:** David Baldwin; **National Sales Coordinator:** Mike Pardee
 Sunrise Sales Company, LaMoille, IL 815-638-2660
PRODUCTS: computer-controlled, dual-channel, mixer amplifiers, modular amplifiers, monitor amplifiers, portable, signal processing amplifiers, telephone paging amplifiers, zone-paging amplifiers

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The ROLLS RA2100 Reference Amplifier sets performance standards for 100 watt per channel power amplifiers. The voltage/current gain MOSFET design lets you run up to clipping without the harshness of transistors. It is ideal for studio and other critical applications. Besides having great s/n and damping ratios, at \$300 it has an unbeatable price/performance ratio.

POWER OUTPUT STEREO: 100 Watts RMS/ch 4 ohm; 70 Watts RMS/ch 8 ohm; bridged mono: 200 WRMS 8 ohm
THD: <.05% (1K Hz & 1 Watt)
IMD (SMPTE): <.005%
S/N RATIO: >95dB A weighted
DAMPING FACTOR: >150
POWER BANDWIDTH: 5Hz—30K Hz +/- 1dB
SLEW RATE: 100 V/ μ S
CONTROLS: 2 Input level power meters (4 ohm)
LIGHTS: Power LED & 4 LED
PHASE SHIFT: <10 DEG
20Hz—20K Hz
INPUT IMPEDANCE: 10K ohm balanced
INPUT CONNECTORS: RCA & 1/4" (mixed)
OUTPUT CONNECTORS: 5 way binding posts, 1/4" phone jacks

ROLLS CORPORATION
 7023 South 400 West
 Midvale, UT, 84047
 Phone 801-562-5628
 Fax 801-562-5655

ROLLS
 MADE IN U.S.A.

Circle 273 on Reader Response Card

Rane Corp.

10802 47th Avenue West
Mukilteo, WA 98275-5098
(206) 355-6000
President: Steve Brakken; CEO: Linda Arink;
V.P. of Manufacturing: Rick Bernard; V.P. of R
& D: Dennis Bohn; V.P. of Marketing: Larry
Winter; National Sales Manager: Ray Bloom
Larry Schirmer, Pontiac, MI 313-340-9588
PRODUCTS: 70-volt amplifiers, bi-amp systems,
zone-paging amplifiers

Rauland-Borg Corp.

3450 W. Oakton St.
Skokie, IL 60076
(708) 679-0900 FAX: (708) 679-0625
President: William Krucks; Executive Vice
President: Kenneth James; National Sales
Manager: Harry Hahn; Marketing Manager:
Vince Novak
Jack Hollis, Geneva, IL 708-208-1488
Joe Clotti, Longwood, FL 407-767-2007
Frank Riha, Austin, TX 512-926-3646
Hank Plaisler, El Toro, CA 714-837-2626
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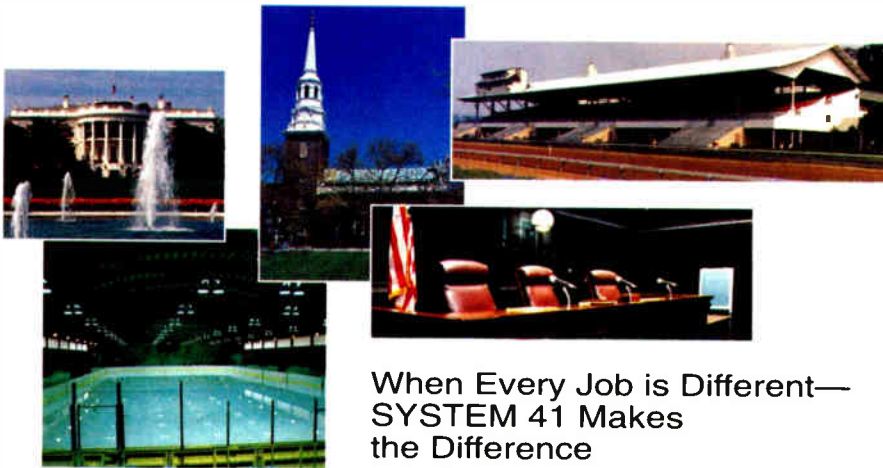
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First Choice Marketing, Seattle, WA 206-365-4568
The Henderson Company, Concord, MA 508-287-0020
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Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: signal enhancers

Brooks Electronic System Technology

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(714) 630-2383

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J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: crossovers

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Dave Talbot, Pleasant Valley, NY 914-635-9000
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: 1/3 octave equalizers, compressors, crossovers, de-essers, digital delays, equalizers, graphic equalizers, limiters, noise gates

Chandler Industries

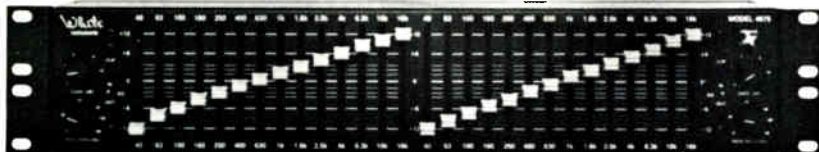
590 19th Street
San Francisco, CA 94107
(415) 626-1742 (800) 776-4327
FAX: (415) 626-0671
President: Paul Chandler; Vice President: Adrian Chandler
Taub Sales, Silver Springs, MD 301-662-9100
PRODUCTS: digital delays, signal enhancers

CLARITY

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Roanoke, VA 24013
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Jeff Radke, Appleton, WI 414-749-0044
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: 1/3 octave equalizers, ambient noise level controllers, compressors, de-essers, levelers, limiters, noise gates, parametric equalizers, octave equalizers, signal enhancers

DigiTech

5639 South Riley Ln.
Salt Lake City, UT 84107
(801) 268-8400 (800) 453-7484 FAX: (801) 262-4966
President: John Johnson; Vice President, Int'l Sales: Wayne Morris; Vice President, Domestic Sls: Scott Grow; Marketing Manager: Rick Bos
PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, digital effects, digital reverbs, digital delays, digital signal processors, graphic equalizers

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Salt Lake City, UT 84107
(801) 268-8400 (800) 453-7484

FAX: (801) 262-4966
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Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: 1/3 octave equalizers, compressors, crossovers, de-essers, digital effects, digital reverbs, digital delays, graphic equalizers, limiters, noise gates

Dolby Laboratories

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San Francisco, CA 94113
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Dolby Laboratories, Los Angeles, CA 213-464-4596
Dolby Laboratories, New York, NY 212-767-1700
Dolby Laboratories, London, England, 71-720-1111

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Allied Broadcast Equipment, Richmond, IN 317-962-8596
Bradley Broadcast Sales, Gaithersburg, MD 301-948-0650
Midwest Communications, Highland Hts., KY 606-781-2200

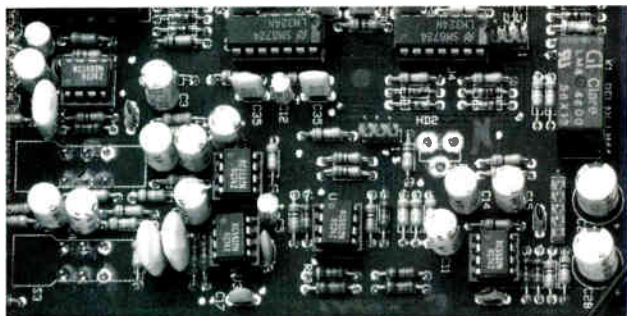
Westlake Audio, Los Angeles, CA 213-851-9800
Winfield Scott & Assoc, Grapevine, TX 303-582-3433
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: compressors, digital signal processors, limiters, signal metering

Drawmer/QMI

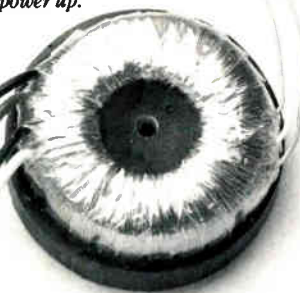
15 Strathmore Road
Natick, MA 01760
(508) 650-9444 FAX: (508) 651-9476
President: Scott Berdell
Edwards Company, Inc., Livonia, MI 313-458-7777

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St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
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Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: 1/3 octave equalizers, compressors, crossovers, noise gates, notch filters, octave equalizers

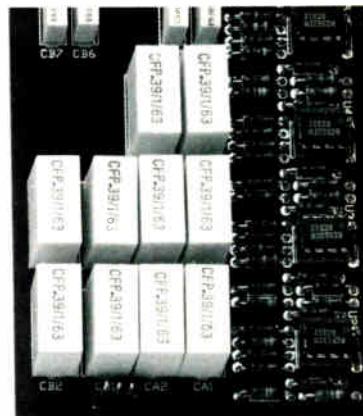


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Torroidal transformer for greatly reduced AC hum.

1% polypropylene capacitors and 1% metal film resistors for accuracy and stability; 5532 opamps used for low noise and high slew rate.



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Noise	Less than -90 dBm	Less than -90 dBm	Less than -90 dBm	Less than -90 dBm
Maximum Output	+27 dBm	+24 dBm	+22 dBm	+22 dBm
Dynamic Range	+117 dBm	+114 dBm	+112 dBm	+112 dBm
Frequency Response	18 Hz to 30 kHz +/-0.5 dB	10 Hz to 40 kHz +/-0.3 dB	20 Hz to 20 kHz +/-2 dB	20 Hz to 20 kHz +/-0.5 dB
Number of Bands	31	30	30	30
THD plus noise	Less than .005% @ +22 dBm @ 1 kHz	Less than .01% @ +4 dBm	Less than .5% @ +22 dBm	Less than .01% @ +4 @ 1 kHz
Suggested Retail Price	\$550.00	\$749.00	\$849.00	\$1,050.00

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*All specs taken from manufacturers' published literature.



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 Greg Dzuby & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: crossovers, equalizers, signal enhancers

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 Carlsbad, NM 88220
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 Cambridge Marketing, Westerville, OH 614-363-9191
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 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: audio/video synchronizers

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 Pacific Audio Group, Gardena, CA 213-719-1383
 SF Marketing, St. Laurent, QU 514-733-5344
 New Horizons, Bannockburn, IL 708-234-6500
 Secom Systems, Atlanta, GA 404-455-0672
 Greg Dzuby & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: 1/3 octave equalizers, compressors, crossovers, de-essers, equalizers, graphic equalizers, limiters, noise gates, parametric equations, signal metering

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 Torbett/Kelser Group, Loveland, CO 303-669-1008
 Pius Four Marketing, Walnut Creek, CA 415-937-0650
 North Shore Marketing, Seattle, WA 206-284-9699
 Island Instruments, Kaneohe, HI 808-235-7544
 PRODUCTS: ambient noise level controllers, digital effects, digital encoding, interface units, noise gates, signal enhancers, VCA's

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 Bencsik Associates, Ocala, FL 904-732-9775
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 AWwest Inc., Fountain Hills, AZ 602-946-1811
 EESCO Systems Inc., Los Angeles, CA 213-666-9601
 Pappas Consulting, Menlo Park, CA 415-324-4325
 Chuck Olson Assoc., Renton, WA 206-271-5416
 Kaltec Communications, North Vancouver, BC 604-987-1597
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 equalizers, VCA's

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Product Mgt.: Larry Driskill; **Sales Coordinator:**
 Georgla Hall; **Production Vice President:** Bob
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 ADCOM, Toronto, ON 416-251-3355
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 equations, octave equalizers

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 (516) 249-3660 FAX: (516) 420-1863
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Multi-Technical Reps., Brainerd, MN 218-828-
9483

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Engineering: Larry Fisher; **Vice President Mktg**
& Sales: Bruce Jones
 C.L. Pugh & Associates, Cleveland, OH 216-238-
 1777
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 filters, VCA's

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Marketing: Daniel D. Roberts; **Vice President**

Finance: Harvey Schein; **Vice President**
Engineering: Chuck Bagnaschl
Audio Etc., St. Peters, MO 314-278-4130

LynTec

7030 Grandview
 Merriam, KS 66204
 (913) 722-4047 FAX: (913) 432-4157
Owner: Lynn Potter
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: ambient noise level controllers

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P.O. Box 438
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Director: Pirkko Polso
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 0883

Marshall Long Acoustics

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 (818) 981-8005 FAX: (818) 981-9418
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Chief Engineer: Bill Isenberg
 Precide, Morbio Inferiore, Switzerland,
 914-31734

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Marketing Manager: Ralph Jones; **Director of**
Technical Mkt'g: Mark Johnson; **Customer**
Service Manager: Scott Giedhill;
National Sales Manager: Cindy Ramos
 Loomis and Associates, Fremont, CA
 415-683-0883
PRODUCTS: equalizers, parametric equations

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 FAX: (503) 293-0562
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Engineering: Richard Schomburg; **Sales**
Manager: Greg Johnson
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 Powerlines, Evanston, IL 708-864-1147
 Sigmat, Valley Forge, PA 215-783-6666
 Worldwide, Ft. Lauderdale, FL 305-584-7024
 Online, Wadsworth, CA 216-336-7504
 Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: 1/3 octave equalizers, automatic/
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 equalizers

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8920 Business Park Drive #435, Austin, TX 78759
 (512) 338-4707 FAX: (512) 794-9997
CEO: Rodney Herman; **V.P., Sales and**
Marketing: Barry Thornton
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: digital encoding

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1525 Alvarado Street
 San Leandro, CA 94577
 (415) 351-3500 FAX: (415) 351-0500
President: S.R. Ravich; **Vice President:** Derek
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 2660
PRODUCTS: ambient noise level controllers,
 automatic/ programmable equalizers,

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 filters, parametric equations, octave
 equalizers, transcription preamps

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 Metronome Muzik, Istanbul, Turkey, 7-345-2457
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 Point Rouge, Mutuelueville, Tunis, 7-345-2457
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 ASR, Fallston, MD 301-893-0001
 Audio Resources, Westmont, IL 708-655-1180
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 214-436-3706
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 615-297-7997
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 Loppnow and Associates, Issaquah, WA
 206-392-3936
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 314-227-7222
 Repworks, Chicopee, MA 413-553-0845
PRODUCTS: automatic/ programmable
 equalizers, interface units

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Product Manager: Ken O'Brien; **Credit**
Manager: Marilyn Beckerson; **Operations**
Manager: Anthony Squeglla
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 Palmieri Associates, Fairfield, NJ 201-882-1266
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 MJA Marketing, St. Charles, MO 314-447-7111
 Northland Assoc., Moorehead, MN
 218-233-4616
 Allwest Sound & Communication, Camarillo, CA
 805-388-7745
 Dimension Pt. IX Marketing, Katy, TX
 713-578-9277
 Mountain Representatives, Denver, CO
 303-333-7745
 Miguel Lopez, Hialeah, FL 305-822-6853
 Paco Electronics, Ltd., Markham, ON

416-475-0740

Robert Misk Co., Southfield, MI 313-354-3310
 Marketline Inc., Snellville, GA 404-972-9048
 Hawkins-Frederickson Assoc., Maitland, FL 407-831-2474

Lintern Associates, Naperville, IL 708-904-1225
 Robert Misk Co., Indianapolis, IN 317-842-3400
PRODUCTS: 1/3 octave equalizers, compressors, equalizers, graphic equalizers, octave equalizers

PEAVEY ELECTRONICS CORP.

711 A Street
 P.O. Box 2898

Meridian, MS 39301

(601) 483-5365 FAX: (601) 484-4278

CEO: Hartley Peavey; President: Mella Peavey
 Dimension/ Point IX, Lewisville, TX 214-436-3706

PRODUCTS: 1/3 octave equalizers, ambient noise level controllers, audio/video synchronizers, automatic/programmable equalizers, compressors, crossovers, digital effects, digital encoding, digital reverbs, digital delays, digital signal processors, equalizers, graphic equalizers, interface units, levelers, limiters, noise gates, notch filters, noise gates, parametric equations, octave equalizers, signal enhancers, signal metering

Protech Audio Corporation

Flowerfield Bldg. 1, St. James, NY 11780

(516) 584-5855 FAX: (516) 584-5904

Director of Marketing: Bill Murphy; Sales
 Engineering: Joseph Giambone

Peregrine Southwest Reps, Houston, TX 713-589-8481

First Choice Marketing, Seattle, WA 206-524-7344

Dimension/ Point IX, Lewisville, TX 214-436-3706

PRODUCTS: ambient noise level controllers, compressors, interface units, levelers, limiters, noise gates, notch filters, signal metering, transcription preamps, VCA's

Radio Design Labs

5025 8th Street, Carpinteria, CA 93013

(805) 684-5415 FAX: (805) 684-9316

Director of Engineering: Joel Bump; Dir. of
 Sales & Marketing: Jerry Clements

Karp Communications, Tampa, FL 813-968-7098

Rane Corp.

10802 47th Avenue West

Mukilteo, WA 98275-5098

(206) 355-6000

President: Steve Brakken; CEO: Linda Arlink;
 V.P. of Manufacturing: Rick Bernard; V.P. of R
 & D: Dennis Bohn; V.P. of Marketing: Larry
 Winter; National Sales Manager: Ray Bloom
 Larry Schirmer, Pontiac, MI 313-340-9588

PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, compressors, crossovers, equalizers, graphic equalizers, limiters, noise gates, parametric equations

Rauland-Borg Corp.

3450 W. Oakton St.

Skokie, IL 60076

(708) 679-0900 FAX: (708) 679-0625

President: William Krucks; Executive Vice
 President: Kenneth James; National Sales
 Manager: Harry Hahn; Marketing Manager:
 Vince Novak

Jack Hoills, Geneva, IL 708-208-1488

Joe Clotti, Longwood, FL 407-767-2007

Frank Riha, Austin, TX 512-926-3646

Hank Plalsler, El Toro, CA 714-837-2626

Vince Ward, Vashon Island, WA 206-463-5582

Doug Warren, Newport News, VA 804-930-3217

Suzanne Graham, Kent, OH 216-678-7307

Mike Gulhan, E. Long Meadow, MA 413-525-6090

Rocktron/RSP Tech.

2870 Technology Drive

Rochester Hills, MI 48309

(313) 853-3055 FAX: (313) 853-5937

National Sales: James Chowning; Export Sales:
 Bob Waller; Product Specialist: Jeff Sorna

Karp Communications, Tampa, FL 813-968-7098

S.E.M. Co.

#17-636 Clyde Ave.

W. Vancouver, BC V7T 1E1

(604) 922-0526 FAX: (604) 922-0526

President: Elk Ebert; Vice President: Anne
 Moretti

Karp Communications, Tampa, FL 813-968-7098

PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, compressors, crossovers, digital delays, equalizers, graphic equalizers, limiters, notch filters, parametric equations, octave equalizers, VCA's

Sabine Musical Mfg. Co., Inc.

4637 N.W. 6th Street

Gainesville, FL 32609

(904) 371-3829 (800) 626-7394 FAX: (904) 371-

7441

President/C.E.O.: Doran Oster; Sales &
 Marketing Director: John M. Annin; Sales &
 Customer Service: Nell Rapaport

Sound Sales, Inc., Columbia, MD 301-964-1170

PRODUCTS: digital signal processors,
 equalizers, notch filters, parametric equations,
 signal enhancers

Scantek, Inc.

916 Gist Avenue

Silver Springs, MD 20910

(301) 495-7738 FAX: (301) 495-7739

President: Richard J. Peppin; Sales Manager:
 Fred M. Hirsh; Service Engineer: Yogesh Patel;

Administration: Debrah Meyers

Abitec, Cleveland, OH 216-531-9122

JMS Marketing, Austin, TX 512-266-1113

PRODUCTS: digital signal processors,
 equalizers, notch filters, parametric equations,
 signal enhancers

SCV Audio/QMI

15 Strathmore Rd.

Natick, MA 01760

(508) 650-9444 FAX: (508) 650-9476

President: Scott Berdell

Camden Marketing, Pierre Fonds, QU 514-683-

3377

SONANCE

961 Calle Negocio

San Clemente, CA 92672

(714) 492-7777 (800) 582-7777 FAX: (714) 361-

2705

President: Scott Struthers; Vice President:
 Geoff Spencer; Sales Manager: Dave Donald;

International Sales Manager: Mark Cichowski;

Public Relations Director: Mitch Simon; Dir. Sls
 Trn. & Mkt. Research: Kevin Leja

Morris Tait and Assoc., Los Angeles, CA 213-

877-4424

Bach Sales, New York, NY 212-727-0404

Tandem Marketing, Chicago, IL 708-605-1960

Dobbs Stanford, Dallas, TX 214-358-0800

Balaton Marketing, Washington DC, 202-471-

1764

MJA Marketing, St. Charles, MO 314-447-7111

PRODUCTS: parametric equations

Sonic Research Assoc.

P.O. Box 13744

Arlington, TX 76094-0744

(817) 792-2061

Soundings Electrotec, Inc.

P.O. Box 10004

Winslow, WA 98110

(206) 842-7128 FAX: (206) 842-5026

Cambridge Marketing, Westerville, OH 614-363-

9191

Soundstream Technologies

120 Blue Ravine Road

Folsom, CA 95630

(916) 351-1288 FAX: (916) 351-0414

President: Donna Haas; Managing Director:
 Lee Adams; Director of Engineering: Wade
 Stewart; Ntl. Sales Mgr., Home Audio: Scott
 McAllister; Sales Engineer, Home Audio:
 Andrew Murray

John W. Steinberg Company, Encino, CA 818-

705-7772

Moskau & Associates, Dallas, TX 214-821-4280

Creative Marketing Associates, Nashville, TN

615-831-9690

On Line Marketing, Wadsworth, OH 216-336-

7504

Sound Marketing, Palos Hills, IL 708-598-6888

Cambridge Marketing, Westerville, OH 614-363-

9191

PRODUCTS: crossovers

Spatial Sound, Inc.

743 Center Boulevard

Fairfax, CA 94930

(415) 457-8114 FAX: (415) 457-6250

Sales Manager: Paul Devias; Chief Engineer:
 Alain Martel

Karp Communications, Tampa, FL 813-968-7098

PRODUCTS: VCA's

Spectra Sonics

3750 Airport Rd., Ogden, UT 84405

(801) 392-7531 FAX: (801) 392-7531

President: William D. Dilley; Eng. Sales:
 Gregory D. Dilley

Camden Marketing, Pierre Fonds, QU 514-683-

3377

Stewart Electronics

11460 Sunrise Gold Circle

Rancho Cordova, CA 95742

(916) 635-3011 FAX: (916) 635-1787

Owner/ President: Wade A. Stewart; Sales/
 Marketing Manager: Christopher Dragon;

Sales/Marketing Admin.: Sally Ann Berry;

Director Tech. Services: Bob Hershenow

Dimension/ Point IX, Lewisville, TX 214-436-

3706

PRODUCTS: Interface units

Studio Technologies, Inc.

5520 W. Touhy Ave.

Skokie, IL 60077

(708) 676-9177 FAX: (708) 982-0747

President: Gordon Kapes; Communications
 Manager: Barbara Govednik

Camden Marketing, Pierre Fonds, QU 514-683-

3377

PRODUCTS: signal enhancers

STUDIOMASTER INC.

3941 Miraloma Avenue

Anaheim, CA 91719

(714) 524-2227 FAX: (714) 524-5096

President: Paul Reeve; National Sales
 Manager: Jim Giordano

J.B. Parent, Dublin, OH 614-764-0064

PRODUCTS: compressors, crossovers, de-

essers, digital effects, digital reverbs, digital

delays, digital signal processors, limiters, noise

gates, parametric equations

Symetrix Inc.

4211 24th Avenue W., Seattle, WA 98199
 (206) 282-2555 (800) 288-8855 FAX: (206) 283-5504
 President: Dane Butcher; National Sales
 Manager: Jon Bosaw; Publications Manager:
 Gordon Doucette
 Karp Communications, Tampa, FL 813-968-7098
 PRODUCTS: ambient noise level controllers,
 compressors, crossovers, de-essers, equalizers,
 levelers, limiters, noise gates, notch filters,
 parametric equations, signal metering

Systems Design Associates

411 Lakeshore Rd.
 Denton, TX 76205
 (817) 497-6185

T.C. Electronic of Denmark

171 Lakefield Road Suite C.,
 Westlake Vil., CA 91361
 (805) 373-1828 FAX: (805) 379-2648
 Exclusive U.S. Distributor: Edward C. Simeone
 JMS Marketing, Austin, TX 512-266-1113
 PRODUCTS: 1/3 octave equalizers, automatic/
 programmable equalizers, digital effects, digital
 reverbs, digital delays, equalizers, parametric
 equations

TDM Design Inc.

12800 NW Bishop Rd., Hillsboro, OR 97124
 (503) 647-5957 FAX: (503) 647-5953
 President: Tim Miller
 AMH Sales, Torrance, CA 213-373-2034
 Marlin Marketing Concepts, Irving, TX
 214-869-0669
 JMS Marketing, Austin, TX 512-266-1113
 PRODUCTS: 1/3 octave equalizers, crossovers

TEI Electronics Inc.

570 W. 18 St., P.O. Box 246
 Hialeah, FL 33011
 (305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
 President: Danny Alonso; Vice President: Mireya
 A. Muniz; National Sales Manager: Walter
 McNulty; Customer Service: John Tembras;
 Sales: Orlando Pineda; Sales: Jose Hurcades
 Audio Biz, Mundellen, IL 708-949-0280
 PRODUCTS: 1/3 octave equalizers, crossovers,
 graphic equalizers

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300
 P.O. Box 2047
 S San Francisco, CA 94080
 (415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
 President: Yoshiro Ishida; Director, Audio
 Products Div: Richard Krochmal; Director,
 Comm. Systems Div.: Al Burns; Mgr., Marketing
 Development: Jeff Pallin; Manager, Western
 Division: Bill Ford; Manager Engineering
 Services: Bob Sweet
 Chuck McGregor- Product Consit, Morris Plains,
 NJ 201-829-7047
 John Murray-Eng.Snd. Mktg. Dev, Springfield, OH
 513-324-1993
 Bob Hager-Eastern Regional Mgr, Rosewell, CA
 404-552-7624

Linda Wick-Central Reg. Mgr., Kansas City, MO
 816-453-5775
 Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-
 460-3678
 Pete Newmark-West Regional Mgr., Mesa, AZ
 602-981-0050
 Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-
 702-0068
 PRODUCTS: 1/3 octave equalizers, automatic/
 programmable equalizers, crossovers, digital
 delays, digital signal processors, equalizers,
 graphic equalizers, parametric equations, octave
 equalizers

UREI/JBL Professional

8500 Balboa Boulevard
 P.O. Box 2200
 Northridge, CA 91329
 (818) 893-8411 FAX: (818) 893-3639
 President: Ronald Means; Vice President, Sales:
 Ken Lopez; Vice President, Marketing: Mark
 Gander; Market Manager: Hector Martinez;
 National Sales Manager: Neil Conley
 Jim Chase, San Clemente, CA 714-492-6290
 Bill Hamilton, Folsom, PA 215-543-4677
 Bill Schuermann, Houston, TX 713-370-5553
 Tom Walter, No. Barrington, IL 312-382-4925
 Cambridge Marketing, Westerville, OH
 614-363-9191
 PRODUCTS: 1/3 octave equalizers, ambient noise
 level controllers, crossovers, equalizers, graphic
 equalizers, limiters, parametric equations, octave
 equalizers

Wadia Digital Corp.

624 Troy Street, River Falls, WI 54022
 (715) 426-5900 FAX: (715) 426-5665
 Vice President, Sales & Mktg: Jim McCullough
 Cambridge Marketing, Westerville, OH
 614-363-9191
 PRODUCTS: digital encoding, digital signal
 processors

White Instruments, div. C Van R Inc

1514 Ed Bluestein Blvd., Ste 108
 Austin, TX 78721
 (512) 389-3800 FAX: (512) 389-1515
 President: Carl Van Ryswyk; Vice President:
 Shirley Van Ryswyk; Director of Engineering:
 Rick Bocock; Sales Manager: Jeff Van Ryswyk;
 Order Department: Beverly Kimbell; Credit
 Manager: Steve Bolles
 Westech Marketing, Culver City, CA 213-870-9286
 Wilson Audio Sales, Nashville, TN 615-646-4477
 Jones Audio Sales, Plano, TX 214-618-2600
 Sigmet Corporation, Freehold, NJ 908-462-1221
 Bencsik Associates, Ocala, FL 904-732-9775
 MJA Marketing, St. Charles, MO 314-447-7111
 PRODUCTS: 1/3 octave equalizers, automatic/
 programmable equalizers, crossovers, digital
 delays, digital signal processors, equalizers,
 graphic equalizers, notch filters, parametric
 equations, octave equalizers

YAMAHA CORP. OF AMERICA

6600 Orangethorpe Ave.
 Buena Park, CA 90620
 (714) 522-9011 FAX: (714) 739-2680
 Sales & Marketing Manager: Gerald W. Tschetter;
 Pro Digital Sis & Mktg Mgr.: Peter Chalkin;
 Market Support Manager: Don Bowles
 Precide, Morbio Inferiore, Switzerland,
 914-31734
 PRODUCTS: 1/3 octave equalizers, automatic/
 programmable equalizers, compressors,
 crossovers, digital effects, digital reverbs, digital
 delays, digital signal processors, equalizers,
 graphic equalizers, limiters

Zeta Music Systems

2230 Livingston St.
 Oakland, CA 94606
 (415) 261-1702 FAX: (415) 261-1708

Zoom Corp.

385 Oyster Point Boulevard #7
 South S.F., CA 94080
 (415) 873-5885 FAX: (415) 873-5887
 National Sales and Mktg.: Peter Rodgers;
 Assistant Promo Manager: Tai-Li Wang;
 President: Hiroshi Matsuo; Director of
 Marketing: Yoshi Komlya; Director of
 Engineering: Michi Nozokido; Tech. Service:
 Pierre Archain
 Josh Blacker Sales, Venice, CA 818-785-3257
 Blackhawk Mktg., Pac. Pallsades, CA 213-454-8196
 R.S. Enterprises, Redmond, WA 206-883-1482
 GAP Sales & Mktg., Glendale, AZ 602-934-6614
 Marketing Concept, Irving, TX 214-869-0669
 MJA Marketing, St. Charles, MO 314-447-7111

**Adaptive Micro Systems, Inc.**

7840 N.86 St.
 Milwaukee, WI 53224
 (414) 357-2020 FAX: (414) 357-2029
 Sales Supervisor: Karen McCarthy; Sales
 Coordinator: Dan Newlin; Sales Coordinator:
 Russ Hodach
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: electronic displays

Alphone Corp.

1700 130th Ave. NE
 Bellevue, WA 98005
 (206) 455-0510 FAX: (206) 455-0071
 President: Jun Matsumoto; Vice President,
 Marketing: Harry Quanz; Vice President, Sales:
 Jim Morrison; Residential Sales Manager:
 Stephen Birgh; Commercial Sales Manager: John
 Mosebar
 Alphone East Coast Reg. Office, Rochelle Park, NJ
 201-843-6115
 Precide, Morbio Inferiore, Switzerland, 914-
 31734
 PRODUCTS: Intercom

AmPro Corporation

5 Wheeling Avenue
 Woburn, MA 01801
 (617) 932-4800 (800) 556-7733 FAX: (617) 932-8756
 Chairman: Charles W. Trippe; Vice President,
 Operations: Eric M. Geller
 Dave Maniscalco, St. Louis, MO 314-997-3868
 Richard Sanford, Salem, NH 603-898-5137
 John Stewart, Rockville, MD 301-294-0185
 Charles Collins, Tucson, AZ 602-792-1829
 Charles Pintard, Atlanta, GA 404-434-3649
 Vector Corp., Seattle, WA 206-368-8400
 PRODUCTS: image projectors

Sharp presents two new LCD Color Video Projectors.

They're both brighter and lighter.



XG-1500 ceiling mount



XG-1100 portable

LCD PROJECTION SYSTEMS

SHARP VISION

Now you can brighten up your presentations with two new convergence-free professional LCD video projectors from Sharp.

Both the XG-1100 (portable model) and XG-1500 (ceiling-mount model) are brighter, lighter and more compact. And, because they are Solid State LCD, they also set up in seconds*.

The XG-1100, with its top-mounted carry handle and optional carrying case, is a smooth traveler. And the XG-1500, with its back-lit wireless remote and space-efficient design, is a natural for any ceiling, wall or even shelf-mount installation.

Both models incorporate industrial-type BNC video inputs as well as an S-Video terminal, so they connect easily to a wide variety of sources—including many PCs. Plus, for improved compatibility, the XG-1500 also features built-in RGB.

With both XG-1100 and XG-1500, you also get a 20"-100" zoom lens, a convenient scan reversal switch (for rear-projection use), as well as 3-wire (grounded) power cord. And, with a readily available long-throw lens, VGA or Mac II™ graphics interface, these projectors are all set for almost any special multimedia application.

*Sharp's Twin-TFT Solid State LCD technology means absolutely no technical set-up

Contact your local authorized Sharp Professional Products dealer for a demonstration. Or call (201) 529-8731 or FAX: (201) 529-9636. Once you do, you'll see why Sharp Solid State LCD color video projectors leave CRT 'tube' projectors in the dark.

Simulated screen image



SHARP
FROM SHARP MINDS
COME SHARP PRODUCTS™

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World Radio History

AMX Corporation

12056 Forestgate Drive, Dallas, TX 75243
(214) 644-3048 (800) 222-0193 FAX: (214) 907-2053
President: Scott Miller; Vice President of Sales:
William V. Anderson; Executive Vice President:
Art Chace; International Sales Manager: Ken
Slater; Director of Marketing: Eric Johansen
Franklin Communications, Maple Glen, PA
215-643-3031
Visitech Marketing Assoc., Elburn, IL 708-365-9600
KBZ Communications, Furlong, PA 215-348-9481
Westech Marketing, Culver City, CA 213-870-9286
Total Marketing, Ft. Worth, TX 817-560-3970
Karp Communications, Tampa, FL 813-960-7667
Richard Krudop, Andalusia, AL 205-222-8950
Pancor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: computer control, wireless control

Ancha Electronics Inc.

5540 Meadowbrook Court
Rolling Meadows, IL 60008-3800
(708) 437-7712 FAX: (708) 437-0271
President: Robert F. Ancha; Vice President,
Finance: Margaret Broch; Vice President, Sales &
Mktg: Steve Youngson; Vice President, Design:
Richard Tollberg; Vice Pres., Administration: R.C.
Ancha
Ancha Electronics Inc., Atlanta, GA 404-446-5894
Ancha Electronics Inc., Tampa, FL 813-626-0350
Nova Marketing, San Francisco, CA 415-952-0943

Apollo Audio Visual/Apollo Lighting

60 Trade Zone Court
Ronkonkoma, NY 11779
(516) 467-8033 (800) 777-3750 FAX: (516) 467-8996
President: Harry Charlston; Vice President —
Sales: Eric Milburn; Vice President: John
Castallano; Marketing Manager: Becky Greco
Audio Etc., St. Peters, MO 314-278-4130

APPLIED TECHNICAL SYSTEMS

815 King Pl., Shreveport, LA 71115
(318) 868-7413 (800) 444-7161
FAX: (318) 631-7613
President: Jim Reccelli; Vice President: Richard
Davis
C.L. Pugh & Associates, Cleveland, OH
216-238-1777
Total Marketing, Fort Worth, TX 817-560-3970
Western Audio Sales, Burbank, CA 818-954-9300
PRODUCTS: computer control, electronic
displays

Arion Corp.

701 South 7th St.
Delano, MN 55328
(612) 972-3351 FAX: (612) 972-3524
Director of Sales & Mkt'g: Robert Seliski
Marketline, Inc., Atlanta, GA 404-972-9048
Marketline, Inc., Ocala, FL 904-622-1501
Marketline, Inc., Fort Meyers, FL 813-939-4748
Total Marketing, Fort Worth, TX 817-560-3970
Visitec Marketing, Elburn, IL 708-365-9600
Precide, Morbio Inferiore, Switzerland,
914-31734
PRODUCTS: A/V speakers, audio for A/V,
computer control, multi-media controls, wireless
control

Audio Design Associates, Inc.

602-610 Mamaroneck Avenue
White Plains, NY 10605
(914) 946-9595 FAX: (914) 723-4642
President: Peter T. McKean; Vice President
Engineering: Albert Langella; Vice President
Operations: Ronald Senkirk; National Sales
Manager: Richard D. Stoerger
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: audio for A/V, multi-media controls

Audio Engineering Associates

1029 N. Allen Ave.
Pasadena, CA 91104
(818) 798-9127 FAX: (818) 798-2378
President: Wes Dooley; Sales: Steve Trunnell;
Operations Manager: Jawxlillon Loeb
Vector Corp., Seattle, WA 206-368-8400

Audioease

15350 East Hinsdale Dr.
Englewood, CO 80112
(303) 766-9300 FAX: (303) 766-9400
Audio Etc., St. Peters, MO 314-278-4130

Audiovisual Inc.

6253 Bury Drive
Eden Prairie, MN 55346
(612) 949-3700 FAX: (612) 949-6000
President & Marketing Dir.: Joe M. Stoebner;
Sales Manager: Steve Tunell
Eldon Kreln, Omaha, NE 402-593-6500
Tom Madsen, Sloux Falls, SD 605-336-0689
Steve Gassmann, Des Moines, IA 515-282-4800
Chuck Bohn, Bismarck, ND 701-258-6360
Precide, Morbio Inferiore, Switzerland,
914-31734

AV Systems Engineering Pty. Ltd.

28 Doonan Road, P.O. Box 192
Nedlands
W. AUSTRALIA, 6009
(619) 389-8105 FAX: (619) 389-8149
Managing Director: Phillip Jenkins
RCS, New Milford, NJ 201-261-5560
Total Marketing, Fort Worth, TX 817-560-3970
Winchester, Atlanta, GA 404-392-0200
Loomis & Associates, Riverside, CA 714-780-9477
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: audio for A/V, boardroom sound
systems

AVL Audio Visual Laboratories Inc.

123 White Oak Lane
Old Bridge, NJ 08857
(908) 679-5500 FAX: (908) 679-1317
PRODUCTS: computer control, image projectors,
interface units, multi-media controls

Barco, Incorporated

1000 Cobb Place Boulevard
Kennesaw, GA 30144
(404) 590-7900 FAX: (404) 590-8836
Nova Marketing, San Francisco, CA 415-952-0943

BOSE CORP.

The Mountain
Framlingham, MA 01701-9168
(508) 879-7330 FAX: (508) 872-6640
National Sales Manager: Timothy Dorwart;
Eastern Reg. Sales Manager: Bruce Hurst;
Western Reg. Sales Manager: Tim Landwehr; Sr.
Applications/Des. Spec.: Bruce Myers; Sr. Sales
Representative: Reed Strutzenberg; Sales
Representative: Phil Nelson
HC Garrison Co., Tualatin, OR 503-638-4906
Westech Marketing, Culver City, CA 213-870-9286
Silver Peak Marketing, Wheat Ridge, CO
303-467-9042
Rancillo Assoc., St. Louis, MO 314-845-0202
CR Marketing, Clarkston, MI 313-625-2420
J.B. Parent, Dublin, OH 614-764-0064
Secom Systems, Atlanta, GA 404-455-0672
Bencsik Assoc., Ocala, FL 904-732-9775
Sigmet Corp., Valley Forge, PA 215-783-6666
Joseph P. Mazzeo Assoc., Inc., Rochester, NY
716-458-7851
Peter E. Schmitt Co., Inc., Leonia, NJ 201-944-2806
PRODUCTS: A/V speakers, audio for A/V,
boardroom sound systems, lecterns

Callfone Int'l

21300 Superior St.
Chatsworth, CA 91311
(818) 407-2438 FAX: (818) 407-2405

Communications Co.

3490 Noell St.
San Diego, CA 92110
(619) 297-3261 FAX: (619) 297-3279

Crestron Electronics, Inc.

101 Broadway
Cresskill, NJ 07626
(201) 894-0660 (800) 237-2041 FAX: (201) 894-1192
Sales & Marketing Manager: Randy Klein
Robert Christopher Sales, New Milford, NJ 201-
261-5560
Robert Christopher Sales, Whitefish Bay, WI 414-
332-6555
RSI, Irving, TX 214-256-4551
Loomis & Associates, Fremont, CA 415-683-0883
Presentation Resources, Inc., Mauldin, SC 803-
288-8840
Taub Sales, Silver Springs, MD 301-662-9100
PRODUCTS: Interface units, multi-media
controls, wireless control

Current Designs Corporation

115 West 23rd Street
New York, NY 10011
(212) 463-0795 FAX: (212) 463-9280
President: Dick Demenus; Vice President: Mike
Edl; S.T.: David Lerner; Director of Marketing:
David Rapkin
Edwards Company, Inc., Livonia, MI
313-458-7777

D.O. Industries

317 East Chestnut St.
E. Rochester, NY 14445
(716) 385-4920

Da-Lite Screen Co., Inc.

P.O. Box 137
Warsaw, IN 46581
(219) 267-8101 FAX: (219) 267-7804
Vice President Sales & Mkt'g.: Judith Loughran;
President: Richard Lundin; National Sales
Manager: Gary Sage

**Draper Shade and Screen
Company Inc**

411 South Pearl Street
P.O. Box 425
Spiceland, IN 47385
(317) 987-7999 FAX: (317) 987-7142
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: lecterns, screens

Dukane Corp.

2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabamu, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112

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 Projection Sys.: Kenneth Mitchell; Sector G.M.,
 Display Systems: David Lowater; Sector G.M.,
 Jazz Systems: Donald Harrold
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

Electrosonic Systems, Inc.

6505 City West Parkway, Minneapolis, MN 55344
 (612) 941-3236 (800) 328-6202 FAX: (612) 941-8155
 President: Kevin Curry; Gen. Mgr., Commercial
 Prods.: Vic Hobbs
 Doug Warren, Newport News, VA 804-930-3217

Elmo Manufacturing Corporation

70 New Hyde Park Road, New Hyde Park, NY 11040
 (516) 775-3200 (800) 654-7628 FAX: (516) 775-3297
 Sales Manager: Vincent J. Glovinco; Sales
 Engineer: Keith Isogal; President: Y. Amemlya;
 Executive Vice President: Vincent G. Marotti
 Elmo Manufacturing Corp., Chatsworth, CA
 818-346-4500
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: Image projectors

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110, Westlake Vlg., CA 91362
 (818) 706-0228 FAX: (818) 889-5605
 President: Pascal Delbuck; Marketing: Ron
 Glatzhoffer; Plant Manager: Bill Ward
 Cambridge Marketing, Westerville, OH 614-363-9191
 PRODUCTS: A/V speakers, boardroom sound
 systems

ESE

142 Sierra Street
 El Segundo, CA 90245
 (213) 322-2136 FAX: (213) 322-8127
 President: Jerry Johnson; Vice President/Sales
 Manager: Bob Mayers; Marketing Manager:
 Brian Way; General Manager: Bill Kalser
 Cambridge Marketing, Westerville, OH
 614-363-9191
 PRODUCTS: electronic displays, interface units

Extron Electronics

13554 Larwin Circle
 Santa Fe Springs, CA 90670
 (213) 802-8804 (800) 633-9876 FAX: (213) 802-2741
 Sales Manager: Gary V. Kayye; President:
 Andrew Edwards; Vice President Engineering:
 Steve Somers; System Engineer: Dave Pinck
 Doug Warren, Newport News, VA 804-930-3217
 PRODUCTS: boardroom sound systems,
 computer control, interface units, multi-media
 controls

FSR Inc.

244 Bergen Boulevard, West Paterson, NJ 07424
 (201) 785-4347 (800) 332-3771
 FAX: (201) 785-3318
 President: William G. Fitzsimmons; Vice
 President: Janice Sandri; Engineering Manager:
 Joseph Fischer; Special Projects Manager: John
 Macaluso; Manager, Metal Products: Joseph
 Amico
 Sigmet Corporation, Valley Forge, PA
 215-783-6666
 Peregrine Southwest, Houston, TX

713-589-8481

Henry W. Phillips Inc., Roswell, GA 404-992-3070
 Piper and Givan Associates, Needham, MA
 617-449-1144
 Design Factors, Hacienda Hts., CA 213-697-7576
 Cambridge Marketing, Westerville, OH
 614-363-9191
 PRODUCTS: Interface units, multi-media
 controls, wireless control

GBE Group

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 Citrus Heights, CA 95610
 (916) 967-5946

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 Iowa City, IA 52246
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 Engineering: Alan Hulsebus; Vice President of
 Mfg.: Dennis Spencer
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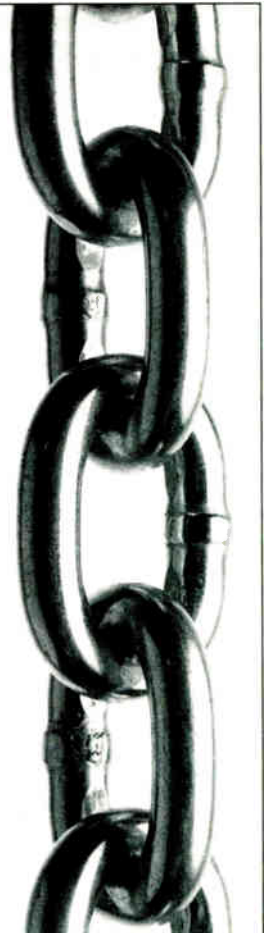
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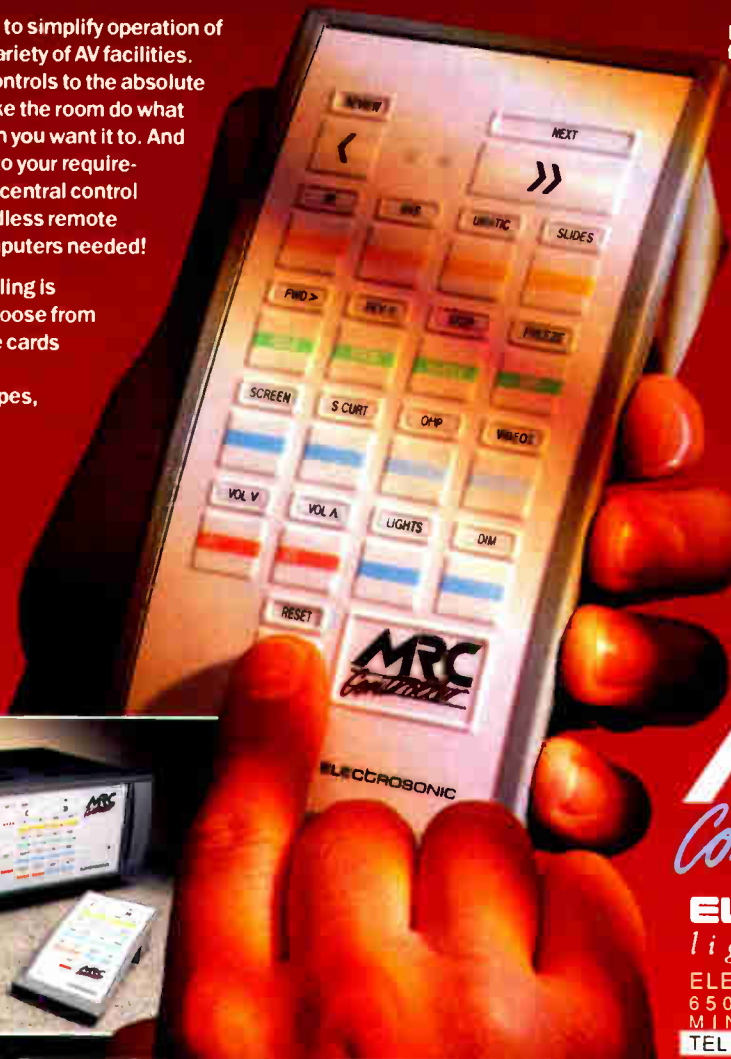
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PRODUCTS: A/V speakers, audio for A/V,
boardroom sound systems

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(219) 879-3381 FAX: (219) 879-3383
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Engineering: David Smith
Larkin Associates, Billerica, MA 617-643-1410
PRODUCTS: closed-loop audio systems

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controls

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Repworks, Chicopee, MA 413-553-0845
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Goldman
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FAX: (602) 967-0030
Vice President: Harold Wedell;
Training/Development: Ralph Ferguson
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: A/V speakers, audio for A/V,
computer control, electronic displays, image
projectors, intercom, interface units, multi-
media controls

Protech Audio Corporation

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(516) 584-5855 FAX: (516) 584-5904
Director of Marketing: Bill Murphy; Sales
Engineering: Joseph Ciambone
Peregrine Southwest Reps, Houston, TX
713-589-8481
First Choice Marketing, Seattle, WA
206-524-7344
Dimension/ Point IX, Lewisville, TX
214-436-3706
PRODUCTS: audio for A/V, boardroom sound
systems, intercom, interface units

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9181 Chesapeake Drive, San Diego, CA 92123
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Applications Engineer: Robert Harvey;
President: Richard Gray
R.A. Gray Inc., Glendale, CA 818-500-9698
Karp Communications, Tampa, FL 813-968-7098

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Ustow Marketing, Mequon, WI 414-242-1405
Sight & Sound, Saginaw, MI 517-781-4014
St. Peters Marketing, Indiana, KY 317-547-3671
Advanced A/V, Tampa, FL 813-879-0958
Precide, Morbio Inferiore, Switzerland,
914-31734
PRODUCTS: Image projectors

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President: Sandy Tannenbaum
Sound Sales, Inc., Columbia, MD 301-964-1170

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Management Associate: D. Williams; Product
Support Coordinator: P. Penell
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: Image projectors, multi-media
controls

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3 Paragon Drive, Montvale, NJ 07645-1735
(201) 930-1000
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Senior VP Sales: C.F. Taylor; V.P. Product
Marketing: Anthony Gargano; Marketing
Manager, Pro Audio: Courtney Spencer; Sales
Manager, Pro Audio: Gary Rose; V.P. Audio
Products: Ron Remschel
Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: electronic displays, image
projectors, wireless control

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Sales/Marketing: David Neaderland
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Karp Communications, Tampa, FL 813-968-7098
Richard Krupop, Andalusia, AL 205-222-8950
PRODUCTS: boardroom sound systems

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FAX: (501) 727-5402
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Mfg. & Engineering: Hugh Donnel; V.P., Sales &
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Katherine Foust; Sales & Marketing: Bruce
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Jack Shaffer & Associates, Bayside, NY
718-352-8838
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815-638-2660 PRODUCTS: lecterns

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Cambridge Marketing, Westerville, OH
614-363-9191

PRODUCTS: audio for A/V, boardroom sound
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National Sales Manager: Joe Morgan; General
Manager: Grant Stewart; Inside Sales Manager:
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Customer Service Rep.: Diana Ha
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PRODUCTS: screens

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Crescendo Associates, Hollywood, FL 305-922-
9553
PRODUCTS: audio for A/V

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Marketing: John Schofield; Vice President
Sales: Dan Dantzler; Director of Marketing:
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 Ziskind Associates, Rolling Meadows, IL 312-577-1624
 White Radio Ltd., Burlington, ON 416-632-6894
 Silver Peak Marketing, Denver, CO 303-467-9042
 PacNor Marketing, Lynnwood, WA 206-771-6016
 PRODUCTS: audio for A/V, image projectors, Intercom



TOA ELECTRONICS, INC.

601 Gateway Blvd. Suite 300
 P.O. Box 2047
 S San Francisco, CA 94080
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 FAX: (415) 588-3349
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 Robert Slaughter-Cntri Div Mgr, Houston, TX 713-460-3678
 Pete Newmark-West Regional Mgr., Mesa, AZ

602-981-0050
 Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
 PRODUCTS: A/V speakers, audio for A/V, boardroom sound systems

TSI (Tamco Systems Inc.)

393 Jericho Turnpike, Mineola, NY 11501
 (516) 294-5390 (800) 628-2084
 FAX: (516) 294-5008
 CEO: Mario Maitese; President: Ganai Srinivasan; President (Spec. Prod. Div.): Richard Stillwell; Sales Coordinator: Denise Matejka; Marketing Manager: Karen Pepe
 JMS Marketing, Austin, TX 512-266-1113
 PRODUCTS: audio for A/V, multi-media controls

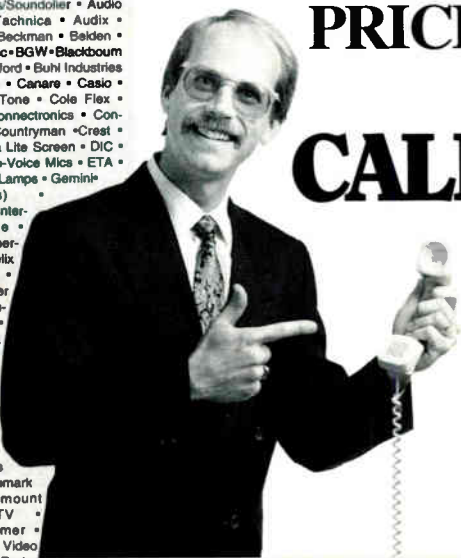
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 Dykstra; Purchasing & Prod.: C. Tremmer
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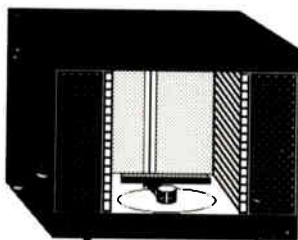
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Larry Schirmer, Pontiac, MI 313-340-9588
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Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

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 Nova Marketing, San Francisco, CA 415-952-0943

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 PRODUCTS: accessories, chassis, computer consoles, consoles, electronic racks, enclosure systems, custom cabinets and consoles, equipment cabinets and enclosures, hardware, instrumental cabinets, modular boxes, molded racks and cases, panels, rack fans, rack hardware, shelves, rack-mounts, slides

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 Doug Warren, Newport News, VA 804-930-3217

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National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
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Elma, Ontario, CA 714-986-3753
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Production Manager: Stefan Olsson
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Maurice Weinstein, Greensboro, NC 919-855-9117
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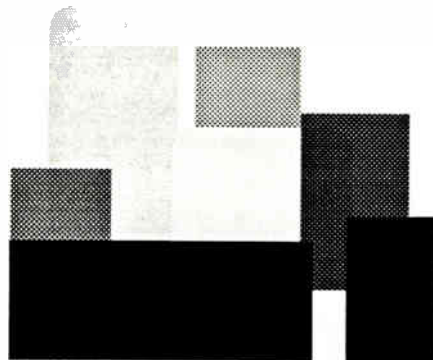
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 President: Larry Smith, Sr.; Sales Manager: Larry
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Camden Marketing, Pierre Fonds, QU 514-683-3377

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Camden Marketing, Pierre Fonds, QU 514-683-3377
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PRODUCTS: accessories

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Powerlines, Evanston, IL 708-864-1147
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Brian K. Gross; Midwest Audio Rep.: Gordon
Jacobs; West Coast Audio Rep.: Doug Macuch;
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9191
PRODUCTS: chassis, equipment cabinets and
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Audio Resources, Westmont, IL 708-655-1180
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PRODUCTS: accessories, ATA cases and racks,
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racks, enclosure systems, custom cabinets and
consoles, equipment cabinets and enclosures,
flight cases, furniture systems, hardware,
instrumental cabinets, modular boxes, molded
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Marketing: Ralph G. Hoopes
Star Case Mfg. Co. Sis & Mktg., Long Beach, CA
213-426-1286
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: accessories, ATA cases and racks,
electronic racks, enclosure systems, custom
cabinets and consoles, equipment cabinets and
enclosures, flight cases, furniture systems,
hardware, modular boxes, molded racks and
cases, panels, portable tables, rack AC power,
rack fans, shock-mount racks and cases, storage
racks and cases, tables, technical workbenches,
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(213) 603-1976 FAX: (213) 603-1929
Vice President: Gary S. Ackerman
JMS Marketing, Austin, TX 512-266-1113
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cases, slides, storage racks and cases, tool cases

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Manager: Daniel S. Tancik; International Sales
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Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: accessories, stands

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Sales Manager: Greg Sipple; Industrial
Marketing: Bryan Pruett
Sound Sales, Inc., Columbia, MD 301-964-1170
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Owatonna, MN 55060
(507) 455-4100 FAX: (507) 455-1011
Advertising/Convention Coord.: Dianne Sorenson
Audio Etc., St. Peters, MO 314-278-4130

William Bal Corp.

947 Newark Ave.
P.O. Box 875
Elizabeth, NJ 07208
(908) 354-9625 FAX: (908) 354-4961
President: Greg Wilson; Sales Manager: Scott
Trupp
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: ATA cases and racks, molded racks
and cases, specialty cases, tool cases

Winsted Corp.

10901 Hampshire Avenue S.
Minneapolis, MN 55438
(612) 944-8556 (800) 447-2257 FAX: (612) 944-1544
Sales: Randy Smith; Sales: Judy Ruzek
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: consoles, electronic racks, enclosure
systems, custom cabinets and consoles,
equipment cabinets and enclosures

Wyle-Electronic Enclosures

6995 Airport Highway Lane
Pennsauken, NJ 08109
(609) 665-6810 FAX: (609) 665-7261
MJA Marketing, St. Charles, MO 314-447-7111

Zero Stantron

777 Front St., Burbank, CA 91502
 (818) 841-1825 (800) 821-0019 FAX: (818) 841-8892
 Sales Administrator: Monica Crowder; Sales
 Administrator: Chrissy Thede; Product Sales
 Manager: Jose Gomez; National Sales Manager:
 Brenda Sablin; Vice President, Sales: Guy A.
 Tessler; Advertising Coordinator: Martha
 Pistone
 Brenda Sablin, Deerfield, IL 708-215-1500
 Chuck Olson Assoc., Renton, WA 206-271-5416
 PRODUCTS: accessories, ATA cases and racks,
 chassis, computer consoles, consoles, electronic
 racks, enclosure systems, custom cabinets and
 consoles, equipment cabinets and enclosures,
 furniture systems, hardware, instrumental
 cabinets, panels, rack fans, shelves, rack-mounts,
 slides, tables, technical workbenches

**Advanced Video Assoc.**

400 Walnut St., Ste. 101
 Redwood City, CA 94063
 (415) 792-8684 FAX: (415) 791-0271
 J.B. Parent, Dublin, OH 614-764-0064

Alphone Corp.

1700 130th Ave. NE
 Bellevue, WA 98005
 (206) 455-0510 FAX: (206) 455-0071
 President: Jun Matsumoto; Vice President,
 Marketing: Harry Quanz; Vice President, Sales:
 Jim Morrison; Residential Sales Manager:
 Stephen Birgh; Commercial Sales Manager: John
 Mosebar
 Alphone East Coast Reg. Office, Rochelle Park, NJ
 201-843-6115
 Precide, Morbio Inferiore, Switzerland, 914-
 31734
 PRODUCTS: cameras, monitors, pan/tilts,
 surveillance

Alaun Engineering

2305 Florencita Drive
 Montrose, CA 91020
 (818) 957-0618 FAX: (818) 957-0618
 Owner/Manager: Al Braun; Marketing: M.E.
 Antonlak; Sales: Sharon Charles
 Edwards Company, Inc., Livonia, MI 313-458-7777

American Dynamics

10 Corporate Drive
 Orangeburg, NY 10962
 (914) 365-1000
 Vice President, Marketing: Vic Houk; Sales
 Manager: Joe McDevitt; Vice President,
 Engineering: Tom Ray; Manager, Applications:
 Tom Dorrill; C.E.O.: Rudy Schwerdt
 Seevid Inc., Huntington Bch., CA 714-898-6100
 Thomas Corr & Assoc., Hauppauge, NY 516-265-
 1330
 Keith Parker & Assoc., Northbrook, IL 708-498-
 0353
 Cartwright & Bean, Atlanta, GA 404-368-0160
 LMS Marketing, Reynoldsburg, OH 614-575-2000
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: accessories, computer interfaces,
 effects generators, message generators,
 multiplexers, remote controls, signal
 distribution, specialty cameras

American Laser Systems, Inc.

P.O. Box 6944
 Santa Barbara, CA 93160
 (805) 967-0423 FAX: (805) 683-4382
 President: Jackie Parker; Technician: Jim
 Lewison
 RAM Broadcast Systems, Barrington, IL 800-779-
 7575
 Video Media, Sunnyvale, CA 408-745-1700
 Winchester Electronic Sales, Atlanta, GA 404-392-
 0200
 Master Marketing Assoc., Woodbridge, VA 703-
 590-5678
 Quad-Tech Inc., Mission, KS 913-677-1013

American Lightwave Systems

999 Research Parkway, Meriden, CT 06450
 (203) 630-5770
 President & CEO: Dr. F.M. Mesliya; VP, Sales &
 Marketing: John Holobinko
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: fiber optics, transmission systems

AMX Corporation

12056 Forestgate Drive, Dallas, TX 75243
 (214) 644-3048 (800) 222-0193 FAX: (214) 907-2053
 President: Scott Miller; Vice President of Sales:
 William V. Anderson; Executive Vice President:
 Art Chace; International Sales Manager: Ken
 Sclater; Director of Marketing: Eric Johansen
 Franklin Communications, Maple Glen, PA 215-
 643-3031
 Visitech Marketing Assoc., Elburn, IL 708-365-9600
 KBZ Communications, Furlong, PA 215-348-9481
 Westech Marketing, Culver City, CA 213-870-9286
 Total Marketing, Ft. Worth, TX 817-560-3970
 Karp Communications, Tampa, FL 813-960-7667
 Richard Krudop, Andalusia, AL 205-222-8950
 Pancor Marketing, Lynnwood, WA 206-771-6016
 PRODUCTS: remote controls

Audio/Video Supply, Inc.

4575 Ruffner Street, San Diego, CA 92111
 (619) 565-1101 (800) 284-2288 FAX: (619) 565-7845
 President: R.T. Moore, Jr.
 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: cameras, dummy cameras,
 enclosures, lenses, monitors, pan/tilts, specialty
 cameras, surveillance, switchers, time-lapse
 recorders, transmission systems, video
 projectors, VTR's

Blonder-Tongue Laboratories, Inc.

1 Jake Brown Rd., Old Bridge, NJ 08857
 (908) 679-4000 FAX: (908) 679-4353
 President: James A. Luksch; Senior V.P.
 Marketing: Robert J. Palle; Senior Vice
 President: Daniel J. Altieri; Controller: Peter
 Puglilelli; Manager, Systems Engineering: Fred
 Canzano; Manager, Engineering: Kant Mistry
 Ed Currier, Cincinnati, OH 513-931-0324
 Chuck Fitzer, Fair Oaks, CA 916-863-0452
 LCA Sales, Tuckahoe, NY 914-961-4700
 Adams Assoc., Greensboro, NC 919-272-6838
 Shamrock Electronics, Dayton, OH 513-258-1227
 J.B. Parent, Dublin, OH 614-764-0064

C-Cor/Comlux, Inc.

453 Ravendale Drive, Suite F
 Mountain View, CA 94043
 (415) 964-9628 FAX: (415) 964-0968
 President: Robert F. Farris; Director, Marketing
 & Sales: H. Kenneth Regnier; Director,
 Engineering: Joseph D. Hawkins; Manufacturing
 Manager: Arthur J. Beatty
 M.S.C. Electronics Ltd., Richmond Hill, ON
 416-731-9500
 C-COR Electronics Inc., State College, PA
 814-238-2461
 Edwards Company, Inc., Livonia, MI 313-458-7777
 PRODUCTS: fiber optics, transmission systems

Carol Products Co. Inc.

1750 Brielle Avenue, Ocean, NJ 07712
 (201) 918-0800 (800) 922-2765 FAX: (201) 918-9051
 President: David Hersh; Vice President: Carol Hersh
 Taub Sales, Silver Springs, MD 301-662-9100
 PRODUCTS: accessories, cameras, computer
 interfaces, dummy cameras, enclosures, fiber
 optics, hardware, lenses, monitors, multiplexers,
 pan/tilts, remote controls, specialty cameras,
 surveillance, switchers, time-lapse recorders,
 transmission systems, video projectors, VTR's

**Gilderfluke & Co.**

820 Thompson Avenue #35
 Glendale, CA 91201
 (818) 546-1618 FAX: (818) 546-1619
 Owner: Doug Mobley; Marketing: Denise
 Dougherty
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: analog & digital tones for time and
 signaling, music playback-type

Maas-Rowe Carillons, Inc.

2255 Meyers Avenue
 Escondido, CA 92029
 (619) 743-1311 (800) 854-2025 FAX: (619) 747-2677
 President: Paul W. Rowe; Vice President: Elaine
 C. Rowe; Sales Manager: Craig Johnson;
 Customer Service: Pamela Jones; Plant Manager:
 Tony DeOliver
 Cambridge Marketing, Westerville, OH 614-363-
 9191

Schulmerich Carillons, Inc.

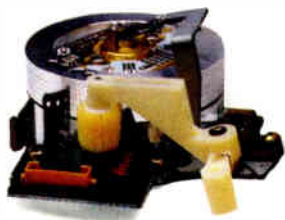
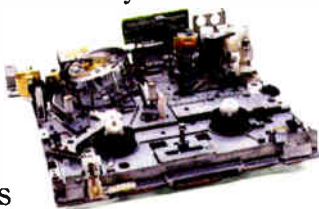
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 President, Sis. & Mkt'g: James F. Caldwell;
 Regional Sales Manager: Albert Zopp; Regional
 Sales Manager: Larry Lindner
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: fiber optics, modulators, signal
 distribution, transmission systems

CCTV Corporation

315 Hudson Street, New York, NY 10013
 (212) 989-4433 (800) 221-2240 FAX: (212) 463-9758
 President: Steve Lefkowitz; Sales Manager: Gary
 Perlin; Export Manager: Syd Ranzman
 Loomis and Associates, Fremont, CA 415-683-0883

Channel Master, Div. of Avnet

Industrial Pk Dr.
 Smithville, NC 27577
 (919) 934-9711

Channelmatic, Inc.

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 President: Rick Rager; Vice President of Sales:
 Michael Watson; V.P. of Business Development:
 Thomas Walsh; Controller: Paul Blevins
 Kent Liday, Ontario, CA 714-395-8540
 Roger Heidenreich, Merrimac, WI 608-643-2445
 Rick DuBapau, Austin, TX 512-343-0533
 Dan Viles, Red Hook, NY 914-758-2680
 Edwards Company, Inc., Livonia, MI 313-458-7777

Cohu Inc. Electronics Division

5755 Kearny Villa Road, San Diego, CA 92123
 (619) 277-6700 FAX: (619) 277-0221
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 John R. Foster; National Sales Manager:
 R. Jeffrey Tyler; International Sales Manager:
 Vijay Rana; Marketing Communications Mgr:
 Frederick Holmshaw
 Cohu - Northern California, Danville, CA
 415-743-1456
 Cohu - Northeast, Binghamton, NY 607-775-4437
 Cohu - Southeast, Duluth, GA 404-279-1190
 Cohu - Los Angeles, Laguna Hills, CA 714-768-8585
 Edwards Company, Inc., Livonia, MI 313-458-7777

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 (408) 435-3000 (800) 538-7542 FAX: (408) 922-5429
 President: John Tyson; Executive V.P., Sis. &
 Mkt'g: John Walsh; Vice President,
 Sales: Ted Augustine
 Gary Kemp, San Jose, CA 408-435-3000
 Ed Scott, Liberty Corner, NJ 908-580-0818
 Jim Padalino, Dallas, TX 214-746-4888
 Ed Somerville, Reston, VA 703-438-8260

Conquest Sound, Inc.

26113 S. Ridgeland Ave.
 P.O. Box 268, Monee, IL 60449
 (708) 534-0390 (800) 323-7671 FAX: (708) 534-0398
 President: Bob Jares Jr.; Vice President: Larry
 Spalla; General Manager: Janet Jares;
 Operations Manager: Deborah Hawtree; Sales:
 Ed Knecht; Sales: Sally Artman
 Gary Castelluccio & Assoc., Clifton, NJ 800-888-1899
 AMH Sales, Inc., Torrance, CA 213-373-2034
 RS Enterprises, Redmond, WA 206-883-1482
 Midwest Audio Marketing, Crete, IL 708-672-3056
 AMH Sales, Northglenn, CO 303-465-5967
 C.L. Pugh & Associates, Cleveland, OH 216-238-
 1777
 PRODUCTS: accessories

Crest Electronics Inc.

4921 Exposition Boulevard, Los Angeles, CA 90016
 (213) 731-1105 (800) 234-0119 FAX: (213) 731-1417
 Chairman and C.E.O.: Irv Rossman; President:
 Dennis Castell; Senior Vice President: Hope
 Borows; Secretary: Valerie Castell; Comptroller:
 David Castell
 Crest East, Greensboro, NC 800-873-2121
 Irv Brown, Brooklyn, NY 718-493-1379
 Henry Phillips, Atlanta, GA 404-992-3070
 Pacnor Rep, Seattle, WA 206-771-6016
 Meyer Ross & Fleming, San Francisco, CA
 415-348-6800
 Taub Sales, Silver Springs, MD 301-662-9100

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 Lancaster, OH 43130
 (614) 756-9222 FAX: (614) 756-4237

Ecler/TEI Electronics

570 W. 18 Street
 P.O. Box 246, Hialeah, FL 33010
 (305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
 President: Danny Alonso; Vice President: Mireya
 A. Muniz; National Sales Manager: Walter
 McNulty; Sales: Orlando Pineda; Sales: Jose
 Hurcades; Customer Service: John Tembras
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: signal distribution, video mixers

Elbex America (NY) Inc.

300 Corporate Drive, Suffern, NY 10913
 (914) 353-0600 (800) 343-5239 FAX: (914) 353-0657
 President: David Elberbaum; Sales Manager:
 Christopher LoCascio; General Manager: Lorraine
 Furcayg; Technical Support: Jose Padilla
 Elbex CA, Carson, CA 800-421-5206
 Professional Electric Sales, Yonkers, NY 914-779-
 6118
 Marty Hanson Associates, Baltimore, MD 301-665-
 0330
 Frank Associates, Sudbury, MA 508-443-5131
 Edwards Company, Inc., Livonia, MI 313-458-7777

Elmo Manufacturing Corporation

70 New Hyde Park Road
 New Hyde Park, NY 11040
 (516) 775-3200 (800) 654-7628 FAX: (516) 775-3297
 Sales Manager: Vincent J. Giovinco; Sales
 Engineer: Keith Isogal; President: Y. Amemiya;
 Executive Vice President: Vincent G. Marotti
 Elmo Manufacturing Corp., Chatsworth, CA 818-
 346-4500
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: cameras, lenses, monitors, specialty
 cameras, surveillance

EMI

13327 Paxton St, Pacolma, CA 91331
 (818) 896-6700 (800) 628-5858 FAX: (818) 899-1599
 President: Gary Rutberg; Vice President, Sales:
 Michael Moli; Director of Marketing: Jeffrey
 Shifman; Sales Manager: Ted Lewis; Sales
 Administration: Pat Torres
 Sound Sales, Inc., Columbia, MD 301-964-1170
 PRODUCTS: enclosures

ESE

142 Sierra Street
 El Segundo, CA 90245
 (213) 322-2136 FAX: (213) 322-8127
 President: Jerry Johnson; Vice President/Sales
 Manager: Bob Mayers; Marketing Manager:
 Brian Way; General Manager: Bill Kaiser
 Cambridge Marketing, Westerville, OH 614-363-9191
 PRODUCTS: accessories, signal distribution,
 switchers

Fiber Options

80 Orville Drive, Ste. 102
 Bohemia, NY 11716
 (516) 567-8320 (800) 342-3748 FAX: (516) 567-8322
 CEO: Bob De Lla; Vice President: Clyde Smith;
 Vice President: Jack Fitzsimmons; Sales
 Manager: Rita Edrich
 F.M. Valenti, Nahant, MA 617-592-5300
 Thaw Sales & Marketing, So. Plainfield, NJ 201-
 757-8150
 Intermountain Marketing, Castle Rock, CO 303-
 688-5507
 Marketing Specialists, Simi Valley, CA 805-582-
 0666
 Universal Technologies S.A., Waure, Belgium,
 321-0-242520
 PRODUCTS: fiber optics

Gaslight Video

630 N. Tustin St., Suite 1516
 Orange, CA 92667
 (714) 744-4190 FAX: (714) 744-1729
 President: Jim Fletcher
 Save On Video, No. Hollywood, CA 818-982-2108
 Scott Agency, Kalspell, MT 406-755-0099
 Interactive Media, Vero Beach, FL 305-567-0831
 Silc Communications, Park Forest, IL 312-748-
 5195
 William Howze, Houston, TX 713-521-3214
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

GYR, A DIVISION OF ODETICS

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 Anahiem, CA 92802
 (714) 772-1000 (800) 854-6853 FAX: (714) 776-6363
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 Pappageorge; Sales Manager: Domenic Isola;
 Field Sales Manager: Jim Hawver; Field Sales
 Manager: Steve Wilber
 John Anthony, Stamford, CT 203-322-9202

Harman Elec. Inc./JBL Video Products

8400 Balboa Boulevard
 Northridge, CA 91325
 (818) 895-8734 FAX: (818) 891-5475
 Vice Pres Market Development: Michael Heiss;
 Marketing Manager: John Wilson; Manager,
 Product Development: Walter Henry; Service
 Manager: Ed Turner
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: video projectors

Hirschmann of America

Industrial Row
 Riverdale, NJ 07457
 (201) 835-5002

Hitachi Denshi America, Ltd.

150 Crossways Park Drive
 Woodbury, NY 11797
 (516) 921-7200 FAX: (516) 921-0993
 President: A. Kobayashi; Vice President: B.
 Munzelle; General Manager: M. Matsuhashi;
 National Sales Manager: F. Posner
 Hitachi, Atlanta, GA 404-451-9453
 Hitachi, Chicago, IL 708-250-8050
 Hitachi, Dallas, TX 214-891-6381
 Hitachi, Los Angeles, CA 213-328-6116
 ADCOM, Toronto, ON 416-251-3355

Ikegami Electronics (USA), Inc.

37 Brook Ave.
 Maywood, NJ 07607
 (201) 368-9171 FAX: (201) 569-1626
 National Sales/Marketing Mgr: Aaron Chesler;
 National Accounts Manager: Kyle Robinson;

Sales Representative: Charles McCready
Ikegami Electronics, Elmhurst, IL 708-834-9774
Ikegami Electronics, Torrance, CA 213-534-0500
PRODUCTS: accessories, cameras, enclosures, hardware, lenses, monitors, pan/tilts, remote controls, signal distribution, specialty cameras

Intec Video Systems

23301 Vista Grande
Laguna Hills, CA 92653
(714) 859-3800

International Logistics Systems Inc

295 Cortlandt Street
P.O. Box 25
Belleville, NJ 07109
(201) 759-0007 FAX: (201) 759-8989
President: Carmine O. Pellosie; **Vice President:** Dar Hyatt
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: dummy cameras, lenses, monitors, pan/tilts, remote controls, signal distribution

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
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Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: accessories, cameras, lenses, monitors, pan/tilts, remote controls, surveillance, switchers, time-lapse recorders

Javelin Electronics div. Atapco

19831 Magellan Dr.
Torrance, CA 90502
(213) 327-7440 (800) 421-2716 FAX: (213) 327-5405
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C.B. Electronic Marketing, Arvada, CO 303-422-0561

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Elmwood Park, NJ 07407
(201) 794-3900 (800) 526-5308 FAX: (201) 523-2077
National Sales Manager: Lee Manning; **Western Regional Manager:** Eric Mac Rae
JVC Professional Products Co., Pine Brook, NJ 201-882-0900
JVC Professional Products Co., Elk Grove VII., IL 708-364-9300
JVC Professional Products Co., Cypress, CA 714-527-7500
PRODUCTS: cameras, monitors, surveillance, switchers, time-lapse recorders, VTR's

Koyo Int'l of America

325 Marcus Blvd.
Hauppauge, NY 11788
(516) 434-8484 (800) 645-9818 FAX: (516) 434-8484
President: Tom Wada; **Nat'l Sales Manager:** Ruben Fursalg; **Manager:** Klm Mizuno

Lake Inc.

7009 West Belt Dr.
Nashville, TN 37209
(615) 350-8181 (800) 366-5253 FAX: (800) 726-3291
Vice-President: Howard Kohnstamm;
Purchasing/Systems: Steve Houston; **Systems Consultant:** Ruth Jose; **Systems Consultant:** Imran Rahman
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: accessories, cameras, channel convertors, computer interfaces, connectors,

dummy cameras, effects generators, enclosures, fiber optics, hardware, lenses, message generators, modulators, monitors, multiplexers, pan/tilts, remote controls, signal distribution, specialty cameras, surveillance, switchers, time-lapse recorders, transmission systems, video mixers, video projectors, VTR's

Lightwave Communications

650 Danbury Rd.
Ridgefield, CT 06877
(203) 438-3591 FAX: (203) 431-3001

Markertek Video Supply

145 Ulster Ave., Saugerties, NY 12477
(914) 246-3036 FAX: (914) 246-1757
Camden Marketing, Pierre Fonds, QU 514-683-3377

Math Associates, Inc.

2200 Shames Drive, Westbury, NY 11590
(516) 334-6800 FAX: (516) 334-6473
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Sel-Tronics, Inc. - Gary Brown, Landover, MD 301-341-2700
Light Brigade - Larry Johnson, Renton, WA 206-277-1240
Al Barshop, Inc., Davie, FL 305-680-8366
Seevid, Inc., Huntington Beach, CA 714-898-6100
Crockett Sales Co., Dallas, TX 214-250-3377
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: fiber optics

Meridian Technologies, Inc.

80 Mott Avenue, Inwood, NY 11696
(516) 371-9300 FAX: (516) 371-9301
President: Robert Klein; **Director of Engineering:** Jack Krol
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: accessories, fiber optics, modulators, multiplexers, remote controls, surveillance, transmission systems

MFJ Enterprises, Inc.

921 Louisville Road, Starkville, MS 39759
(601) 323-5869 (800) 647-1800 FAX: (601) 323-6551
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: effects generators, message generators, modulators, signal distribution

Mikrolab Video

4121 Redwood Ave., Ste. 215
Los Angeles, CA 90066
(213) 306-0120 FAX: (213) 821-1012
Camden Marketing, Pierre Fonds, QU 514-683-3377

Mitsubishi Electronics America, Inc

5757 Plaza Dr.
P.O. Box 6007
Cypress, CA 90630-0007
(714) 229-6516 FAX: (714) 229-3814
National Sales Manager: Greg Stoner; **Sales Manager:** Tod Gooch
Camden Marketing, Pierre Fonds, QU 514-683-3377

Multiplex Technology Inc.

3200 East Birch Street
Brea, CA 92621
(714) 996-4100 (800) 999-5225 FAX: (714) 996-4900
President: Phillip Strauss; **Vice President, Sales:** Frank White; **Product Specialist:** John David; **Office Manager:** Karin DeRisner
David Raudabaugh, Marietta, GA 404-509-8722
Howard Greenberg, Cherry Hill, NJ 609-667-5278
Loomis and Associates, Fremont, CA 415-683-0883

Northern Information Technology

5410 Newport Drive S-23
Rolling Meadows, IL 60008
(708) 670-0345 (800) 528-4343 FAX: (708) 670-9638
President: Edward L. Polanek; **Operations Manager:** James P. Hertrich;
Sales Manager: Roy D. Herbert
PRODUCTS: transmission systems

OptoDigital Design Inc.

8920 Business Park Drive #435, Austin, TX 78759
(512) 338-4707 FAX: (512) 794-9997
CEO: Rodney Herman; **V.P., Sales and Marketing:** Barry Thornton
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: fiber optics

Orchard Communications

101 N. Plains Industrial Road
Wallingford, CT 06492
(203) 284-1680 (800) 523-7893 FAX: (203) 269-2964
President: John M. Iles; **Dir. of Systems Engineering:** Dean H. Bogert; **Vice President of Sales:** Ronald F. Jones
Loomis and Associates, Fremont, CA 415-683-0883
PRODUCTS: fiber optics, modulators, remote controls, signal distribution

PANASONIC CCVED

One Panasonic Way, Secaucus, NJ 07094
(201) 392-4429 FAX: (201) 348-7372
General Manager: Milton A. Landau; **Assistant General Manager:** Ronald Harned
Panasonic CCVED/Northeast, Secaucus, NJ 201-348-7303
Panasonic CCVED/Southeast, Norcross, GA 404-717-6835
Panasonic CCVED/Midwest, Arlington Hts., IL 708-640-5168
Panasonic CCVED/Southwest, Ft. Worth, TX 817-685-1117
Panasonic CCVED/West, Cypress, CA 714-373-7265
Audio Biz, Mundellen, IL 708-949-0280
PRODUCTS: accessories, cameras, connectors, dummy cameras, effects generators, monitors, multiplexers, pan/tilts, remote controls, signal distribution, specialty cameras, surveillance, switchers, time-lapse recorders, VTR's

Peerless Sales Company

1980 Hawthorne
Melrose Park, IL 60160
(708) 865-8870 (800) 729-0307 FAX: (708) 865-2941
President: Walt Snodell; **Director of Marketing:** Frank Brigg; **Director of Sales:** Bill Brock
Crescendo Associates, Hollywood, FL 305-922-9553
PRODUCTS: accessories

Pelco

300 W. Pontiac Way
Clovis, CA 93612
(209) 292-1981 (800) 289-9100 FAX: (800) 289-9150
President: David McDonald; **Sr. VP Sales & Marketing:** Thomas Grogan; **Western Sales Manager:** Alan Jorn; **Eastern Sales Manager:** Ed White; **Inside Sales Manager:** Bill Reece;
Marketing Manager: Craig Thomas
Dimension/ Point IX, Lewisville, TX 214-436-3706

Portac, Inc.

108 Aero Camino
Goleta, CA 93117
(805) 685-2960 (800) 262-2960 FAX: (805) 968-2120
President: Brian E. Hooper
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: computer interfaces, message generators, surveillance

Quickset International, Inc.

3650 Woodhead Dr.
Northbrook, IL 60062-1895
(708) 498-0700 FAX: (708) 498-1258
V.P., Sales & Marketing: Rudy L. Merz; Eastern
Account Manager: Jack Farrell; Western Account
Manager: Jim Lachenberg
Camden Marketing, Pierre Fonds, QU 514-683-
3377
PRODUCTS: accessories, cameras, enclosures,
hardware, pan/tilts, remote controls,
surveillance

REVERE INDUSTRIES

1101 Blenville St.
New Orleans, LA 70112
(504) 523-3503 (800) 843-8321 FAX: (504) 525-6361
Vice President Mktg./Sales: Richard Harris
Camden Marketing, Pierre Fonds, QU 514-683-
3377
PRODUCTS: accessories, cameras, connectors,
dummy cameras, enclosures, fiber optics,
hardware, lenses, message generators,
modulators, monitors, multiplexers, pan/tilts,
remote controls, signal distribution, specialty
cameras

**Richardson Electronics Limited,
SSD**

3030 River Road
River Grove, IL 60171
(312) 625-2288 (800) 722-2288 FAX: (708) 452-5450
Vice President/ General Mgr.: Sal Rala; National
Sales Manager: Tom Brown; Director of
Operations: Charlene Woodward
Richardson Electronics Limited, Brooklyn, NY
718-692-5350
Richardson Electronics Limited,
Brampton, Canada,
Sunrise Sales Company, LaMolle, IL 815-638-2660
PRODUCTS: accessories, cameras, channel
convertors, computer interfaces, connectors,
dummy cameras, enclosures, fiber optics,
hardware, lenses, message generators,
modulators, monitors, multiplexers, pan/tilts,
remote controls, signal distribution, specialty
cameras, surveillance

Robot Research, Inc.

5636 Ruffin Rd.
San Diego, CA 92123
(619) 279-9430 FAX: (619) 279-7931
V.P., Sales & Marketing: Russ Mayworm
PRODUCTS: computer interfaces, modulators,
remote controls, signal distribution,
transmission systems, video mixers

RTI-Research Technology Int'l

4700 Chase Avenue
Lincolnwood, IL 60646
(708) 677-3000 (800) 323-7520 FAX: (708) 677-1311
President: Ray Short; Vice President: Tom
Boyle; Vice President- Marketing: Tom Tisch;
Vice President- Sales: Bill Whauka
Karp Communications, Tampa, FL 813-968-7098

Sanyo-Industrial Video Division

1200 W. Artesia Blvd.
Compton, CA 90220
(213) 605-6528 FAX: (213) 605-6529
National Sales Manager: Wayne Kennedy;
Western Regional Sales Mgr.: Tom Thompson;
Eastern Regional Sales Mgr.: Tom Cunningham
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: cameras, dummy cameras, lenses,
monitors, multiplexers, time-lapse recorders,
video mixers, video projectors, VTR's

Security Resources

21 Castle Avenue
Fairfield, CT 06430
(203) 334-3233 (800) 243-2878 FAX: (203) 332-7093
Karp Communications, Tampa, FL 813-968-7098

Sharp Electronics Corp. LCD Prods.

Sharp Plaza, Mall Stop One
P.O. Box 650
Mahwah, NJ 07430
(201) 529-8731 FAX: (201) 529-9636
General Manager: Ron Colgan; National
Marketing Manager: Bruce Pollack; Product
Marketing Manager: Joe Gillio; Product Manager:
Frank Romeo; Vice President: Bob Carbutt;
National Service Manager: John Burek
Sunrise Sales Company, LaMolle, IL 815-638-2660
PRODUCTS: video projectors

**SONY CORP. OF AMERICA, A/V
PRODUCTS**

10833 Valley View Street
Cypress, CA 90630
(714) 229-4318 (800) 326-7669 FAX: (714) 229-4298
Vertical Markets Manager: T. Park; AV Product
Manager: A. Nitta; AV Sales Manager: K. Carr; AV
Product Support Spvr.: A. Ruppe; Management
Associate: D. Williams; Product Support
Coordinator: P. Penell
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: monitors

Sony Corp./Business & Pro. Aud. Grp

3 Paragon Drive, Montvale, NJ 07645-1735
(201) 930-1000
President, Sales & Marketing: Mark Gray; Senior
VP Sales: C.F. Taylor; V.P. Product Marketing:
Anthony Gargano; Marketing Manager, Pro
Audio: Courtney Spencer; Sales Manager, Pro
Audio: Gary Rose; V.P. Audio Products: Ron
Remschel
Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: cameras, effects generators,
monitors, surveillance

Sony Security Systems

3 Paragon Drive, Montvale, NJ 07645
(201) 358-4954 FAX: (201) 358-4927
President: John Garrison; Director of Sales: Ken
LaMarca
Sony Security Systems, Teaneck, NJ 201-833-5749
Sony Security Systems, Lanham, MD 301-577-4850
Sony Security Systems, Itasca, IL 708-773-6014
Sony Security Systems, Cypress, CA 714-229-4424
Sony Security Systems, San Jose, CA 408-432-9191
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: accessories, cameras, enclosures,
lenses, monitors, signal distribution, specialty
cameras, surveillance, switchers, time-lapse
recorders, transmission systems, VTR's

Southwest Microwave, Inc.

2922 South Roosevelt
Tempe, AZ 85282
(602) 968-5995 FAX: (602) 894-1731
MJA Marketing, St. Charles, MO 314-447-7111

STA - Sky-Tracker of America

28007 Front St.
Temcula, CA 92390
(800) 551-8881 FAX: (714) 694-0012
Manager, Sales & Marketing: Mark Ashley
Precide, Morbio Inferiore, Switzerland, 914-
31734
PRODUCTS: enclosures

Surveillance Video Systems

258 A Street
P.O. Box 1349
Ashland, OR 97520
(503) 482-4500 (800) 431-5400 FAX: (503) 482-4426
President: Bud Wilkey; Vice President: John
Minor
Karp Communications, Tampa, FL 813-968-7098

Symco

29 Poplar Dr.
Stirling, NJ 07980
(908) 647-6262 FAX: (908) 647-4904
Camden Marketing, Pierre Fonds, QU 514-683-
3377

TEI Electronics Inc.

570 W. 18 St.
P.O. Box 246
Hialeah, FL 33011
(305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
President: Danny Alonso; Vice President: Mireya
A. Muniz; National Sales Manager: Walter
McNulty; Customer Service: John Tembras;
Sales: Orlando Pineda; Sales: Jose Hurcades
Audio Blz, Mundellien, IL 708-949-0280
PRODUCTS: accessories, effects generators,
signal distribution, switchers, video mixers

Tel-E-Tel Corp.

1011 High Ridge Rd.
Stamford, CT 06905
(203) 322-4871 FAX: (203) 329-7428
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: transmission systems

Telemetrics Inc.

7 Valley St.
Hawthorne, NJ 07506
(201) 423-0347 FAX: (201) 423-5635
President: Anthony C. Cuomo; Manager:
Anthony E. Cuomo
Camden Marketing, Pierre Fonds, QU 514-683-
3377

UHF Associates

5625 State Farm Dr. #4
Rohnert Park, CA 94928
(707) 584-7844
GO Video Sales, Lake Forest, IL 708-295-6726
Langbaum Associates, New City, NY 914-634-1141
Crockett Sales Co., Dallas, TX 214-350-3377
FM Valenti, Nahant, MA 617-592-5300
RW Kunz & Assoc., Prairie Village, KS 913-648-3535
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: accessories, channel convertors,
modulators, multiplexers, remote controls,
signal distribution, surveillance, switchers,
transmission systems

Usatco (Universal Satellite Corp.)

300 E. 59th St.
New York, NY 10022
(718) 786-1510
Camden Marketing, Pierre Fonds, QU 514-683-
3377

VCS

262 Carlton Dr.
Carol Stream, IL 60188
(708) 690-1400 FAX: (619) 455-7324
Camden Marketing, Pierre Fonds, QU 514-683-
3377

Ventronic, Inc.

94 Gallil Dr., Novato, CA 94949
 (415) 382-9480 (800) 544-0640 FAX: (415) 382-0414
 President: Allen Coddington; Director of
 Operations: Irene Fay; Sales Engineering: Bob
 Redmond
 Camden Marketing, Pierre Fonds, QU
 514-683-3377
 PRODUCTS: fiber optics

Vicon Industries Inc.

525 Broad Hollow Road
 P.O. Box 5315, Melville, NY 11747-0112
 (516) 293-2200 (800) 645-9116 FAX: (516) 293-2627
 President/CEO/Chm. Bd.: Donald Horn; Exec.
 Vice Pres./COO: Kenneth Darby; Sr. VP New Prod
 & Tech. Sup.: Peter Horn; VP of Operations:
 Richard Perna; VP of Engineering: Yacov
 Pshtilssky; VP Corp. Systems: Lawrence Russo
 Vicon Industries Inc., Norcross, GA 404-449-0499
 Vicon Industries Inc., Long Beach, CA
 213-595-9776
 Vicon Industries Inc., Newcastle, OK 405-392-2550
 Cambridge Marketing, Westerville, OH 614-363-9191
 PRODUCTS: accessories, cameras, computer
 interfaces, enclosures, fiber optics, hardware,
 lenses, message generators, modulators,
 monitors, multiplexers, pan/tilts, remote
 controls, signal distribution, specialty cameras,
 surveillance, switchers, time-lapse recorders,
 transmission systems, VTR's

Video Link

12950 Bradley Avenue
 Sylmar, CA 91342
 (818) 362-0353 (800) 843-5465 FAX: (818) 362-9506
 President: Herb Seymour; V.P. Sales and
 Marketing: Bill Cawfield; Sales Manager: Larry
 W. Schatz; Asst. Sales Manager: Marguerita Kiser
 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: accessories, cameras, channel
 converters, effects generators, modulators,
 signal distribution, specialty cameras

Video Resources

21 Castle Ave.
 Fairfield, CT 06430
 (203) 334-3233 FAX: (203) 332-7093

Videolarm, Inc.

2675 Lithonia Industrial
 P.O. Box 802
 Lithonia, GA 30058
 (404) 482-1313 (800) 554-1124 FAX: (404) 482-1963
 President: Raymond V. Pagano; National Sales
 Manager: Nathan Schroeder; Director of
 Engineering: Peter Schneider; Director of
 Manufacturing: Richard Harris
 Repworks, Chocopee, MA 413-533-0845
 Security Solutions, Gainesville, GA 800-333-2844
 Monfort Electronics, Indianapolis, IN 317-872-8877
 CMC, Ltd., Chestnut Ridge, NY 914-356-5300
 D. Acker & Assoc., New Orleans, LA 504-865-7714
 Camden Marketing, Pierre Fonds, QU
 514-683-3377
 Seevid, Huntington Bch., CA 213-594-4444
 Protection Systems, Tinley Park, IL 708-614-8990
 Multi-Tech, Brainerd, MN 218-828-9483
 Miller Ferree & Assoc., Bellevue, WA 206-462-1771
 Robert St. John, Middletown, MD 301-371-4965

Videoplex, Inc.

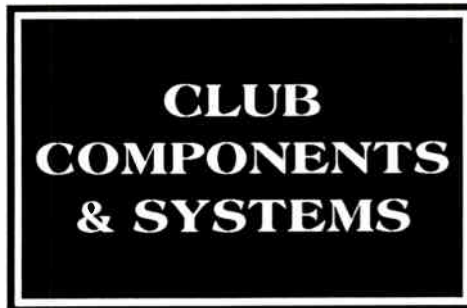
100 Cralg Road
 Freehold, NJ 07728
 (908) 462-8555 FAX: (908) 780-8394
 President: Martin Horak
 T.C. Marketing, Reseda, CA 818-776-8120
 PRODUCTS: multiplexers

Visual Methods Inc.

35 Charles Street
 Westwood, NJ 07675
 (201) 666-3950 FAX: (201) 666-7931
 President: W.T. Sandlin; Vice President: H.
 Kruegle
 Larry Schirmer, Pontiac, MI 313-340-9588
 PRODUCTS: accessories, lenses, specialty
 cameras, surveillance

Wireless Technology, Inc.

3021 S. Valley View Blvd. #104
 Las Vegas, NV 89102
 (702) 362-8686 FAX: (702) 362-8191
 President: William G. Horrell; Executive Vice
 President: Daniel Fancher; Sr. Vice Pres.,
 Marketing: Sanford H. Green
 Protection Systems, Tinley Park, IL 708-614-8990
 Valenti & Assoc., Nahant, MA 617-592-5300
 Pacer Sales Co., Lenexa, KS 913-541-1411
 Epic Marketing, San Mateo, CA 415-573-5881
 Florida Electronic/Repco, N. Palm Beach, FL 407-
 622-7555
 MJA Marketing, St. Charles, MO 314-447-7111
 PRODUCTS: remote controls, surveillance,
 transmission systems

**American DJ Supply, Inc.**

5051 E. Slauson Ave.
 Los Angeles, CA 90040
 (213) 773-3333 (800) 333-0644 FAX: (213) 773-1956
 General Manager: Scott Davies; Sales Manager:
 Toby E. Velazquez; National Account Executive:
 Eric J. Loader
 Market Insights, Glenview, IL 708-729-2047
 Professional Sound & Lighting, Lakewood, CO
 303-986-5999
 Watt Marketing, Allentown, PA 215-820-7586
 Doug Warren, Newport News, VA 804-930-3217
 PRODUCTS: lighting controls

BBE SOUND, INC.

5500 Bolsa Ave. Ste. #245
 Huntington Bch., CA 92649
 (714) 897-6766 (800) 233-8346 FAX: (714) 895-6728
 Chairman: John C. McLaren; National Sales
 Manager: Rob Rizzuto; Director of Engineering:
 Paul Gagon
 Marshank Sales Co., Los Angeles, CA 213-670-7071
 Starlin Marketing, Chesterton, IN 219-929-4127
 First Choice Marketing, Seattle, WA 206-365-4568
 The Henderson Company, Concord, MA 508-287-
 0020
 John B. Anthony Co., Stamford, CT 203-322-9202
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: processors

Denon America, Inc.

222 New Road
 Parsippany, NJ 07054
 (201) 575-7810 FAX: (201) 808-1608
 Sales Mgr. Broadcast Prods.: Laura Tyson
 Edwards Company, Inc., Livonia, MI 313-458-7777

Digital Designs International

125 West Main
 El Centro, CA 92243
 (619) 353-1290 FAX: (619) 353-4751
 Engineer: Jassa Langford; Engineer: John
 Thorp; Sales and Marketing: Alice Sandhu; Sales
 and Marketing: Diane Franke; Office Manager:
 Vicki Langford
 Doug Warren, Newport News, VA 804-930-3217
 PRODUCTS: sub-woofers

Eden Electronics, Inc.

310 1st St.
 Montrose, MN 55368
 P.O. Box 338
 (612) 675-3650 FAX: (612) 675-3651
 President: David Nordschow
 Jim Burger, Philadelphia, PA 203-297-7160
 PRODUCTS: sub-woofers

Electro-Voice Inc.

600 Cecil Street
 Buchanan, MI 49107
 (616) 695-6831 (800) 827-6701 FAX: (616) 695-1304
 President: Paul McGuire; Director of Marketing:
 Jim Long; Director of Sales: Garry Templin; Sales
 & Distribution Mgr.: Janine Masten; Director of
 Service/Rapair: Frank Spain; Public Relations
 Director: Keth Clark
 Metropolis Audio Marketing Inc, New York, NY
 908-225-0085
 R.J. Marketing Ltd., Rockville, MD 301-251-0330
 Ouzunoff & Associates, Yorktown Hts., NY 914-
 248-7888
 Ron Tunks Sales Inc., Tamarac, FL 305-722-2803
 Wilson Audio Sales, Nashville, TN 615-646-4477
 Audio Resources, Westmont, IL 708-655-1180
 B.C. Electronic Sales Inc., Shawnee, KS 913-962-
 1990
 Jones Audio Sales, Plano, TX 214-618-2600
 Excellence Marketing, Eden Prairie, MN 612-949-
 9011
 C.L. Pugh and Associates Inc., Cleveland, OH 216-
 238-1777
 Riley and Petchell Sales Inc., Detroit, MI 313-937-
 3000
 Loppnow and Associates, Issaquah, WA 206-392-
 3936
 Radon and Associates Inc., Sacramento, CA 916-
 923-2524
 The Torbett/ Keiser Group Inc., Loveland, CO 303-
 669-1008
 Western Audio, Burbank, CA 818-954-9300
 Electro-Voice West, Visalia, CA 209-651-7777
 PRODUCTS: sub-woofers

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110
 Westlake Vlg., CA 91362
 (818) 706-0228 FAX: (818) 889-5605
 President: Pascal Delbuck; Marketing: Ron
 Glatzhoffer; Plant Manager: Bill Ward
 Cambridge Marketing, Westerville, OH 614-363-
 9191
 PRODUCTS: sub-woofers

Gefen Systems

6261 Varlei Avenue #C
 Woodland Hills, CA 91367
 (818) 884-6294 (800) 545-6900 FAX: (818) 884-3108
 President: Hagal Gefen; Vice President,
 Marketing: Jill Shuken; Sales Director: Doug
 Perkins
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

IRP, A KNOWLES COMPANY

321 Bond Street, Elk Grove VII., IL 60007
 (708) 439-3600 (800) 255-6993 FAX: (708) 640-9607
 Vice President, General Mgr.: Brian Benn;
 Marketing Manager: Roger Carroll; Senior Sales
 Engineer: Gayle Campbell; Marketing
 Coordinator: Laura Valavclus; Applications
 Engineer: Norm Kinnaugh; Product Engineering
 Manager: Mitch Bentz
 Piper and Givan Assoc., Needham, MA 617-449-1144
 Sigmec Corp., Freehold, NJ 201-462-1221
 Richard S. Pass Associates, Langhorne, PA 215-
 757-6100

Henry W. Phillips Co., Rosewell, GA 404-992-3070
 Bencsik Associates, Ocala, FL 904-732-9775
 C.B. Electronic Marketing, Arvada, CO 303-422-0561
 Avwest Inc., Fountain Hills, AZ 602-946-1811
 EESCO Systems Inc., Los Angeles, CA 213-666-9601
 Pappas Consulting, Menlo Park, CA 415-324-4325
 Chuck Olson Assoc., Renton, WA 206-271-5416
 Kaltec Communications, North Vancouver, BC
 604-987-1597
 More Technologies Inc., Los Angeles, CA 213-474-
 4211

Audio Marketing Assoc., Brecksville, OH
 216-526-2426

StarIn Marketing, Chesterton, IN 219-929-4127

MJA Marketing, St. Charles, MO 314-447-7111

Graham Davis Inc., Dallas, TX 214-357-7677

PRODUCTS: processors

Leprecon/ CAE Inc.

10087 Industrial Drive

P.O. Box 430

Hamburg, MI 48139

(313) 231-9373 FAX: (313) 231-1631

President: James Fackert; General Manager:

Robert Bergman; Sales Manager: Fred Milkeska

J.B. Parent, Dublin, OH 614-764-0064

Ness

111 South State St.

Hackensack, NJ 07601

(201) 646-9522 FAX: (201) 646-1922

President: Nanum Melir; Vice President: Israel

Sirnlch; Ntl. Account Representative: Andy

Broitman; Sales Engineer: Eric Leskin

Camden Marketing, Pierre Fonds, QU 514-683-3377

PRODUCTS: lighting controls

NSI Corporation

9126 SW Ridder Road

P.O. Box 635

Wilsonville, OR 97070

(503) 682-1941 (800) 736-6682 FAX: (503) 682-5784

President: Larry J. Lynn; Vice

President/Marketing: Terry R. White; Vice

President/Engineering: Robert L. Hick

Jim Burger, Philadelphia, PA 203-297-7160

Numark Electronics

503 Newfield Avenue Raritan Ctr

P.O. Box 493, Edison, NJ 08837

(908) 225-3222 FAX: (908) 287-2155

President: Harry Kotovsky; Vice President:

Robert Kotovsky; Midwest Regional Manager:

Bernie Fryman; West Coast Regional Manager:

Jim Cowser; International Sales Manager: Steve

Schiffman; East Coast Regional Manager: Barry

Selden

Crescendo, Hollywood, FL 305-922-9553

StarIn Marketing, Chesterton, IN 219-929-4127

Summit Sales, Houston, TX 713-890-5333

Image Marketing, Sunnyvale, CA 408-732-8025

MI, Avon, MA 508-588-8043

Jim Burger, Philadelphia, PA 203-297-7160

PRODUCTS: CD players, DJ mixers, headphones,

turntable cartridges and accessories, turntables

O-Ryan Industries

9400-A NE 130th Ave.

Vancouver, WA 98682

(206) 892-0447 FAX: (206) 892-6742

Camden Marketing, Pierre Fonds, QU 514-683-3377

**Outline**

Via L. DaVinci 56, 25020 Fiero, Italy

(30) 358-1341 (800) 358-1351 FAX: (30) 358-0431

President: Guido Noselli; Vice President, Sales:

Giorgio Biffi; Marketing Director: Marcello Croce;

R & D Director: Giancarlo Puzzi; Sales Manager:

Anna Guarenti; Purchasing Manager: Angelo

Ferraresi

Coemar Deutschland, ULM, Germany, 073-160-1205

MBS, Lempdes, France, 073-910-630

Leibnitzer M. Bigler, Austria, 034-52-6515

Talsheng Trading, Taipei, Taiwan, 253-13802

Universal, Singapore, 534-5993

Preclde, Morbio Inferiore, Switzerland, 914-31734

PCP Electronics, Limassol, Cyprus, 53-39297

Metronome Muzik, Istanbul, Turkey, 7-345-2457

Tropical Recording, Malindi, Kenya, 723-27700

Point Rouge, Mutuelueville, Tunis, 7-345-2457

PRODUCTS: DJ mixers, sub-woofers

Paso Sound Products, Inc.

14 First Street

Pelham, NY 10803

(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954

Executive Vice President: Paul Mastrangelo;

Product Manager: Ken O'Brien; Credit Manager:

Marilyn Beckerson; Operations Manager:

Anthony Squeglla

Anderson Sales, Braintree, MA 617-848-9194

Jack Mesnick Sales, Liverpool, NY 315-622-3211

Palmieri Associates, Fairfield, NJ 201-882-1266

Weller Electronic Sales, Inc., Worthington, OH

614-885-7819

Lienau Associates, Columbia, MD 301-621-4113

MJA Marketing, St. Charles, MO 314-447-7111

Northland Assoc., Moorehead, MN 218-233-4616

Allwest Sound & Communication, Camarillo, CA

805-388-7745

Dimension Pt. IX Marketing, Katy, TX 713-578-9277

Mountain Representatives, Denver, CO 303-333-
7745

Miguel Lopez, Hialeah, FL 305-822-6853

Paco Electronics, Ltd., Markham, ON 416-475-0740

Robert Milk Co., Southfield, MI 313-354-3310

Marketline Inc., Snellville, GA 404-972-9048

Hawkins-Frederickson Assoc., Maitland, FL 407-
831-2474

Lintern Associates, Naperville, IL 708-904-1225

Robert Milk Co., Indianapolis, IN 317-842-3400

PRODUCTS: turntable cartridges and accessories,

turntables

PEAVEY ELECTRONICS CORP.

711 A Street

P.O. Box 2898

Meridian, MS 39301

(601) 483-5365 FAX: (601) 484-4278

CEO: Hartley Peavey; President: Mella Peavey

Dimension/ Point IX, Lewisville, TX 214-436-3706

PRODUCTS: DJ mixers, karaoke, lighting controls,

processors

Pioneer Laser Entertainment

2265 E. 220th Street

Long Beach, CA 90810

(213) 816-5111 FAX: (213) 816-5990

President: Ted Karasawa; Senior Vice President:

Mark Makabe

Pioneer Laser Entertainment, San Ramon, CA

415-866-2240

Pioneer Laser Entertainment, Irving, TX 214-580-
0200

Pioneer Laser Entertainment, Fort Lee, NJ 201-
461-3355

Pioneer Laser Entertainment, Itasca, IL 708-285-
4500

Pioneer Laser Entertainment, Roswell, GA 404-
475-4317

Dimension/ Point IX, Lewisville, TX 214-436-3706

PRODUCTS: CD players, DJ mixers, karaoke,

processors

Rane Corp.

10802 47th Avenue West

Mukilteo, WA 98275-5098

(206) 355-6000

President: Steve Brakken; CEO: Linda Arlink; V.P.

of Manufacturing: Rick Bernard; V.P. of R & D:

Dennis Bohn; V.P. of Marketing: Larry Winter;

National Sales Manager: Ray Bloom

Larry Schirmer, Pontiac, MI 313-340-9588

PRODUCTS: DJ mixers, processors

Sabine Musical Mfg. Co., Inc.

4637 N.W. 6th Street

Gainesville, FL 32609

(904) 371-3829 (800) 626-7394 FAX: (904) 371-7441

President/C.E.O.: Doran Oster; Sales & Marketing

Director: John M. Annin; Sales & Customer

Service: Neil Rapaport

Sound Sales, Inc., Columbia, MD 301-964-1170

PRODUCTS: processors

Sony Corp./Business & Pro. Aud. Grp

3 Paragon Drive

Montvale, NJ 07645-1735

(201) 930-1000

President, Sales & Marketing: Mark Gray; Senior

VP Sales: C.F. Taylor; V.P. Product Marketing:

Anthony Gargano; Marketing Manager, Pro

Audio: Courtney Spencer; Sales Manager, Pro

Audio: Gary Rose; V.P. Audio Products: Ron

Remschei

Matt Robertson, Western Dist., 213-469-9084

Audio Etc., St. Peters, MO 314-278-4130

PRODUCTS: CD players, headphones

Stagecraft Lighting

Rt 1 Box 50

P.O. Box 566

Jackson, MO 63755 (800) 234-5789 FAX: (314) 243-
1384

Chief Executive Officer: Peter Marsac; Vice

President of Marketing: Brad Graham

J.B. Parent, Dublin, OH 614-764-0064

PRODUCTS: lighting controls

Stanton Elec. div. Stanton**Magnetic**

101 Sunnyside Boulevard

Plainville, NY 11803

(516) 349-0235 FAX: (516) 349-0230

President: Walter O. Stanton; Vice President

Sales & Mkt'g: Jack O'Donnell; VP-International

Mkt'g & Sls: Frank Conlon; Mgr. Advertising &

Promotion: Jean Kapen

Karp Communications, Tampa, FL 813-968-7098

Summa Technologies

2179 Stone Ave., Ste. 23
San Jose, CA 95125
(408) 293-3657 FAX: (408) 293-3660
Camden Marketing, Pierre Fonds, QU 514-683-3377

Technics Audio Products

1C-7 One Panasonic Way
Secaucus, NJ 07094
(201) 348-7690 FAX: (201) 348-7954
VP & General Manager: Michael Aguilar; Assistant
General Manager: Andrew Nelkin; National
Marketing Manager: Mark Hutchinson; Planning
Manager: Oscar Seo; Public Relations Manager:
Martha Whiteley; Marketing Administrator:
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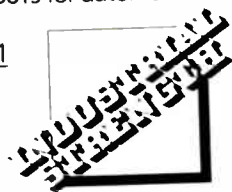
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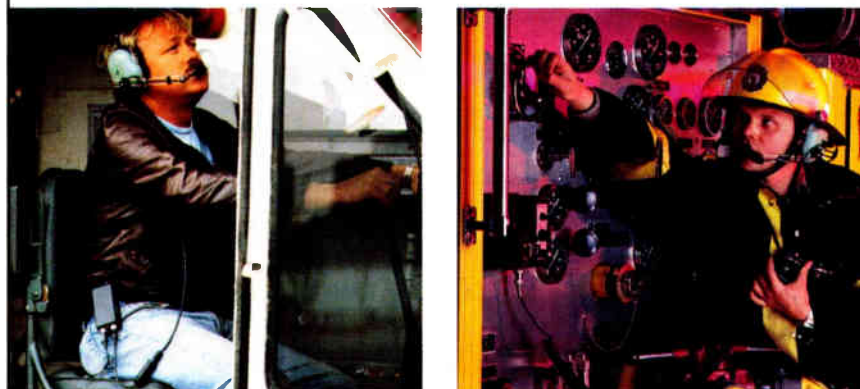
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C.B. Electronic Marketing, Arvada, CO 303-422-0561
PRODUCTS: personal/ stereo headphones

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Koss Europe, Stablo, SW 91-473822
PRODUCTS: personal/ stereo headphones

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Chuck Olson Assoc., Renton, WA 206-271-5416
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Manager: Edward Wigdor
Cambridge Co., Niles, IL 708-647-8100
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: Intercommunications headsets

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P.O. Box 635
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(408) 426-5858 (800) 544-4660 FAX: (408) 425-8654
CEO: Neil J. Hynes; President, General Manager: Robert Richardson; V.P., Sales and Marketing: Richard Sivertson
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, telecommunications headsets

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Zeeco Sales, Colleyville, TX 817-581-8179
Chas. Michel & Co, Encino, CA 818-788-3531
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, personal/ stereo headphones, telecommunications headsets

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(212) 989-1090 FAX: (212) 989-3285
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Sunrise Sales Company, LaMoille, IL 815-638-2660

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President: Andrew Brakhan; Pro Products Manager: Albert C. Zang Jr.
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, personal/ stereo headphones

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Mountain View, CA 94043
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Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, telecommunications headsets

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Audio Etc., St. Peters, MO 314-278-4130

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Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: boom-mic headsets

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Market Support Manager: Don Bowles
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Phonic Ear Eastern Region, Columbia, MD 301-725-8883
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PRODUCTS: closed loops inductive, infrared systems, multi-channel processors, wireless systems AM/FM

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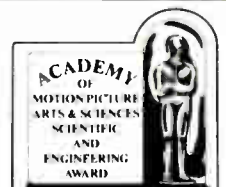
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 Silver Peak Marketing, Denver, CO 303-467-9042
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 201-843-6115
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Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
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(213) 645-0023 (800) 826-7493 FAX: (213) 645-7431
President: M.K. Richmond; Vice President: Tom Richmond; Chief Engineer: Patrick Kochle; Sales Director: Dusty Beeding; Marketing Director: Scott Holmes; Chief Electronics Programmer: Suzle Richmond
Mike Bevan/ Doorking East, Moorestown, NJ 609-273-9206
Garreau & Associates, Atlanta, GA 404-343-8036
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: access control, apartment station, lobby, mailbox panels, panel/ entrance, telephone

ERL Electronic Products, Inc.

65-50 Austin Street
Rego Park, NY 11374
(718) 275-7700 FAX: (718) 997-7645
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Doug Warren, Newport News, VA 804-930-3217

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President: Robert S. Fisher; Sr. Vice President: Wood H. Wymond; Vice President-Engineering: Robert T. Shipley; Sales Coordination Manager: Richard V. Flanagan; Sales Engineer: Michael D. Lagrimas; Sales Engineer: Michael J. Mack
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John D. Larounis, Barrington, IL 708-382-8233
John Corrigan, Corrigan Agency, Covington, LA 504-893-7455
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

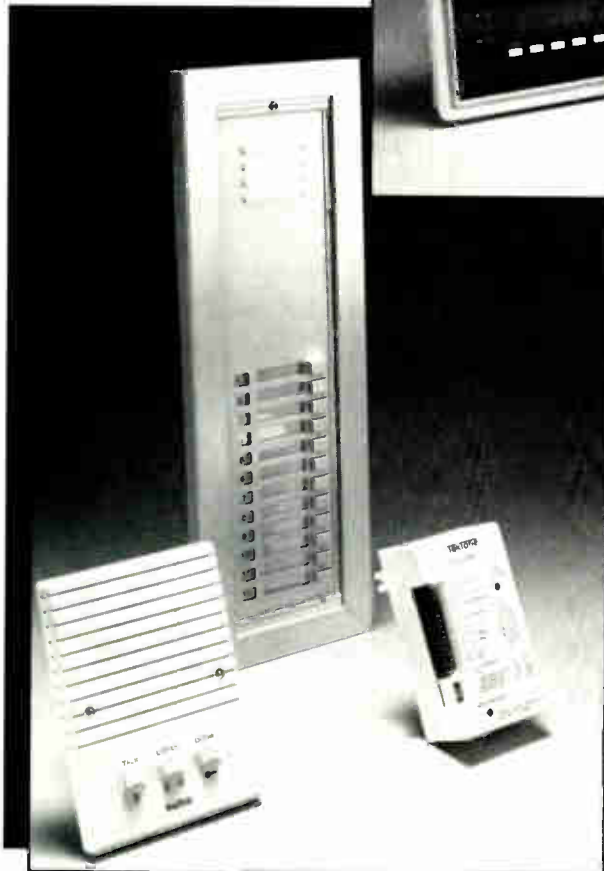
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Beaver Technical Sales, Washington DC, 202-362-6185
Current Sales Assoc., Dedham, MA 617-320-0444
LGL Associates, Northbrook, IL 708-272-8500
Vector Corporation, Seattle, WA 206-368-8400
Multi-Technical Reps, Brainerd, MN 218-828-9483
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

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 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: access control, apartment station,
 panel/ entrance, talk-back, video

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 Matthew Chesnul; Secretary: Elizabeth Chesnul
 ADCOM, Toronto, ON 416-251-3355
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 entrance, simplex, talk-back

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 (516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
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 Operations: Lawrence J. Goldberg; V.P. Finance &
 Administration: David H. Goldberg; Senior
 Technician: Sanford Hoffman; Office Manager:
 Rita Kaplan; Sr. Sales/Service Associate: Susan
 Leon
 C.L. Pugh & Associates, Cleveland, OH 216-238-
 1777
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 microprocessor, music combination, panel/
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M & S Systems, Inc.

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 Audio Etc., St. Peters, MO 314-278-4130
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 Manager: Art Petrilli
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 Marilyn Beckerson; Operations Manager:
 Anthony Squegila
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 MJA Marketing, St. Charles, MO 314-447-7111
 Northland Assoc., Moorehead, MN 218-233-4616
 Allwest Sound & Communication, Camarillo, CA
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 Dimension Pt. IX Marketing, Katy, TX 713-578-9277
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 7745
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 (214) 437-3534
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 MJA Marketing, St. Charles, MO 314-447-7111
 PRODUCTS: access control, custom,
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 5300
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231-1414
Midtekom, Olmsted Twp., OH 216-267-1149
Wm. B. Allen Supply, New Orleans, LA 504-525-
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Unicom Supply, Los Angeles, CA 213-204-6211
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S San Francisco, CA 94080
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Comm. Systems Div.: Al Burns; Mgr., Marketing
Development: Jeff Pallin; Manager, Western
Division: Bill Ford; Manager Engineering
Services: Bob Sweet
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NJ 201-829-7047
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Bob Hager-Eastern Regional Mgr, Rosewell, GA
404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO
816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-
460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ
602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-
702-0068
PRODUCTS: access control, duplex,
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telephone



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(206) 455-0510 FAX: (206) 455-0071
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Marketing: Harry Quanz; Vice President, Sales:
Jim Morrison; Residential Sales Manager:
Stephen Birgh; Commercial Sales Manager: John
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microprocessor, telephone, video/audio, VOX

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& Mktg: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
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Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: multi-channel, telephone

Cambridge Electronics Laboratories

20 Chester Street
Somerville, MA 02144
(617) 629-2805
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: telephone

Columbia Scientific Industries Corp

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P.O. Box 203190
Austin, TX 78720
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President: Gerald Phillips; Marketing Director:
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Sunrise Sales Company, LaMolle, IL 815-638-2660
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Engineering: Steve Kartchner; Applications
Engineering: Steve Dupak; Service Manager:
Laurel Robertson; Credit Manager: Dana
Pelletier
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PRODUCTS: wireless

Dukane Corp.

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President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
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Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: loudspeaking, multi-channel

Fisher Berkeley Corporation

955 Thirld S. Oakland, CA 94607
(415) 835-7575 FAX: (415) 271-8297
President: Robert S. Fisher; Sr. Vice President:
Wood H. Wymond; Vice President-Engineering:
Robert T. Shipley; Sales Coordination Manager:
Richard V. Flanagan; Sales Engineer: Michael D.
Lagrimas; Sales Engineer: Michael J. Mack
Arthur E. Tilley, Jr., Fayetteville, PA 717-352-8432
John D. Larounis, Barrington, IL 708-382-8233
John Corrigan, Corrigan Agency, Covington, LA
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 Regional Sales Mgr.: John Debrocke; Eastern
 Regional Sales Mgr.: Mike Cerveny
 Derek Allen Associates, Toluca Lake, CA 818-840-
 8327
 A/V Marketing, Carmel, IN 317-846-1034
 John B. Anthony Company, Stamford, CT 203-
 322-9202
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: drive-thru, wireless

International Logistics Systems Inc

295 Cortlandt Street
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 (201) 759-0007 FAX: (201) 759-8989
 President: Carmine O. Pellosie; Vice President:
 Dar Hyatt
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: closed-circuit, video/audio



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 (516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
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 Operations: Lawrence J. Goldberg; V.P Finance &
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 Hawkins-Frederickson Assoc., Maitland, FL 407-
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 LIntern Associates, Naperville, IL 708-904-1225
 Robert Misk Co., Indianapolis, IN 317-842-3400
 PRODUCTS: microprocessor, telephone

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Klumpp Sales Company, Jacksonville, FL 904-287-
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The TK Group, Inc., Loveland, CO 303-669-1008
Avwest, Inc., Fountain Hills, AZ 602-946-1811
Gustafson Sales Company, Red Wing, MN 612-
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Corrigan Agency, Covington, LA 504-893-7455
Pacnor Marketing, Lynnwood, WA 206-771-6016
Kaltec Communications, N. Vancouver, BC 604-
987-1597

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Minneapolis, MN 55420
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Tech.: Joe Winebarger; Sales Manager: Murray
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Sunrise Sales Company, LaMolle, IL 815-638-2660

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Humble & Associates, Anaheim, CA 714-750-2248
LCA Sales Company, Tuckahoe, NY 914-961-4700
Levy, Grams, & Lassers, North Brook, IL 708-272-
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Pearson & Pearson, Englewood, CO 303-770-0797
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R.W. Kunz & Assoc., Inc., Prairie Village, KS 913-
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R.W. Sales, St. Paul, MN 612-646-2710

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5300

Yocum Marketing Co., Inc., Mesa, AZ 602-834-3334
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
PRODUCTS: closed-circuit, custom,
loudspeaking, microprocessor, multi-channel,
programmable, telephone, VOX

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Hernandez; Controller: Joan Underwood;
Director of Engineering: Van Do
Audissey Sound, Honolulu, HI 808-521-6791
Film/Video Equipment, Denver, CO 303-778-8616
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Montero International, Downey, CA 213-862-0116
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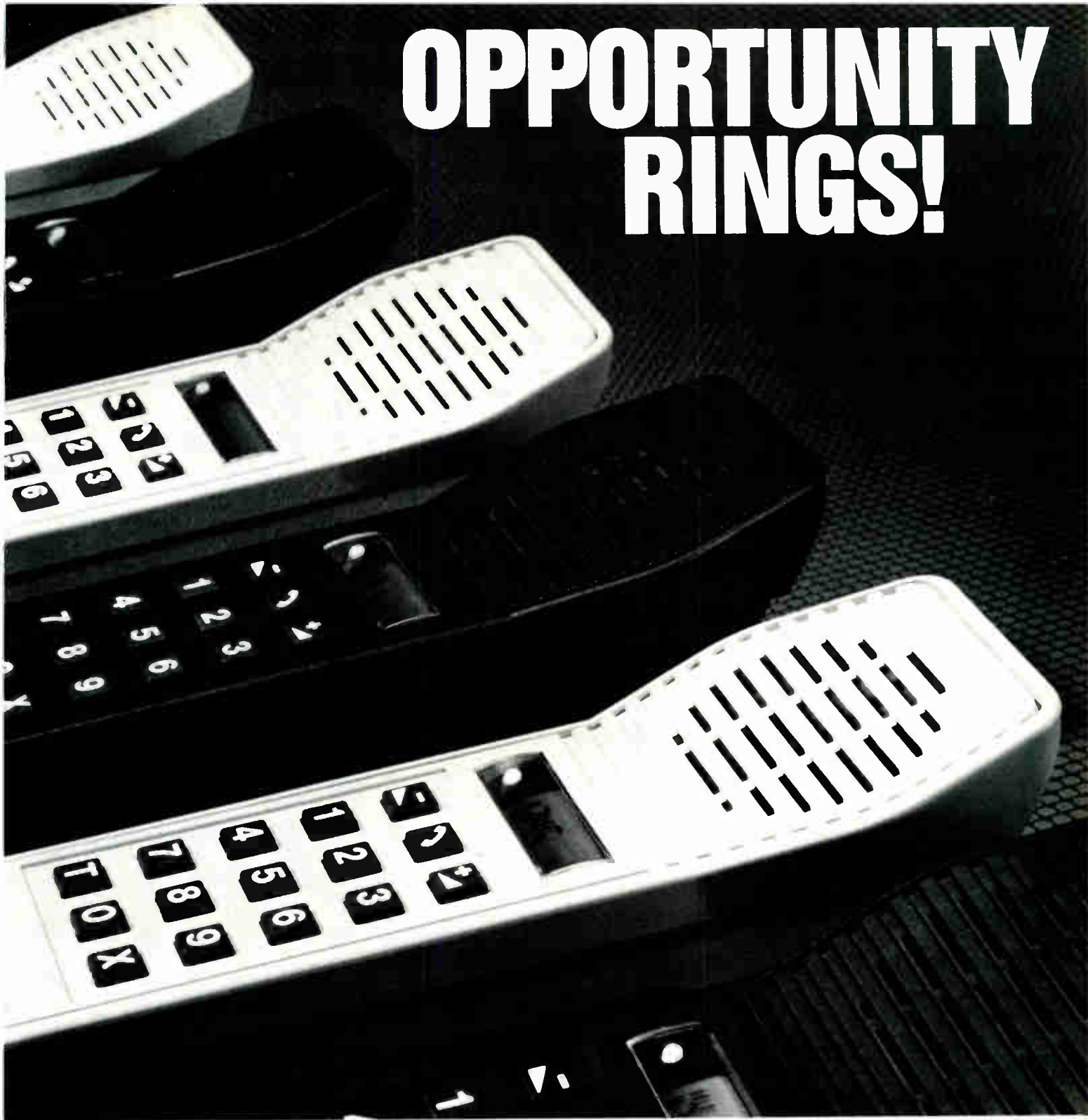
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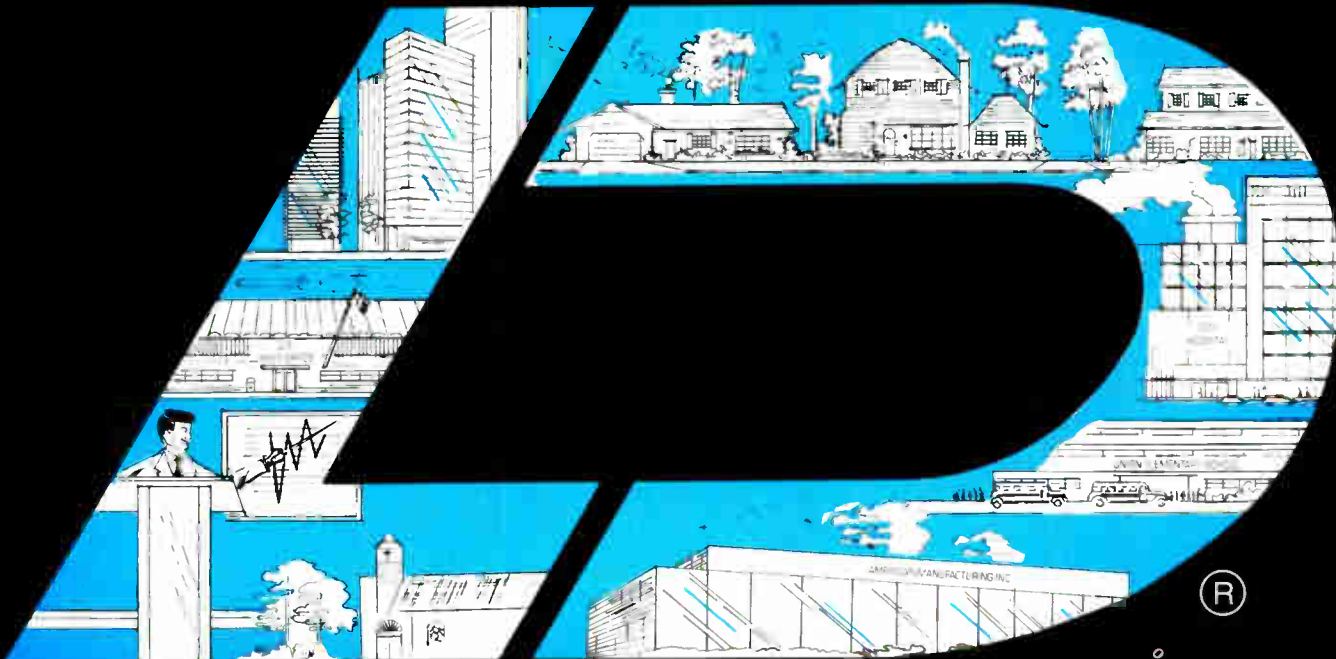
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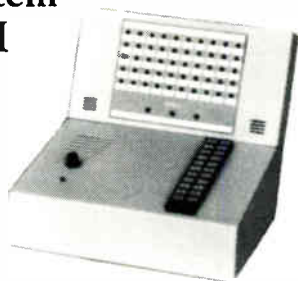
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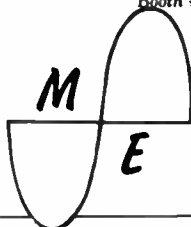


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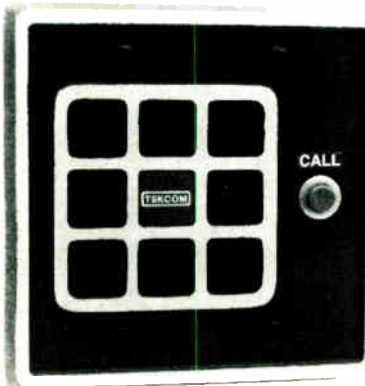
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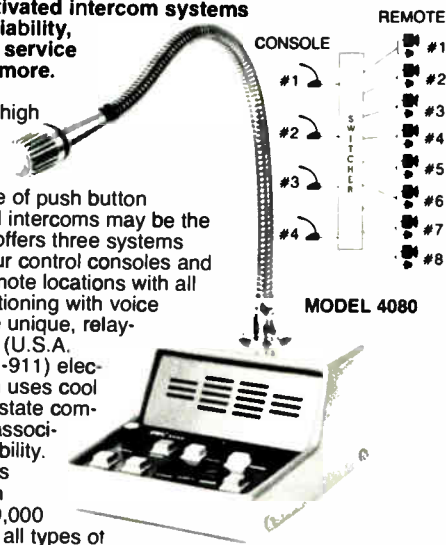
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Manager: A. Nitta; AV Sales Manager: K. Carr; AV
Product Support Spvr.: A. Ruppe; Management
Associate: D. Williams; Product Support
Coordinator: P. Penell
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: microprocessor, multi-channel,
paging, talkback

Stor-Com Inc.

5031 Linden Avenue
Dayton, OH 45432
(513) 252-8500 (800) 356-0368
President: Robert McDougall; Vice President
Engineering: Kurt Farmer
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: paging

T-S-K ELECTRONICS, INC.

564 Young St.
Tonawanda, NY 14150
(716) 693-3916 FAX: (716) 692-6433
President: Kevin Kedzierski; Marketing Manager:
Alan Gembola
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: console, multi-channel, paging,
talkback, telephone

TALK-A-PHONE CO.

5013 N. Kedzie Ave.
Chicago, IL 60625
(312) 539-1100 FAX: (312) 539-1241
Vice President: Samuel Shanes; Sales Manager:
Dan F. Kagan; President: Z. Liberman
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: multi-channel, paging, talkback

if your market is **schools**
the communications system should be:



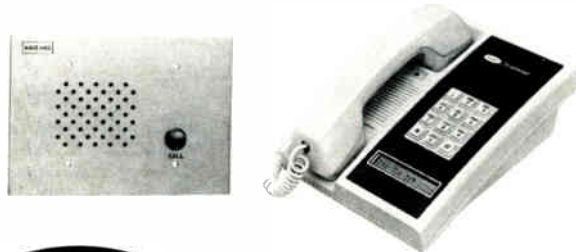
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Circle 241 on Reader Response Card

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14620 NE 95th Street, Redmond, WA 98052
 (206) 881-2742 (800) 752-2860 FAX: (206) 881-3085
 President: Hiko Shinoda; Vice President: Nanci Brooks
 Palmieri Associates Inc., Fairfield, NJ
 201-882-1266
 Henry W. Phillips Co., Inc., Roswell, GA 404-992-3070
 David H. Brothers Co., Inc., Finksburg, MD 301-833-0920
 Leslie's, Elgin, IL 708-697-6677
 Pacific Group, Pasadena, CA 818-577-0738
 JMS Marketing, Austin, TX 512-266-1113
 PRODUCTS: microprocessor, multi-channel, paging, talkback, telephone, video

Telecor Inc.

1114 Westport Cr., Mississauga, ON L5T 1G1
 (416) 564-0801 FAX: (416) 564-0806
 Cambridge Marketing, Westerville, OH 614-363-9191

TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South,
 Minneapolis, MN 55420
 (612) 884-4051 FAX: (612) 884-0043
 President: Jeffrey Wetherell; Vice President
 Marketing: John Schofield; Vice President Sales:
 Dan Dantzler; Director of Marketing: Don
 Meehen; Manager/Advertising & Mkt'g: Ron
 Taylor
 WesTech Marketing, Culver City, CA 213-870-9286
 Bencsik Associates, Ocala, FL 904-732-9775
 Burcaw Company & Associates, Warren, MI 313-573-4605
 SAGA, Oswego, NY 315-343-5739
 Monfort Electronic Marketing, Indianapolis, IN
 317-872-8877
 Murphy & Cotta, Inc., Atlanta, GA 404-875-2525
 Northland Associates, Moorhead, MN
 218-233-4616
 Rancillo Associates, Inc., St. Louis, MO
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 Sigmat Corporation, Valley Forge, PA
 215-783-6666
 Weller Electronic Sales, Worthington, OH 614-885-7819
 Ziskind Associates, Rolling Meadows, IL 312-577-1624
 White Radio Ltd., Burlington, ON 416-632-6894
 Silver Peak Marketing, Denver, CO 303-467-9042
 PacNor Marketing, Lynnwood, WA 206-771-6016
 PRODUCTS: microprocessor, multi-channel, talkback

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300
 P.O. Box 2047
 S San Francisco, CA 94080
 (415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
 President: Yoshiro Ishida; Director, Audio
 Products Div: Richard Krochmal; Director,
 Comm. Systems Div.: Al Burns; Mgr., Marketing
 Development: Jeff Pallin; Manager, Western

Division: Bill Ford; Manager Engineering
 Services: Bob Sweet
 Chuck McGregor- Product Constt, Morris Plains,
 NJ 201-829-7047
 John Murray-Eng.Snd. Mktg. Dev, Springfield, OH
 513-324-1993
 Bob Hager-Eastern Regional Mgr, Rosewell, GA
 404-552-7624
 Linda Wick-Central Reg. Mgr., Kansas City, MO
 816-453-5775
 Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
 Pete Newmark-West Regional Mgr., Mesa, AZ
 602-981-0050
 Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
 PRODUCTS: clock, microprocessor, multi-channel, paging, talkback, telephone

**Alphone Corp.**

1700 130th Ave. NE
 Bellevue, WA 98005
 (206) 455-0510 FAX: (206) 455-0071
 President: Jun Matsumoto; Vice President,
 Marketing: Harry Quanz; Vice President, Sales:
 Jim Morrison; Residential Sales Manager:
 Stephen Birgh; Commercial Sales Manager: John
 Mosebar
 Alphone East Coast Reg. Office, Rochelle Park, NJ
 201-843-6115
 Precide, Morbio Inferiore, Switzerland, 914-31734

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 (714) 897-6766 (800) 233-8346 FAX: (714) 895-6728
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 Manager: Rob Rizzuto; Director of Engineering:
 Paul Gagon
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 StarIn Marketing, Chesterton, IN 219-929-4127
 First Choice Marketing, Seattle, WA 206-365-4568
 The Henderson Company, Concord, MA 508-287-0020
 John B. Anthony Co., Stamford, CT 203-322-9202
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: processors

Clear-Com Intercom Systems

945 Camella St.
 Berkeley, CA 94710
 (415) 527-6666 FAX: (415) 527-6699
 President: Bob Cohen; National Sales Manager:
 Michael Goddard
 Clear-Com International, 415-932-8134
 John Anthony, Stamford, CT 203-322-9202
 PRODUCTS: handset, headset, loudspeaker,
 microprocessor, multi-channel, processors, radio
 interface, wireless

**Comtek**

357 West 2700 South
 Salt Lake City, UT 84115
 (801) 466-3463 FAX: (801) 484-6906
 President: Ralph Belgique; Applications
 Engineering: Steve Kartchner; Applications
 Engineering: Steve Dupalx; Service Manager:
 Laurel Robertson; Credit Manager: Dana
 Pelletier
 Edwards Company, Inc., Livonia, MI 313-458-7777
 PRODUCTS: IFB, wireless

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bid. #110
 Westlake Vlg., CA 91362
 (818) 706-0228 FAX: (818) 889-5605
 President: Pascal Delbuck; Marketing: Ron
 Glatzhoffer; Plant Manager: Bill Ward
 Cambridge Marketing, Westerville, OH 614-363-9191
 PRODUCTS: loudspeaker

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 San Diego, CA 92121
 (619) 535-6060 FAX: (619) 552-0139
 General Sales Manager: Bruce Slammer; Western
 Regional Sales Mgr.: David VanEpps; Midwest
 Regional Sales Mgr.: John Debrocke; Eastern
 Regional Sales Mgr.: Mike Cerveny
 Derek Allen Associates, Toluca Lake, CA 818-840-8327
 A/V Marketing, Carmel, IN 317-846-1034
 John B. Anthony Company, Stamford, CT 203-322-9202
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: handset, headset, IFB, loudspeaker,
 multi-channel, wireless

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 (214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
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 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: loudspeaker

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6120 San Fernando Rd.
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 Controller: Ken Thiele; Service Department: Bill
 Brungard
 Bob White Associates, Solon, OH 216-248-1317
 Dimension/ Point IX, Lewisville, TX 214-436-3706
 PRODUCTS: handset, headset, IFB, loudspeaker,
 multi-channel, radio interface, wireless

Richardson Electronics Limited, SSD
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River Grove, IL 60171
(312) 625-2288 (800) 722-2288 FAX: (708) 452-5450
Vice President/ General Mgr.: Sal Rala; National
Sales Manager: Tom Brown; Director of
Operations: Charlene Woodward
Richardson Electronics Limited, Brooklyn, NY
718-692-5350
Richardson Electronics Limited,
Brampton, Canada,
Sunrise Sales Company, LaMoille, IL 815-638-2660
PRODUCTS: handset, headset, multi-channel,
processors, radio interface, VOX, wireless

ROH Products

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Glendale, CA 91201
(818) 500-0137 FAX: (818) 240-1828
General Manager: Richard F. Herbert;
Engineering Manager: Ronald Fuller
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205-879-2555
A.F. Associates, Northvale, NJ 201-767-1200
Professional Products, Bethesda, MD
301-657-2141
Hoffman Video Systems, Los Angeles, CA
213-749-3311
Broadcasters Gen Store, Arlington, TX
817-795-3441
Karp Communications, Tampa, FL 813-968-7098

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Dennison
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Mike Guthrie, Wyckoff, NJ
Rick Fisher, Union Lake, MI
Sunrise Sales Company, LaMoille, IL 815-638-2660

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5300
Yocum Marketing Co., Inc., Mesa, AZ 602-834-3334
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614-885-7819
PRODUCTS: microprocessor, multi-channel, radio
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Systems Wireless, Ltd.

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President: Theodore Bennett; Vice President:
William Sien; Sales Engineer- Wireless: John
Kowalski; Sales Engineer- Intercom: Pat Hamp;
Rental Manager: Tom Conner; Service Manager:
Jim Cahill
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: handset, headset, multi-channel,
processors, radio interface, wireless

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P.O. Box 3247, Barrington, IL 60010
(708) 381-5350 (800) 562-5872 FAX: (708) 381-4360
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Professional Audio Marketing, Melville, NY 516-
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Audio Marketing Associates, Brecksville, OH 216-
526-2426
Professional Sound & Lighting, Lakewood, CO
303-986-5999
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: handset, headset, loudspeaker,
multi-channel, radio interface

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14620 NE 95th Street, Redmond, WA 98052
(206) 881-2742 (800) 752-2860 FAX: (206) 881-3085
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Palmieri Associates Inc., Fairfield, NJ 201-882-
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3070
David H. Brothers Co., Inc., Finksburg, MD 301-
833-0920
Leslie's, Elgin, IL 708-697-6677
Pacific Group, Pasadena, CA 818-577-0738
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: headset, loudspeaker,
microprocessor, multi-channel

TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South
Minneapolis, MN 55420
(612) 884-4051 FAX: (612) 884-0043
President: Jeffrey Wetherell; Vice President
Marketing: John Schofield; Vice President Sales:
Dan Dantzier; Director of Marketing: Don
Mereen; Manager/Advertising & Mkt'g: Ron
Taylor
Westech Marketing, Culver City, CA 213-870-9286
Bencsik Associates, Ocala, FL 904-732-9775
Burcaw Company & Associates, Warren, MI 313-
573-4605
SAGA, Oswego, NY 315-343-5739
Monfort Electronic Marketing, Indianapolis, IN
317-872-8877
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525
Northland Associates, Moorhead, MN 218-233-
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Rancilio Associates, Inc., St. Louis, MO 314-845-
0202
J.Y. Schoonmaker Company, Dallas, TX 214-349-
1650
Sigmert Corporation, Valley Forge, PA 215-783-
6666
Weller Electronic Sales, Worthington, OH 614-
885-7819
Ziskind Associates, Rolling Meadows, IL 312-577-
1624
White Radio Ltd., Burlington, ON 416-632-6894
Silver Peak Marketing, Denver, CO 303-467-9042
PacNor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: handset, headset, IFB, loudspeaker,
microprocessor, multi-channel, VOX, wireless

TOA ELECTRONICS, INC.

601 Gateway Blvd. Suite 300
P.O. Box 2047
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Products Div: Richard Krochmal; Director,
Comm. Systems Div.: Al Burns; Mgr., Marketing
Development: Jeff Pallin; Manager, Western
Division: Bill Ford; Manager Engineering
Services: Bob Sweet
Chuck McGregor- Product Const, Morris Plains,
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John Murray-Eng.Snd. Mktg. Dev, Springfield, OH
513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA
404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO
816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-
460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ
602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-
702-0068
PRODUCTS: handset, headset, loudspeaker,
microprocessor, multi-channel, processors, radio
interface, VOX



Alphone Corp.

1700 130th Ave. NE, Bellevue, WA 98005
(206) 455-0510 FAX: (206) 455-0071
President: Jun Matsumoto; Vice President,
Marketing: Harry Quanz; Vice President, Sales:
Jim Morrison; Residential Sales Manager:
Stephen Birgh; Commercial Sales Manager: John
Mosebar
Alphone East Coast Reg. Office, Rochelle Park, NJ
201-843-6115
Precide, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: loudspeaking, telephone, video/
audio

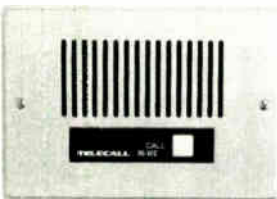
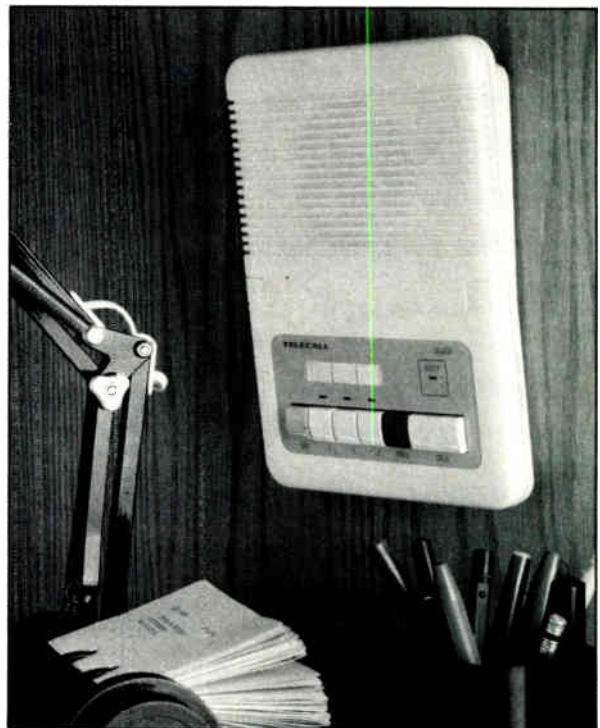
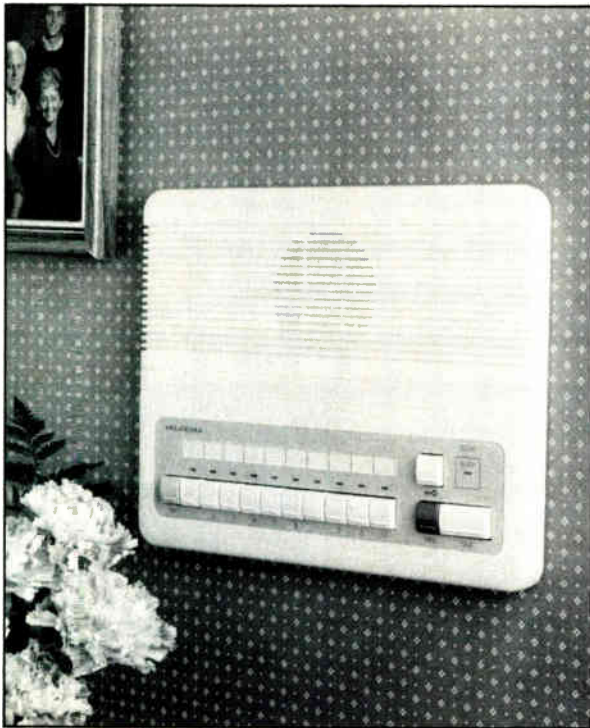
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89-D Cabot Court, Hauppauge, NY 11788-3717
(516) 434-8080 (800) 666-4800 FAX: (516) 434-8334
President: Mark S. Goldberg; Vice President:
Madelyn R. Goldberg; Office Manager: Rose
Tassone
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: custom, digital, loudspeaking,
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ATLAS/SOUNDOLIER

1859 Intertech Dr., Fenton, MO 63026
(314) 349-3110 (800) 876-7337 FAX: (314) 349-1251
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VP/Marketing Consultant: Herbert M. Jaffe;
National Sales Manager: Bud Waters; Eastern
Sales Manager: Tony Satarlano; Western Sales
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Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: loudspeaking, multi-channel, telephone

Columbia Scientific Industries Corp

11950 Jollyville Rd.
P.O. Box 203190, Austin, TX 78720
(512) 258-5191 (800) 531-5003 FAX: (512) 258-5004
President: Gerald Phillips; Marketing Director: James M. Cotton
Sunrise Sales Company, LaMolle, IL 815-638-2660
PRODUCTS: multi-channel, VOX

Dukane Corp.

2900 Dukane Drive, St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.; Pres./Comm. Systems Division: Steven L. Deppe; National Sales Director: Warren T. Anderson; Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: loudspeaking, VOX

Fisher Berkeley Corporation

955 Third St, Oakland, CA 94607
(415) 835-7575 FAX: (415) 271-8297
President: Robert S. Fisher; Sr. Vice President: Wood H. Wymond; Vice President-Engineering: Robert T. Shipley; Sales Coordination Manager: Richard V. Flanagan; Sales Engineer: Michael D. Lagrimas; Sales Engineer: Michael J. Mack
Arthur E. Tilley, Jr., Fayetteville, PA 717-352-8432
John D. Larounis, Barrington, IL 708-382-8233
John Corrigan, Corrigan Agency, Covington, LA 504-893-7455
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

Gilderfluke & Co.

820 Thompson Avenue #35
Glendale, CA 91201
(818) 546-1618 FAX: (818) 546-1619
Owner: Doug Mobley; Marketing: Denise Dougherty
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: custom, digital, microprocessor, multi-channel, programmable

HM ELECTRONICS, INC.

6675 Mesa Ridge Road, San Diego, CA 92121
(619) 535-6060 FAX: (619) 552-0139
General Sales Manager: Bruce Slemmer; Western Regional Sales Mgr.: David VanEpps; Midwest Regional Sales Mgr.: John Debrocke; Eastern Regional Sales Mgr.: Mike Cerveney
Derek Allen Associates, Toluca Lake, CA 818-840-8327
A/V Marketing, Carmel, IN 317-846-1034
John B. Anthony Company, Stamford, CT 203-322-9202
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: telephone, wireless

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales: Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: closed-circuit, loudspeaking, multi-channel, telephone

Jeron Electronic Systems, Inc.

1743 W. Rosehill Drive
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(312) 275-1900 (800) 621-1903 FAX: (312) 275-0283
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ADCOM, Toronto, ON 416-251-3355
PRODUCTS: custom, digital, loudspeaking, telephone, video/ audio, VOX

**LEE DAN COMMUNICATIONS, INC.**

155 Adams Avenue
Hauppauge, NY 11788-3699
(516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
President: Leon Goldberg; Vice President Operations: Lawrence J. Goldberg; V.P. Finance & Administration: David H. Goldberg; Senior Technician: Sanford Hoffman; Office Manager: Rita Kaplan; Sr. Sales/Service Associate: Susan Leon
C.L. Pugh & Associates, Cleveland, OH 216-238-1777
PRODUCTS: closed-circuit, custom, digital, loudspeaking, microprocessor, multi-channel, video/ audio, wireless

Petcom

461 Manitou Dr.
Kitchener, ON N2C 1L5
(519) 748-5352 FAX: (519) 748-9221
Camden Marketing, Pierre Fonds, QU 514-683-3377

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6120 San Fernando Rd.
Glendale, CA 91201
(818) 500-0137 FAX: (818) 240-1828
President: Ronald Fuller; Production Manager: Dick Herbert; Office Manager: Marcia Fuller; Controller: Ken Thiele; Service Department: Bill Brungard
Bob White Associates, Solon, OH 216-248-1317
Dimension/ Point IX, Lewisville, TX 214-436-3706
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Monfort Electronic Marketing, Indianapolis, IN 317-872-8877
EESCO Systems, Inc., Los Angeles, CA 213-666-9601
Klumpp Sales Company, Jacksonville, FL 904-287-9605
The TK Group, Inc., Loveland, CO 303-669-1008
Awwest, Inc., Fountain Hills, AZ 602-946-1811
Gustafson Sales Company, Red Wing, MN 612-388-4277
Corrigan Agency, Covington, LA 504-893-7455
Pacnor Marketing, Lynnwood, WA 206-771-6016
Kaltec Communications, N. Vancouver, BC 604-987-1597

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Dave Brand, Burbank, CA
Mike Guthrie, Wyckoff, NJ
Rick Fisher, Union Lake, MI
Sunrise Sales Company, LaMolle, IL 815-638-2660

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Dan Rothrock, Kansas City, MO 816-231-7200
Tomas J. Reilly, Elmsford, NY 914-592-1048
Kerry L. Orr, Atlanta, GA 404-973-0736
Michael A. Wilcock, Glendora, CA 818-335-0543
Cartwright & Bean, Inc., Norcross, GA 404-368-0160
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Humble & Associates, Anaheim, CA 714-750-2248
LCA Sales Company, Tuckahoe, NY 914-961-4700
Levy, Grams, & Lassers, North Brook, IL 708-272-8500
Pearson & Pearson, Englewood, CO 303-770-0797
Roger Ponto Assoc., Inc., Kirkland, WA 206-821-2996
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 Kowalski; Sales Engineer- Intercom: Pat Hamp;
 Rental Manager: Tom Conner; Service Manager:
 Jim Cohill
 Sound Sales, Inc., Columbia, MD 301-964-1170
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 (716) 693-3916 FAX: (716) 692-6433
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 Alan Gembola
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 Dan F. Kagan; President: Z. Liberman
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 Sales Manager: Tony Satariano; Western Sales
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 31734
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 National Sales Director: Warren T. Anderson;
 Service Manager: Cliff Carlson
 Wally Smutts, Toronto, ON 519-748-5352
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 Audio Etc., St. Peters, MO 314-278-4130
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 F.M. Valenti, Inc. & Assoc., Nahant, CA 617-592-5300

Yocum Marketing Co., Inc., Mesa, AZ 602-834-3334
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819
 PRODUCTS: audio, DC battery supply, emergency intercom, message announce, tone

T-S-K ELECTRONICS, INC.

564 Young St.
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 VP/Marketing Consultant: Herbert M. Jaffe;
 National Sales Manager: Bud Waters; Eastern
 Sales Manager: Tony Satariano; Western Sales
 Manager: Jeff Garstick; OEM Sales Manager:
 Larry Damato
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 Jim Lacey, Moreno Valley, CA 714-243-1160
 Jack Brown, Dallas, TX 214-943-7528
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 PRODUCTS: attenuators, baffles, grilles,
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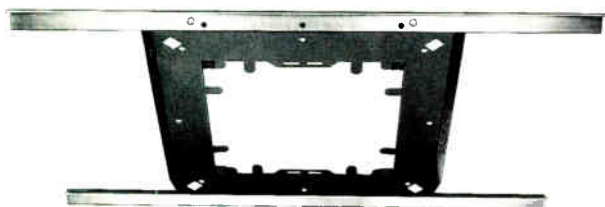
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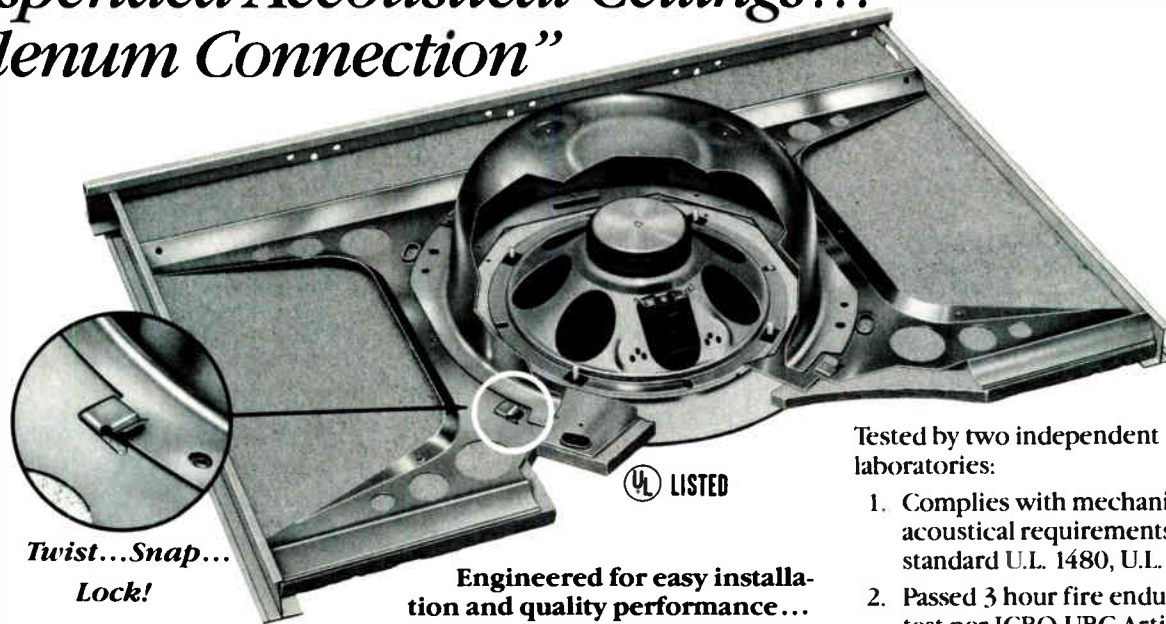
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Meyer Marketing, Deersfield Bch., FL 305-481-9250
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Pusecker Sales, Lincoln Park, NJ 201-305-8331
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Audio Etc., St. Peters, MO 314-278-4130
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Line Level Marketing, Minneapolis, MN 612-522-2234
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Sue Novak
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415-683-0883
PRODUCTS: attenuators, baffles, crossovers,
grilles, transformers

Middle Atlantic Products

8 North Corporate Dr.
P.O. Box 29
Riverdale, NJ 07457
(201) 839-1011 FAX: (201) 839-1976
President: Bob Schluter; National Sales Mgr.:
Eric Demarest; National Director Operations:
Scott Mathews; Office Manager: Rosemarie
Curti; West Coast Operations Mgr.: Sean Freida
Middle Atlantic Rack Distr., Haskell, NJ
201-839-2714
Middle Atlantic Western Distr., Moorepark, CA
805-529-6104
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: grilles

Mortronics

520 27th Street
Oakland, CA 94612 (800) 962-1962
Owner: Kenneth A. Floyd
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: attenuators

Music Supply Company, Inc.

809 N. Madison
Dallas, TX 75208
(214) 946-8450 (800) 527-1522 FAX: (214) 946-9155
President: W.E. Brown; Sales: Betty Brown
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: mounting devices, mounting
hardware

Neutrik USA, Inc.

195-s3 Lehigh Ave.
Lakewood, NJ 08701
(908) 901-9488 FAX: (908) 901-9608
General Manager: James E. Cowan; Product
Manager: Kenneth W. Smalley; Product
Manager: William J. Dorman
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: connectors

Omnimount Systems

10840 Vanowen Street
North Hollywood, CA 91605
(818) 766-9000 FAX: (818) 766-9437
President: Alex Cyrell; CEO: Garret E. Weyand;
Sales Coordinator: Stacy L. Ward
Sigmat Corporation, Freehold, NJ 201-462-1221
New Age Marketing, Dallas, TX 713-561-9870
Secom Systems, Atlanta, GA 404-455-0672
Brian Trinkle & Assoc., Belmont, CA 415-595-4004
Green Wissler Sales, Carmel, IN 317-843-5785
Loomis and Associates, Fremont, CA 415-683-
0883
PRODUCTS: mounting devices

OWI INC.

1160 Mahalo Place
Compton, CA 90220
(213) 638-4732 (800) 638-1694 FAX: (213) 638-8347
President: Ned Morioka; Vice President: Hiro
Okayama; Director of Sales: Kristin Jo Morioka;
Credit Manager: June Morioka
Loomis and Associates, Fremont, CA 415-683-
0883
PRODUCTS: attenuators, connectors,
transformers

Pacific Transformer Corp.

4750 E. Wesley Dr.
Anaheim, CA 92807 (800) 325-0501 FAX: (714)
779-0718
Dimension/ Point IX, Lewisville, TX 214-436-3706

PARTS EXPRESS INT'L INC.

340 E. First St.
Dayton, OH 45402
(513) 222-0173 (800) 338-0531 FAX: (513) 222-4644
President: Jeffrey Stahl; Sales Manager: Linda
O'Brien; Purchasing Manager: Greg Herting;
Advertising Manager: Larry Potter
Chuck Olson Assoc., Renton, WA 206-271-5416
PRODUCTS: attenuators, baffles, connectors,
crossovers, enclosure hardware, enclosure, grille
cloth, grille cloth, fire resistant, grilles, mounting
devices, mounting hardware, protection, stands,
transformers

Paso Sound Products, Inc.

14 First Street, Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squegilla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Paimler Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milsk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL
407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: baffles, grilles, mounting devices,
mounting hardware, stands, transformers

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898, Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: attenuators, baffles, connectors,
crossovers, enclosure hardware, enclosure, grille
cloth, grille cloth, fire resistant, grilles, mounting
devices, mounting hardware, stands,
transformers

Peerless Sales Company

1980 Hawthorne, Melrose Park, IL 60160
(708) 865-8870 (800) 729-0307 FAX: (708) 865-2941
President: Walt Snodell; Director of Marketing:
Frank Briggs; Director of Sales: Bill Brock
Crescendo Associates, Hollywood, FL 305-922-9553
PRODUCTS: mounting devices

REVERE INDUSTRIES

1101 Bienville St., New Orleans, LA 70112
(504) 523-3503 (800) 843-8321 FAX: (504) 525-6361
Vice President Mktg./Sales: Richard Harris
Camden Marketing, Pierre Fonds, QU 514-683-
3377
PRODUCTS: attenuators, baffles, connectors,
crossovers, enclosure hardware, enclosure, grille
cloth, grille cloth, fire resistant, grilles, mounting
devices, mounting hardware, protection, stands,
transformers

SONANCE

961 Calle Negocio, San Clemente, CA 92672
(714) 492-7777 (800) 582-7777 FAX: (714) 361-2705
President: Scott Struthers; Vice President:
Geoff Spencer; Sales Manager: Dave Donald;
International Sales Manager: Mark Cichowski;
Public Relations Director: Mitch Simon; Dir. Sis
Trn. & Mkt. Research: Kevin Leja
Morris Tait and Assoc., Los Angeles, CA 213-877-
4424
Bach Sales, New York, NY 212-727-0404
Tandem Marketing, Chicago, IL 708-605-1960
Dobbs Stanford, Dallas, TX 214-358-0800
Balaton Marketing, Washington DC, 202-471-
1764
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: attenuators, connectors, grille cloth,
grilles, mounting devices, mounting hardware

TEI Electronics Inc.

570 W. 18 St.
P.O. Box 246, Hialeah, FL 33011
(305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
President: Danny Alonso; Vice President: Mireya A. Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras; Sales: Orlando Pineda; Sales: Jose Hurcades
Audio Biz, Mundellen, IL 708-949-0280
PRODUCTS: attenuators, connectors, crossovers, grille cloth, fire resistant, grilles, mounting hardware, stands

The Q Line Corporation

2808 Lakeside Drive
P.O. Box 20037, Oklahoma City, OK 73156
(405) 751-3294 (800) 359-4604
President/Owner: John W. Quade
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: enclosure

TOA ELECTRONICS, INC.

601 Gateway Blvd. Suite 300
P.O. Box 2047, S San Francisco, CA 94080
(415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
President: Yoshiro Ishida; Director, Audio Products Div: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Mgr., Marketing Development: Jeff Pailin; Manager, Western Division: Bill Ford; Manager Engineering Services: Bob Sweet
Chuck McGregor- Product Consit, Morris Plains, NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH 513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ 602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: crossovers, stands, transformers

UNIVERSITY SOUND INC.

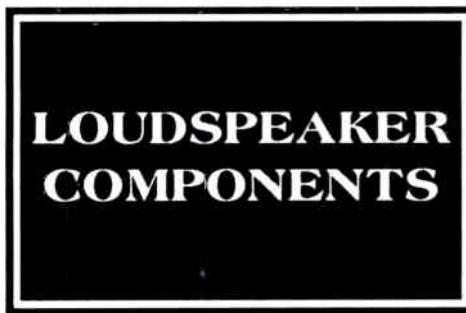
13278 Rolston Avenue, Sylmar, CA 91342
(818) 362-9516 FAX: (818) 367-5292
President: Robert Sandell; Controller: Mary Coco; National Sales Manager: Greg McLagan; Design Engineer: Ken Kocesk
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: crossovers, transformers

Waldom Electronics

4301 West 69th Street, Chicago, IL 60629
(312) 585-1212 (800) 552-1639 FAX: (312) 585-7847
President: Roger G. Engle; Sound Products Manager: Mark A. Baumann
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: connectors, crossovers, enclosure hardware, grille cloth, mounting hardware, stands

WHEELOCK, INC.

273 Branchport Avenue
Long Branch, NJ 07740
(908) 222-6880 (800) 631-2148 FAX: (908) 222-8707
President: Peter W. Tarlton; V.P. Finance and Admin.: Joseph P. Henry; Vice President Operations: Douglas E. Phillips; Vice President Sales/Mktg.: William L. Goldstein; Telephone/Paging Mktg. Mgr.: Arthur Arlow; Life Safety Mktg. Mgr.: Rein Haus
Joseph P. McCaffrey, Glen Ellyn, IL 708-790-2898
Edward P. Draney, Peachtree City, GA 404-631-3193
Peter Koehler, Los Angeles, CA 213-572-1347
Steve Goldberg, East Windsor, NJ 609-448-1457
Dave Jackowlak, Burbank, IL 708-599-4099
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: enclosure, mounting devices

**Accusonics Systems**

2101 Jericho Turnpike
P.O. Box 5416
New Hyde Park, NY 11040
(516) 328-3300 FAX: (516) 326-8827
General Manager: Michael D'Agostino
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: custom, environment protected, outdoor

Acoustical Supply International

100 Cherokee Blvd., Suite 211
Chattanooga, TN 37405
(615) 752-1720 (800) 879-1992 FAX: (615) 752-1725
President-Owner: Terry Taylor; VP-Sales: Montez Hardegen
Cambridge Marketing, Westerville, OH 614-363-9191

ADAMSON ACOUSTIC DESIGN CORP.

850 Brock Road, Suite One
Pickering, ON L1W 1Z8
(416) 420-6279 FAX: (416) 420-0813
President: Brock Adamson; Marketing/Sales Manager: Jerry Placken; Office Manager: Lorraine Zerafa
Innovative Sales & Marketing, Irvine, CA 714-528-2005
Martin Wick, Minneapolis, MN 612-522-2234
Audio Biz, Mundelein, IL 708-949-0280
W3 Marketing, Stone Mountain, GA 404-981-7021
Tenickl & Associates, Houston, TX 713-528-2005
PRODUCTS: drivers

Alphone Corp.

1700 130th Ave. NE
Bellevue, WA 98005
(206) 455-0510 FAX: (206) 455-0071
President: Jun Matsumoto; Vice President, Marketing: Harry Quanz; Vice President, Sales: Jim Morrison; Residential Sales Manager: Stephen Birgh; Commercial Sales Manager: John Mosebar
Alphone East Coast Reg. Office, Rochelle Park, NJ 201-843-6115
Precide, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: full range, horns

Altec Lansing Corp.

10500 W. Reno
Oklahoma City, OK 73128
(405) 324-5311 FAX: (405) 324-8981
President: Dave Merrey; Vice President, Sis. & Mktg: Chuck Lange; National Sales Manager: Jerry Spriggs; Manager Export Marketing: John Sexton; Technical Services Manager: Gary Jones; Customer Services Manager: Jim Brown
Dave Read, McKinney, TX 214-542-6328
Jim Faber, Shreveport, LA 318-631-1766
Paul Froula, Lombard, IL 708-268-1831
Alan Feckanin, Port St. Lucie, FL 407-879-1078

George Solti, Philadelphia, PA 215-637-3429
Larry Schirmer, Pontiac, MI 313-340-9588
Stu Moffitt, Renton, WA 206-277-8851
PRODUCTS: coax, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

ATLAS/SOUNDOLIER

1859 Intertech Dr.
Fenton, MO 63026
(314) 349-3110 (800) 876-7337 FAX: (314) 349-1251
VP/Marketing & Sales: Charles Gushwa; VP/Marketing Consultant: Herbert M. Jaffe; National Sales Manager: Bud Waters; Eastern Sales Manager: Tony Satariano; Western Sales Manager: Jeff Garstick; OEM Sales Manager: Larry Damato
Precide, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: coax, custom, drivers, environment protected, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, outdoor, tweeters, woofers

Audlotech

410 S. Cedar
Lansing, MI 48912
(517) 371-4148
J.B. Parent, Dublin, OH 614-764-0064

Audra Int'l

P.O. Box 38
Silverado, CA 92676
(714) 649-2207 FAX: (714) 649-3064
Director: Aigis Renkus
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: drivers, high-frequency drivers

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575
Ramsey, NJ 07446
(201) 934-8500 FAX: (201) 934-9832
President: John H. Ochtera; Vice President, Sales & Mktg: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
Sam Blasl, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: drivers, environment protected, full range, horns, omnidirectional, outdoor

CELESTION INDUSTRIES, INC.

89 Doug Brown Way, Holliston, MA 01746
(508) 429-6706 FAX: (508) 429-2426
President: Peter Weillkoff; Controller: Meredith Nunes; Sales Manager -Pro Products: Brian Covello; Sales Manager-Consumer Prods: Jim Price; Operations Manager: Steve King; Credit Manager: Marty Michaelson
Reflex Marketing, Hempstead, NY 516-565-2323
Pacific Audio Group, Gardena, CA 213-719-1383
New Horizon Marketing, Bannockburn, IL 708-234-6500
R.W. Fuday Associates, Sebastopol, CA 707-874-3101
Marketing Concepts, Irving, TX 214-869-9870
Taub Sales, Silver Springs, MD 301-662-9100
William Ray Associates, Smyrna, GA 404-436-7233
Future Sales, Redmond, WA 206-861-9100
On Line Marketing, Wadsworth, OH 216-336-7504
KM Ltd., Cambridge, MA 617-876-9870
GMS Marketing, Burnsville, MN 612-895-8088
Dzubay & Associates, Glendale, AZ 602-934-6614
PRODUCTS: custom, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

Cerwin-Vega

555 E. Easy St.
 Simi Valley, CA 93065
 (805) 584-9332 FAX: (805) 583-0865
 V.P. Pro Sales and Marketing: Rich Mandella;
 Tech/ Sales & Marketing: John Davies; Inside
 Sales: Gayle De Matoff
 Southwest Marketing, TX, AZ, NM, OK, CO 818-
 848-7512
 MJA Sales, NY, NJ 201-467-9898
 Image Marketing, CA, NV 714-957-0630
 Crescendo, FL 305-922-9553
 Audio Biz, IL 708-949-0280

Cliff Electronics Inc.

9821 Whithorn
 Houston, TX 77095
 (713) 855-6685 FAX: (713) 855-6684
 General Manager: Robert Tupper
 Sunrise Sales Company, LaMolle, IL 815-638-2660
 PRODUCTS: drivers, high-frequency drivers, high
 power, horns, low-frequency drivers, mid-bass,
 tweeters, woofers

CSI-Components Specialties, Inc.

1172 Route 109
 P.O. Box 624
 Lindenhurst, NY 11757
 (516) 957-8700 (800) 645-5516 FAX: (516) 957-9142
 President: Louis W. Keller; Vice President:
 James J. Ganci; Vice President of Sales: Mel
 Hulkower; Sales Manager: Eric Forman; Sales
 Associate: Angela Carolan; Sales/Expediting:
 Bernice Zachman
 L.W. Keller and Associates, Lindenhurst, NY 516-
 226-7733
 Crown Associates, Charlottesville, VA 804-293-
 6373
 Jonel Sales Associates, Milford, MA 508-478-4650
 Reptronics, New Madison, OH 513-996-0530
 Hawkins-Frederickson Assoc., Ft. Lauderdale, FL
 305-321-6702
 Doug Warren, Newport News, VA 804-930-3217

D.A.S. Audio, S.A.

C/Isias Baleares 24
 P.I. Fuente del Jarro
 PaternaValencia, SP 46988
 (346) 138-7843 FAX: (346) 138-7806
 President: Juan Alberola; Sales Director: Jack
 Palacio
 TEI Electronics, Hialeah, FL 305-888-3980
 Doug Warren, Newport News, VA 804-930-3217

Design Direct Sound Inc.

9320 15th Avenue South
 Seattle, WA 98108
 (206) 527-4371 FAX: (206) 762-8682
 President: Bob Rice; Vice President: Marc Hall
 Cambridge Marketing, Westerville, OH 614-363-
 9191
 PRODUCTS: full range, horns

Dukane Corp.

2900 Dukane Drive, St. Charles, IL 60174
 (708) 584-2300 FAX: (708) 584-2370
 President/C.E.O.: J. McWilliams Stone Jr.;
 Pres./Comm. Systems Division: Steven L. Deppe;
 National Sales Director: Warren T. Anderson;
 Service Manager: Cliff Carlson
 Wally Smutts, Toronto, ON 519-748-5352
 Doug Fellabaum, Sycamore, IL 815-895-7573
 Ken Lind, Boston, MA 617-235-6817
 Pete Kendall, Jacksonville, FL 904-262-6025
 Jim Lacey, Moreno Valley, CA 714-243-1160
 Jack Brown, Dallas, TX 214-943-7528
 Sanford Lange, Indianapolis, IN 317-251-3112
 PRODUCTS: coax, full range, outdoor

E3MC

1620 N. Missile Way
 Anaheim, CA 92801
 (714) 449-7779 (800) 421-7071 FAX: (714) 449-0507
 President: Norman Collins; Vice President,
 Sales/Mkt'g: Marcla Cardenas; Vice President,
 Operations: Michael Goddard; Sales: Tiffany
 Adams
 John Anthony, Stamford, CT 203-322-9202
 PRODUCTS: coax, drivers, high-frequency drivers,
 high power, horns, low-frequency drivers, mid-
 bass, woofers

Eden Electronics, Inc.

310 1st St.
 P.O. Box 338
 Montrose, MN 55363
 (612) 675-3650 FAX: (612) 675-3651
 President: David Nordschow
 Jim Burger, Philadelphia, PA 203-297-7160
 PRODUCTS: coax, custom, drivers, full range,
 high-frequency drivers, high power, horns, low-
 frequency drivers, mid-bass, tweeters, woofers

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110
 Westlake Vlg., CA 91362
 (818) 706-0228 FAX: (818) 889-5605
 President: Pascal Delbuck; Marketing: Ron
 Glatzhoffer; Plant Manager: Bill Ward
 Cambridge Marketing, Westerville, OH 614-363-
 9191
 PRODUCTS: custom, drivers, environment
 protected, full range, high-frequency drivers,
 high power, low-frequency drivers, mid-bass,
 tweeters, woofers

Gauss

9130 Glenoaks Boulevard
 Sun Valley, CA 91352
 (213) 875-1900 FAX: (818) 767-4479
 Customer Service: Bonnie Armstrong; Director
 of Sales & Mkt'g: Paul V. Hugo; President: Jim
 Williams
 Bob White Assoc., Solon, OH 216-248-1317
 World Wide Electronics, Davie, FL 305-584-7024
 Taub Sales, Silver Spring, MD 301-622-9100
 Dimension IX Corp., Lewisville, TX 214-436-3706
 Elrep Sales Co., Tucker, GA 404-938-7108
 Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
 PRODUCTS: coax, drivers, high-frequency drivers,
 high power, horns, low-frequency drivers, mid-
 bass

International Components Corp.

105 Maxess Road
 Melville, NY 11747
 (516) 293-1500 (800) 645-9154 FAX: (516) 293-4983
 President: Mort Grossman; Executive Vice
 President: Irwin Friedman; Vice President: Fred
 Grossman; Eastern Regional Sales Mgr.: Ken
 Reed; Vice President: Harvey Grossman
 C.B. Electronic Marketing, Arvada, CO 303-422-
 0561
 PRODUCTS: coax, horns

J.W. DAVIS AND CO.

3030 Canton Street
 Dallas, TX 75226
 (214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
 President: Harvey Earp; Vice President, Sales:
 Jack W. Tucker; Chief Engineer: Eric Simonson
 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: coax, drivers, environment
 protected, horns, outdoor

JBL Professional

8500 Balboa Boulevard
 P.O. Box 2200
 Northridge, CA 91329
 (818) 893-8411 FAX: (818) 893-3639
 President: Ronald Means; Vice President, Sales:
 Ken Lopez; Vice President, Marketing: Mark
 Gander; Market Manager: Hector Martinez;
 National Sales Manager: Neil Conley
 Jim Chase, San Clemente, CA 714-492-6290
 Bill Hamilton, Folsom, PA 215-543-4677
 Bill Schuermann, Houston, TX 713-370-5553
 Tom Walter, No. Barrington, IL 312-382-4925
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: coax, drivers, environment
 protected, full range, high-frequency drivers,
 high power, horns, low-frequency drivers, mid-
 bass, outdoor, tweeters, woofers

KARIBU SOUND INDUSTRIES INC.

3500 Parkdale Avenue
 Baltimore, MD 21211
 (301) 383-2167 FAX: (301) 383-7573
 President: Larry Kirchner
 Taub Sales Inc., Silver Spring, MD 301-622-9100
 Leslie's, Chicago, IL 708-697-6677
 Kodo Associates Inc., Minneapolis, MN
 612-881-1255
 Vector Corp., Seattle, WA 206-368-1255
 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: coax, custom, drivers, high-
 frequency drivers, horns, low-frequency drivers,
 mid-bass, outdoor, tweeters

LEE DAN COMMUNICATIONS, INC.

155 Adams Avenue
 Hauppauge, NY 11788-3699
 (516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
 President: Leon Goldberg; Vice President
 Operations: Lawrence J. Goldberg; V.P. Finance &
 Administration: David H. Goldberg; Senior
 Technician: Sanford Hoffman; Office Manager:
 Rita Kaplan; Sr. Sales/Service Associate: Susan
 Leon
 C.L. Pugh & Associates, Cleveland, OH 216-238-1777
 PRODUCTS: custom, environment protected,
 horns, outdoor

McCauley Sound, Inc.

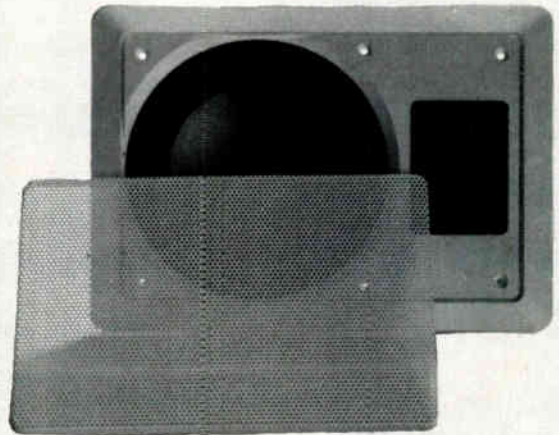
13608 94th Avenue East
 Puyallup, WA 98373
 (206) 848-0363 FAX: (206) 841-3050
 President/Design Engineer: Tom McCauley; Vice
 President/Production: Pete McCauley; Sales (In-
 House): Bruce Anderson; Marketing: Susahn
 London
 Taub Sales, Silver Springs, MD 301-622-9100
 Une Level Marketing, Minneapolis, MN 612-522-2234
 Innovative Sales & Marketing, Irvine, CA
 714-975-1130
 Pro Musica Sales, Keene, NH 603-352-4831
 Audio Etc., St. Peters, MO 314-278-4130
 PRODUCTS: coax, custom, drivers, full range,
 high-frequency drivers, high power, horns

MG Electronics

32 Ranick Road
 Hauppauge, NY 11788
 (516) 582-3400 FAX: (516) 582-3229
 President: Elliott Maltz; National Sales Manager:
 Stan Grey; Asst. Sls. Mgr., Comm. Sound: Herb
 Wolf; CEM Sales Manager: John Kibbitt; Credit
 Manager: Rita McBerger; Customer Service:
 Sue Novak
 Loomis and Associates, Fremont, CA 415-683-
 0883
 PRODUCTS: coax, custom, drivers, full range,
 high-frequency drivers, high power, horns, low-
 frequency drivers, mid-bass, outdoor, tweeters,
 woofers

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32 Ranick Road, Hauppauge, N.Y. 11788 516-582-3400

COMMERCIAL SOUND DIVISION

FAX # 516-582-3229

Circle 219 on Reader Response Card

World Radio History



MISCO/Minneapolis Speaker Co., Inc.

3806 Grand Avenue
Minneapolis, MN 55409
(612) 825-1010 FAX: (612) 825-7010
President: Dan Digre; Sales Manager: Don Ringham; Vice President: Cliff Digre;
Production Manager: Tad Thompson
Audio Marketing Assoc., Brecksville, OH 216-526-2426
Austin Associates, Willingsboro, NJ 609-871-9290
Miller Associates, Stamford, CT 203-329-9174
Pacnor Marketing, Lynnwood, WA 206-771-6016
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: coax, custom, drivers, environment protected, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, horns, outdoor, tweeters, underwater, woofers

Motorola Inc. Ceramic Products

4800 Alameda Blvd. NE
Albuquerque, NM 87113
(505) 822-8801 FAX: (505) 822-8812
Manager, Market Planning: Tony Cristanelli;
Manager, International Sls.: Tom Gilder;
Manager, Eastern Sales: Chery Iverson; Manager, RF Sales: Al Lowenstein; Manager, Western Sales: Roger Milewski
Audio Etc., St. Peters, MO 314-278-4130

MTX

555 W. Lamm Road
Freeport, IL 61032
(815) 232-2000 FAX: (815) 233-2124
President/CEO: Loyd Ivey; Executive V.P./General Mgr.: Rod Boyer; National Sales Manager: Rob Landsberg; Central Reg. Sales Manager: Marco Bregenzer; Eastern Reg. Sales Manager: Rob Kopler; Western Reg. Sales Manager: Griff Lechner
Loomis and Associates, Fremont, CA 415-683-0883
PRODUCTS: coax, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

NEAR - New England Audio**Resource**

679 Lisbon Road
Lisbon Falls, ME 04252
(207) 353-7307 FAX: (207) 353-7309
President: William J. Kleitka; Vice President Manufacturing: Robert Adams; V.P. Research & Development: Lewis Athanas; Director of Mktg & Sales: Lee Lareau
Larry Schirmer, Pontiac, MI 313-340-9588
PRODUCTS: coax, custom, drivers, environment protected, full range, high-frequency drivers, low-frequency drivers, mid-bass, outdoor, tweeters, woofers

Outline

Via L. Davinci 56, 25020 Flero, Italy
(30) 358-1341 (800) 358-1351 FAX: (30) 358-0431
President: Guido Noselli; Vice President, Sales: Giorgio Biffi; Marketing Director: Marcello Croce; R & D Director: Giancarlo Puzzi; Sales Manager: Anna Guarenti; Purchasing Manager: Angelo Ferraresi
Coemar Deutschland, ULM, Germany, 073-160-1205
MBS, Lempdes, France, 073-910-630
Leibnitzer M. Bigler, Austria, 034-52-6515
Talsheng Trading, Taipei, Taiwan, 253-13802
Universal, Singapore, 534-5993
Precide, Morbio Inferiore, Switzerland, 914-31734
PCP Electronics, Limassol, Cyprus, 53-39297
Metronome Muzik, Istanbul, Turkey, 7-345-2457
Tropical Recording, Malindi, Kenya, 723-27700
Point Rouge, Mutuelueville, Tunis, 7-345-2457
PRODUCTS: drivers, high-frequency drivers, horns, low-frequency drivers, woofers

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Dayton, OH 45402
(513) 222-0173 (800) 338-0531 FAX: (513) 222-4644
President: Jeffrey Stahl; Sales Manager: Linda O'Brien; Purchasing Manager: Greg Herting; Advertising Manager: Larry Potter
Chuck Olson Assoc., Renton, WA 206-271-5416
PRODUCTS: coax, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, outdoor, tweeters, woofers

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squegilla
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Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmieri Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819
Llenau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA 805-388-7745
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Mountain Representatives, Denver, CO 303-333-7745
Miguel Lopez, Haleah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milsk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL 407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: drivers, environment protected, full range, horns

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/Point IX, Lewisville, TX 214-436-3706
PRODUCTS: custom, drivers, environment protected, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, outdoor, tweeters, underwater, woofers

Professional Audio Systems

660 N. Twin Oaks Valley Rd.
San Marcos, CA 92069
(619) 591-0360 FAX: (619) 591-3602
President: Larry Doran; Financial Controller: Marilyn Doran; Sales & Mktg. Director: Dan Abelson; Head of Engineering: Allan Sohl
On The Road Marketing, Patterson, NJ 201-523-1425
AMH Sales, Torrance, CA 213-373-2034
Furday and Assoc., Sebastopol, CA 707-874-3101
Mike Chafee Assoc., Sarasota, FL 813-921-4294
Marketing Concepts, Irving, TX 214-869-0669
Audio Biz, Mundellen, IL 708-949-0280
Pro Tech, Midvale, UT 801-561-8844
Online Marketing, Wadsworth, OH 216-336-7504
Future Sales, Redmond, WA 206-861-9100
Appled Audio Marketing, Asheville, NC 704-252-9313
PRODUCTS: coax, drivers, full range, high power, low-frequency drivers, mid-bass, woofers

Progressive Marketing Group, Inc.

224 Route 109
E. Farmingdale, NY 11735
(516) 756-7160 FAX: (516) 756-7165
Audio Etc., St. Peters, MO 314-278-4130

Projected Sound Co., Inc.

469 Avon Ave.
Plainfield, IN 46168
(317) 839-4111 FAX: (317) 839-2476
President: Thomas Hilligoss; Vice President: Dick Hilligoss; Secretary/Treasurer: J. Hilligoss
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: coax, custom, environment protected, full range, outdoor

Pyle Industries, Inc.

501 Center St.
P.O. Box 620
Huntington, IN 46750
(219) 356-1200 FAX: (219) 356-2830
President: Frank Pyle, Jr.; National Sales Manager: Mark Pyle; Internal Sales Manager: Stephanie Pyle; Vice President/Operations: Kent Pyle; Vice President/Finance: Jim Ehrhart;
Engineering Manager: Dennis Crosson
Adams & Associates, Greensboro, NC 919-272-6838
Steve Fisher Sales Corp., Teaneck, NJ 201-837-1200
Don Forth Associates, City of Indus., CA 818-333-8009
McKinney Sales Co., Dallas, TX 214-631-9450
Mark Petty Associates, Schaumburg, IL 708-884-9096
Dimension/Point IX, Lewisville, TX 214-436-3706

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4520 Eisenhower Circle
Anaheim, CA 92807
(714) 693-9277 FAX: (714) 692-9278
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Engineering Manager: Robert Ash; Controller: Judy Truett; Traffic: Carmen Rivera
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Lowery Assoc., Broomall, PA 215-356-5300
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Cambridge Marketing, Westerville, OH 614-363-9191
Neal Hunter & Assoc., Syracuse, OH 315-437-2992
SRT Marketing, Tampa, FL 813-884-4805
Don Ludwig Assoc., Lindenhurst, IL 708-265-0090
PRODUCTS: coax, custom, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

Ramsdell Audio

P.O. Box 76186
St. Petersburg, FL 33734
(813) 823-8037
Owner: Richard Ramsdell; Engineer: Michael Conklin
Karp Communications, Tampa, FL 813-968-7098

Renkus-Heinz, Inc.

17191 Armstrong Ave., Irvine, CA 92714
(714) 250-0160 FAX: (714) 250-1035
President: Harro K. Heinz; National Sales & Mktg. Mgr.: Carl C. Dorwaldt; Chief Engineer: Frank Ostrander; Product Manager: Mark Duncan
Karp Communications, Tampa, FL 813-968-7098

REVERE INDUSTRIES

1101 Bienville St.
 New Orleans, LA 70112
 (504) 523-3503 (800) 843-8321 FAX: (504) 525-6361
 Vice President Mktg./Sales: Richard Harris
 Camden Marketing, Pierre Fonds, QU 514-683-3377
 PRODUCTS: coax, drivers, environment protected, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, outdoor, tweeters, underwater, woofers

Shogyo International Corp.

287 Northern Boulevard
 Great Neck, NY 11021
 (516) 466-0911 FAX: (516) 466-0922
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 Karp Communications, Tampa, FL 813-968-7098
 PRODUCTS: coax, custom, drivers, environment protected, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, omnidirectional, outdoor, tweeters, underwater, woofers

SoundScape Speakers, Inc.

P.O. Box 1653
 Windermere, FL 34786
 (407) 876-6884
 Sales Manager: Susan Collins
 Karp Communications, Tampa, FL 813-968-7098
 PRODUCTS: outdoor

Soundstream Technologies

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 (916) 351-1288 FAX: (916) 351-0414
 President: Donna Haas; Managing Director: Lee Adams; Director of Engineering: Wade Stewart; Ntl. Sales Mgr., Home Audio: Scott McAllister; Sales Engineer, Home Audio: Andrew Murray
 John W. Steinberg Company, Encino, CA 818-705-7772
 Moskau & Associates, Dallas, TX 214-821-4280
 Creative Marketing Associates, Nashville, TN 615-831-9690
 On Line Marketing, Wadsworth, OH 216-336-7504
 Sound Marketing, Palos Hills, IL 708-598-6888
 Cambridge Marketing, Westerville, OH 614-363-9191
 PRODUCTS: woofers

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 P.O. Box 624, Lindenhurst, NY 11757
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 Crown Associates, Charlottesville, VA 804-293-6373
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 Hawkins-Frederickson, Ft. Lauderdale, FL 305-321-6702
 Reptronics, New Madison, OH 513-996-0530
 Karp Communications, Tampa, FL 813-968-7098
 PRODUCTS: coax, custom, drivers, full range, horns, low-frequency drivers, tweeters, woofers

Stanford Acoustics(Sammi Snd. Tech)

470 Stanford Avenue
 Danville, KY 40422
 (606) 236-4050 FAX: (606) 236-7476
 President: Joel C. Iacono
 ELREP Sales, Tucker, GA 404-938-7108
 HC Enterprises, Longmont, CO 303-776-5256
 Professional Audio Marketing, Melville, NY 516-367-8620
 Karp Communications, Tampa, FL 813-968-7098
 PRODUCTS: coax, custom, drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

TEI Electronics Inc.

570 W. 18 St.
 P.O. Box 246, Hialeah, FL 33011
 (305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
 President: Danny Alonso; Vice President: Mireya A. Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras; Sales: Orlando Pineda; Sales: Jose Hurcades
 Audio Biz, Mundellen, IL 708-949-0280
 PRODUCTS: full range, high power, outdoor

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Chuck McGregor - Product Consit, Morris Plains, NJ 201-829-7047
John Murray-Eng. Snd. Mktg. Dev, Springfield, OH 513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ 602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, outdoor, woofers

Universal Electronics Inc.

The Universal Building
8100 North Central Park
Skokie, IL 60076
(708) 673-5885 FAX: (708) 673-8239
President: Ed Slavin
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers, mid-bass, tweeters, woofers

UNIVERSITY SOUND INC.

13278 Rolston Avenue
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(818) 362-9516 FAX: (818) 367-5292
President: Robert Sandelli; Controller: Mary Cocco; National Sales Manager: Greg McLagan; Design Engineer: Ken Kocesi
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: outdoor, tweeters, underwater, woofers

Waldom Electronics

4301 West 69th Street
Chicago, IL 60629
(312) 585-1212 (800) 552-1639 FAX: (312) 585-7847
President: Roger C. Engle; Sound Products Manager: Mark A. Baumann
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: drivers, full range, high-frequency drivers, high power, horns, low-frequency drivers

Wexler Music Co. (David Wexler&Co.)

3553 W. Peterson Ave.
Chicago, IL 60659
(312) 478-9800 FAX: (312) 478-9095
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John Anthony, Stamford, CT 203-322-9202

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Long Branch, NJ 07740
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Edward P. Draney, Peachtree City, GA 404-631-3193
Peter Koehler, Los Angeles, CA 213-572-1347
Steve Goldberg, East Windsor, NJ 609-448-1457
Dave Jackowlak, Burbank, IL 708-599-4099
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: horns, outdoor



ADAMSON ACOUSTIC DESIGN CORP.

850 Brock Road, Suite One
Pickering, ON L1W 1Z8
(416) 420-6279 FAX: (416) 420-0813
President: Brock Adamson; Marketing/Sales Manager: Jerry Placken; Office Manager: Lorraine Zerafa
Innovative Sales & Marketing, Irvine, CA 714-528-2005
Martin Wick, Minneapolis, MN 612-522-2234
Audio Blz, Mundelein, IL 708-949-0280
W3 Marketing, Stone Mountain, GA 404-981-7021
Tenickl & Associates, Houston, TX 713-528-2005
PRODUCTS: components, high power, multi-way/ high powered, music system speakers, outdoor, portable, processor-controlled, stage monitors, sub-woofers

Altec Lansing Corp.

10500 W. Reno, Oklahoma City, OK 73128
(405) 324-5311 FAX: (405) 324-8981
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Dave Read, McKinney, TX 214-542-6328
Jim Faber, Shreveport, LA 318-631-1766
Paul Froula, Lombard, IL 708-268-1831
Alan Feckanin, Port St. Lucie, FL 407-879-1078
George Soitl, Philadelphia, PA 215-637-3429
Larry Schirmer, Pontiac, MI 313-340-9588
Stu Moffit, Renton, WA 206-277-8851
PRODUCTS: compact, components, full-range, high power, monitor panels, near-field monitors, outdoor, portable, sub-woofers

Apogee Sound Inc.

1150 Industrial Avenue
Petaluma, CA 94952
(707) 778-8887 FAX: (707) 778-6923
President, Dir. Engineering: Ken DeLoria; Vice Pres. Sales & Marketing: Joe Manning; National Sales Manager: Mark Ockenfels; Mktg. & Tech. Training Mgr.: Barry Luz
The H.C. Garrison Co., Tualatin, OR 503-638-4906
Centurian Marketing, Glencoe, MO 314-227-7222
New Horizons, Bannockburn, IL 708-234-6500
Richard Dean Assoc. Inc., Newburyport, MA 508-462-1150
Peter E. Schmitt Co., Leonia, NJ 201-944-2806
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
Bruce Wismer Sales, Atlanta, GA 404-523-6876
Audio Associates, Fulton, MD 301-604-7300
Eaton Sales & Marketing, Binghamton, NY 607-723-7626
Joe Martin Sales, Austin, TX 512-266-1113
Sherman Rowland Assoc., Fairborn, OH 513-879-1500
PRODUCTS: compact, full-range, high power, music system speakers, portable, processor-controlled, stage monitors, sub-woofers

Argos Products Co.

600 S. Sycamore Street
Genoa, IL 60135
(815) 784-5118
President: D.C. Mac Laughlin; Vice President: Ron Evers; Credit Manager: Rosella Johnson; Chief Engineer: Loren Shrader; Purchasing Agent: Ray Melton
Nevco Inc., Crestwood, MO 314-843-7406
W.A. Hendrickson, N. Scituate, MA 617-545-0652
Meyer & Ross, Burlingame, CA 415-348-6800
Murphy & Cota, Atlanta, GA 404-875-2525
Packnor Marketing, Lynnwood, WA 206-771-6016
Edwards Company, Inc., Livonia, MI 313-458-7777

ATLAS/SOUNDOLIER

1859 Intertech Dr.
Fenton, MO 63026
(314) 349-3110 (800) 876-7337 FAX: (314) 349-1251
VP/Marketing & Sales: Charles Gushwa; VP/Marketing Consultant: Herbert M. Jaffe; National Sales Manager: Bud Waters; Eastern Sales Manager: Tony Satariano; Western Sales Manager: Jeff Garstick; OEM Sales Manager: Larry Damato
Preclide, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: compact, components, custom, decorative, environment protected, foreground, full-range, high power, monitor panels, multi-way/ high powered, omnidirectional, outdoor, powered

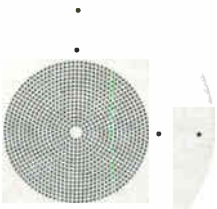
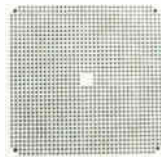
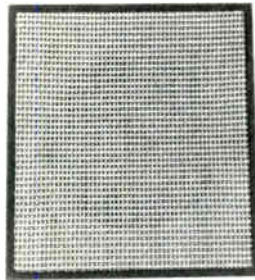
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Vice President, Marketing: Ken Reichel; National Marketing Manager: Earl "Buzz" Goodwin; National Sales Manager: Garry Elliott; Inside Sales: Tony O'Keefe; Sales Coordinator: Kim Wallace
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: compact, full-range, music system speakers, omnidirectional, outdoor, sub-woofers

Auernheimer Laboratories and Co.

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Fresno, CA 93725
(209) 442-1048
Owner: Curly Auernheimer

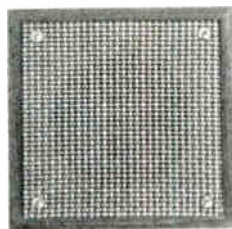
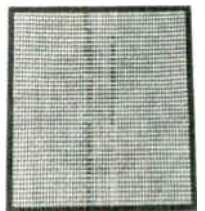
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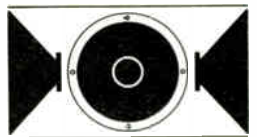
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PRODUCTS: compact, high power, portable, sub-woofers

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President: Jack Wilson
PRODUCTS: studio/reference monitors

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Audio Biz, Inc., Mundelein, IL 708-949-0280
Innovative Sales, Irvine, CA 714-975-1130
William Ray & Associates, Smyrna, GA 404-436-7233
Quad Tech, Shawnee Mission, KS 913-677-1013
Irwin Ensemble, Hamilton, OH 513-868-9382
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: components, custom, environment protected, foreground, full-range, high power, music system speakers, portable, processor-controlled, stage monitors, studio/reference monitors, sub-woofers

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575
Ramsay, NJ 07446
(201) 934-8500 FAX: (201) 934-9832
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Scott Whipple, Columbus, OH 614-272-1689
Sam Biasi, Ramsay, NJ 201-934-8500
Walter Spencer, Ramsay, NJ 201-934-8500
Fred Yosensick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: compact, components, full-range, high power, near-field monitors, outdoor, portable

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Eastern Reg. Sales Manager: Bruce Hurst;
Western Reg. Sales Manager: Tim Landwehr; Sr. Applications/Des. Spec.: Bruce Myers; Sr. Sales Representative: Reed Strutzenberg; Sales Representative: Phil Nelson
HC Garrison Co., Tualatin, OR 503-638-4906
Westech Marketing, Culver City, CA 213-870-9286
Silver Peak Marketing, Wheat Ridge, CO 303-467-9042
Rancillo Assoc., St. Louis, MO 314-845-0202
CR Marketing, Clarkston, MI 313-625-2420
J.B. Parent, Dublin, OH 614-764-0064
Secom Systems, Atlanta, GA 404-455-0672
Bencsik Assoc., Ocala, FL 904-732-9775
Sigmet Corp., Valley Forge, PA 215-783-6666
Joseph P. Mazzeo Assoc., Inc., Rochester, NY 716-458-7851
Peter E. Schmitt Co., Inc., Leonia, NJ 201-944-2806
PRODUCTS: compact, environment protected, foreground, full-range, music system speakers, near-field monitors, omnidirectional, outdoor, portable, powered, stage monitors, sub-woofers

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70 Broadway
Lynnfield, MA 01940
(617) 592-9000
CEO: Frank Reed; President: Andrew Petite;
Vice President-Engineering: Moses Gabbay; Vice President-Manufacturing: John Swenson; Vice President-Marketing: Ira Friedman; Vice President-Int'l Sales: George Jenkins
ADCOM, Toronto, ON 416-251-3355

Callibration Standard Instruments

P.O. Box 2727
Oakland, CA 94602
(415) 531-8725
President: Edward M. Long; Sales Manager: Allison M. Long
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: compact, components, custom, full-range, high power, multi-way/ high powered, near-field monitors, studio/reference monitors, sub-woofers

Caraway Audio

1775 Old County Road #19
Belmont, CA 94002
(415) 594-1790 FAX: (415) 594-0658
Owner: Doug Caraway
Doug Warren, Newport News, VA 804-930-3217

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Holliston, MA 01746
(508) 429-6706 FAX: (508) 429-2426
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Reflex Marketing, Hempstead, NY 516-565-2323
Pacific Audio Group, Gardena, CA 213-719-1383
New Horizon Marketing, Bannockburn, IL 708-234-6500
R.W. Fuday Associates, Sebastopol, CA 707-874-3101
Marketing Concepts, Irving, TX 214-869-9870
Taub Sales, Silver Springs, MD 301-662-9100
William Ray Associates, Smyrna, GA 404-436-7233
Future Sales, Redmond, WA 206-861-9100
On Line Marketing, Wadsworth, OH 216-336-7504
KM Ltd., Cambridge, MA 617-876-9870
GMS Marketing, Burnsville, MN 612-895-8088
Dzubay & Associates, Glendale, AZ 602-934-6614
PRODUCTS: compact, components, custom, foreground, full-range, high power, monitor panels, multi-way/ high powered, music system speakers, near-field monitors, processor-controlled, stage monitors, studio/reference monitors, sub-woofers

Cerwin-Vega

555 E. Easy St.
Simi Valley, CA 93065
(805) 584-9332 FAX: (805) 583-0865
V.P. Pro Sales and Marketing: Rich Mandella;
Tech/ Sales & Marketing: John Davies; Inside Sales: Gayle De Matoff
Southwest Marketing, TX, AZ, NM, OK, CO 818-848-7512
MJA Sales, NY, NJ 201-467-9898
Image Marketing, CA, NV 714-957-0630
Crescendo, FL 305-922-9553
Audio Biz, IL 708-949-0280

Clair Brothers Audio Systems Inc

Ditz Drive
Manheim, PA 17545
(717) 665-4000 (800) 356-5080 FAX: (717) 665-2564
Vice President, General Mgr.: Gene Pelland;
President: Roy B. Clair; Treasurer: R. Barry Clair;
Secretary: Troy Clair; Vice President: Gene Clair;
Operations Manager: Jim Bant
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: compact, components, custom, foreground, full-range, high power, monitor panels, multi-way/ high powered, music system speakers, outdoor, portable, processor-controlled, stage monitors, sub-woofers

**Community Professional Sound Sysys.**

333 East Fifth Street
Chester, PA 19013
(215) 876-3400 (800) 523-4934 FAX: (215) 874-0190
President: Bruce Howze; Vice President, Export Sales: Christine Howze; Vice President, Sales & Mkt.: John T. Wiggins; General Manager: Charles Moore; Product Specialist: Greg J. Helm; Sales & Marketing Assistant: Grace Paoli
Taub Sales, Silver Springs, MD 301-662-9100
PRODUCTS: compact, components, environment protected, foreground, full-range, high power, monitor panels, multi-way/ high powered, music system speakers, outdoor, processor-controlled, stage monitors, sub-woofers

Compact Monitor Systems

P.O. Box 1965
Studio City, CA 91604
(818) 763-8000

Dawn Speaker Systems

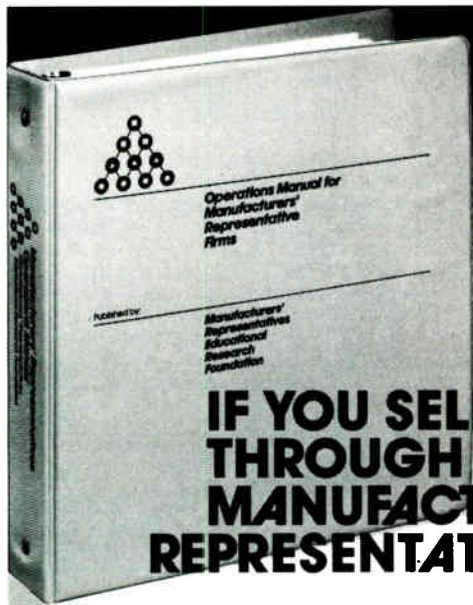
908 W. Fayette Ave.
P.O. Box 748
Effingham, IL 62401
(217) 342-9211 FAX: (217) 347-0316
Product Manager: Don Friedman; National Sales Manager: Don Mitchell
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: full-range, music system speakers, near-field monitors, omnidirectional, portable, stage monitors, studio/reference monitors, sub-woofers

DCL

6340 S.W. 145th St.
Miami, FL 33158
(305) 232-2199

Digital Designs International

125 West Main
El Centro, CA 92243
(619) 353-1290 FAX: (619) 353-4751
Engineer: Jassa Langford; Engineer: John Thorp; Sales and Marketing: Alice Sandhu; Sales and Marketing: Diane Franke; Office Manager: Vicki Langford
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: near-field monitors, sub-woofers



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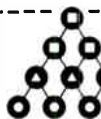
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- Send both at the special combination price of \$164.95 . . . a \$14.95 saving
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Company: _____

Address: _____

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Rep Association Affiliation (if any) _____

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St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: compact, custom, full-range, high
power, monitor panels

E.A.W.

One Main St.
Whitinsville, MA 01588
(508) 234-6158 (800) 992-5013 FAX: (508) 234-8251
President: Ken Berger; Sales Manager: Frank
Loyko; International Sales Manager: Sandy
MacDonald; Vice President, Engineering: Kenton
Forsythe; C.F.O.: Mark O'Conner; Service
Manager: Steve Davis
Marketing Concepts, Irving, TX 214-869-0669
Secom Systems, Atlanta, GA 404-455-0672
Sigmet Corp., New York, NY 908-462-1221
Ludwig Marketing, Chicago, IL 708-265-0090
Bencsik Assoc., Ocala, FL 904-732-9775
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: components, foreground, full-range,
high power, multi-way/high powered, music
system speakers, near-field monitors, outdoor,
portable, processor-controlled, stage monitors,
sub-woofers

E.M. Long Associates

4107 Oakmore Road
Oakland, CA 94602
(415) 531-8725
Owner: Edward M. Long
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: custom, near-field monitors,
studio/reference monitors, sub-woofers

Eden Electronics, Inc.

310 1st St.
P.O. Box 338
Montrose, MN 55363
(612) 675-3650 FAX: (612) 675-3651
President: David Nordchow
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: compact, components, foreground,
full-range, high power, multi-way/high
powered, stage monitors, sub-woofers

Electro-Voice Inc.

600 Cecil Street
Buchanan, MI 49107
(616) 695-6831 (800) 827-6701 FAX: (616) 695-1304
President: Paul McGuire; Director of Marketing:
Jim Long; Director of Sales: Garry Templin; Sales
& Distribution Mgr.: Janine Masten; Director of
Service/Rapair: Frank Spain; Public Relations
Director: Keith Clark
Metropolis Audio Marketing Inc, New York, NY
908-225-0085
R.J. Marketing Ltd., Rockville, MD 301-251-0330
Ouzunoff & Associates, Yorktown Hts., NY
914-248-7888
Ron Tunks Sales Inc., Tamarac, FL 305-722-2803
Wilson Audio Sales, Nashville, TN 615-646-4477
Audio Resources, Westmont, IL 708-655-1180
B.C. Electronic Sales Inc., Shawnee, KS
913-962-1990
Jones Audio Sales, Plano, TX 214-618-2600

Excellence Marketing, Eden Prairie, MN 612-949-
9011
C.L. Pugh and Associates Inc., Cleveland, OH 216-
238-1777
Riley and Petchell Sales Inc., Detroit, MI 313-937-
3000
Loppnow and Associates, Issaquah, WA 206-392-
3936
Radon and Associates Inc., Sacramento, CA 916-
923-2524
The Torbett/ Keiser Group Inc., Loveland, CO 303-
669-1008
Western Audio, Burbank, CA 818-954-9300
Electro-Voice West, Visalia, CA 209-651-7777
PRODUCTS: compact, components, decorative,
environment protected, foreground, full-range,
high power, monitor panels, multi-way/high
powered, music system speakers, near-field
monitors, omnidirectional, outdoor, portable,
powered, processor-controlled, stage monitors,
studio/reference monitors, sub-woofers

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Westlake Vlg., CA 91362
(818) 706-0228 FAX: (818) 889-5605
President: Pascal Delbuck; Marketing: Ron
Glatzoffer; Plant Manager: Bill Ward
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: custom, decorative, environment
protected, foreground, full-range, high power,
music system speakers, near-field monitors,
stage monitors, studio/reference monitors, sub-
woofers

Equity Sound Investments

629 Eastern Ave. Unit 2
Toronto, ON M4M 1E4
(416) 465-4888 FAX: (416) 465-3919
Preclde, Morbio Inferiore, Switzerland,
914-31734

Fender Musical Instruments/Sunn

1130 Columbia Street, Brea, CA 92621
(714) 990-0909 FAX: (714) 990-3986
President/CEO: William C. Schultiz; Vice
President, Marketing: Steve Grom; National
Sales Manager: Larry Moudy
Keith Brawley, Southern, CA
Jerry Arena, Northern, CA
Terry Rudonlah, North West,
Howie Frelman, TX
Layne Kurr, Chicago, IL
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: full-range, high power, music system
speakers, stage monitors

Formula Audio, Incorporated

Rt.5
Box 440-3
Zebulan, NC 27597
(919) 269-6441
President: Jeffrey A. Forsburg
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

FOSTEX CORPORATION OF AMERICA

15431 Blackburn Ave., Norwalk, CA 90650
(213) 921-1112 (800) 7-FOSTEX
FAX: (213) 802-1964
V.P. Marketing/ General Mgr.: Robert Veri; V.P.
Sales: Mark Cohen
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: compact, near-field monitors,
portable, powered, studio/reference monitors,
underwater

Frazier/DIV of SoundCraft Sys. Inc.

Pettit Jean Mountain, Rt. 3
Box 319
Morrilton, AR 72110-9532
(501) 727-5543 FAX: (501) 727-5402
Vice Pres. Sales & Marketing: James R. Truelsen
Dick Bellew Sales, Dallas, TX 214-644-7881
Design Factors, La Habra, CA 213-697-7576
White Radio, Ltd., Burlington, Ont, CN
416-632-6894
Lowery Associates, Broomall, PA 215-356-5300
Henry W. Phillips Co., Inc., Roswell, GA
404-992-3070
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

Galaxy Audio

625 East Pawnee
Wichita, KS 67211
(316) 263-2852 (800) 369-7768 FAX: (316) 263-0642
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: compact, full-range, multi-way/high
powered, portable, powered, stage monitors

Genelec/QMI

15 Strathmore Road
Natick, MA 01760
(508) 650-9444 FAX: (508) 650-9476
President: Scott Berdell
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

GERR Electro Acoustics Ltd.

363 Adelaide Street East
Toronto, ON M5A 1N3
(416) 868-0528 FAX: (416) 868-6419
President: Bob Snelgrove; Vice President: Frank
Plimiskern
GERRWEST, Vancouver, BC 604-688-2444
Andrew Hope, Montreal, PQ 514-524-2228
Andy Cox, Toronto, 416-868-0528
John Anthony, Stamford, CT 203-322-9202

Headwater USA

2669 Guolin Street
Detroit, MI 48207
(313) 961-3196 FAX: (313) 567-1352
Sales Representative: Tim Jarrold; President:
Gary Taylor; Sales Representative: Barry Rumball
Headwater Industries, Windsor, Ont., CN
519-256-5665
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: compact, custom, decorative,
foreground, full-range, high power, multi-way/
high powered, music system speakers,
omnidirectional, outdoor, portable, powered,
processor-controlled, stage monitors, sub-
woofers

HI Lo Fabrication & Manufacturing

P.O. Box 509 / CR 1105
Rio Vista, TX 76093
(817) 373-2247
President: Cecil Caro; Production Engineer:
Cecil Caro; Vice President, Sales: Bridget Caro
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: custom, decorative, environment
protected, monitor panels, outdoor, portable,
stage monitors

Infinity Systems, Inc.

9409 Owensmouth Ave.
Chatsworth, CA 91311
(818) 407-0228 FAX: (818) 709-9486
President: Cary Christie; Sr. Vice Pres. Sales &
Mktg.: Rich Bacchaluppi; Vice Pres. Int'l Sales:
Derek Whiteman
Doug Warren, Newport News, VA 804-930-3217

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FAX (415) 486-8356

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105 Maxess Road
 Meville, NY 11747
 (516) 293-1500 (800) 645-9154 FAX: (516) 293-4983
 President: Mort Grossman; Executive Vice
 President: Irwin Friedman; Vice President: Fred
 Grossman; Eastern Regional Sales Mgr.: Ken
 Reed; Vice President: Harvey Grossman
 C.B. Electronic Marketing, Arvada, CO 303-422-
 0561

Intersonics, Inc.

3453 Commercial Avenue
 Northbrook, IL 60062-1818
 (708) 272-1772 FAX: (708) 272-9324
 Director of Sales & Mktg.: Barry Bozeman;
 General Mgr. Speaker Div.: Thomas Danley;
 Design Engineer: Dan Mapes-Riordan; Design
 Engineer: Greg Botlmer; Production Manager:
 Peter Bruno
 Audio Marketing Assoc., Brecksville, OH 216-526-
 2426
 ASR Enterprises, Fallston, MD 301-893-0001
 New England Technical Assoc., New Haven, CT
 203-467-8010
 World Wide Electronics, Davie, FL 305-584-7024
 Innovative Sales & Mktg., Irvine, CA 714-975-1130
 ADCOM, Toronto, ON 416-251-3355

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Jack W. Tucker; Chief Engineer: Eric Simonson
 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: compact, components, decorative,
 environment protected, foreground, full-range,
 high power, music system speakers,
 omnidirectional, outdoor, portable

JBL Professional

8500 Balboa Boulevard
 P.O. Box 2200
 Northridge, CA 91329
 (818) 893-8411 FAX: (818) 893-3639
 President: Ronald Means; Vice President, Sales:
 Ken Lopez; Vice President, Marketing: Mark
 Gander; Market Manager: Hector Martinez;
 National Sales Manager: Nell Conley
 Jim Chase, San Clemente, CA 714-492-6290
 Bill Hamilton, Folsom, PA 215-543-4677
 Bill Schuermann, Houston, TX 713-370-5553
 Tom Walter, No. Barrington, IL 312-382-4925
 ADCOM, Toronto, ON 416-251-3355
 PRODUCTS: compact, components, decorative,
 environment protected, foreground, full-range,
 high power, monitor panels, multi-way/ high
 powered, music system speakers, near-field
 monitors, outdoor, portable, stage monitors,
 studio/reference monitors, sub-woofers

KARIBU SOUND INDUSTRIES INC.

3500 Parkdale Avenue
 Baltimore, MD 21211
 (301) 383-2167 FAX: (301) 383-7573
 President: Larry Kirchner
 Taub Sales Inc., Silver Spring, MD 301-622-9100
 Leslie's, Chicago, IL 708-697-6677

Kodo Associates Inc., Minneapolis, MN
 612-881-1255

Vector Corp., Seattle, WA 206-368-1255
 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: compact, components, custom,
 foreground, full-range, high power, monitor
 panels, multi-way/ high powered, music system
 speakers, near-field monitors, portable,
 studio/reference monitors, sub-woofers

KDM Electronics Inc.

705 Progress Avenue Unit #59
 Scarborough, ON M1H 2X1
 (416) 439-7158 FAX: (416) 439-7232
 President: Ron Bull
 Admiral Sales Company, Dallas, TX 214-357-9212
 Henry W. Phillips Co., Inc., Roswell, GA 404-992-
 3070
 Reptronics Inc., New Madison, OH 513-996-0530
 Coaxial Systems Associates, Tequesta, FL 407-
 746-6626
 Multi-Technical Reps., Brainerd, MN 218-828-9483
 PRODUCTS: foreground, full-range, high power,
 multi-way/ high powered, music system
 speakers, omnidirectional, outdoor

Klipsch and Associates, Inc.

Route 4 Oakhaven Rd.
 P.O. Box 688, Hope, AR 71801
 (501) 777-6751 (800) 274-5547 FAX: (501) 777-6753
 President: P. Woody Jackson; Vice President
 International: Jack Fountain; Mkt'g Specialist,
 Pro. Prod.: Tom Gallagher
 New England Technical Assoc., New Haven, CT
 203-467-8010
 Audio Associates Corp., Verona, NJ 201-239-3727
 PCM Marketing, Walnut Creek, CA 415-935-0900
 RPM, Carrollton, TX 214-446-3010
 Starir Marketing, Chesterton, IN 219-929-4127
 Multi-Technical Reps., Brainerd, MN 218-828-9483

Knoll Systems

717 Simondson Dr.
 Ste. 206, Point Roberts, WA 98281
 (604) 272-4555 FAX: (604) 272-5595
 President: Kevin Knoll; Sales Mgr.: Roy Mett;
 Accounts: Darcy Knoll; Service Mgr.: Don
 Stewart
 Design Factors, La Habra Hts., CA 213-697-7576
 Symte, Silver Springs, MD 301-593-6610
 Roy Kennedy, Chesterfield, MO 314-576-5440
 Vector Marketing, Seattle, WA 206-368-8400
 B. Rich Co., Penfield, NY 716-377-3401
 Audio Etc., St. Peters, MO 314-278-4130

LAR Electronics Corporation

718 Ninth Street, Niagara Falls, NY 14301
 (716) 282-2442 FAX: (716) 284-8013
 Owner: Larry Kutner
 Audio Etc., St. Peters, MO 314-278-4130

McCauley Sound, Inc.

13608 94th Avenue East
 Puyallup, WA 98373
 (206) 848-0363 FAX: (206) 841-3050
 President/Design Engineer: Tom McCauley; Vice
 President/Production: Pete McCauley; Sales (In-
 House): Bruce Anderson; Marketing: Susann
 London
 Taub Sales, Silver Springs, MD 301-622-9100
 Line Level Marketing, Minneapolis, MN
 612-522-2234
 Innovative Sales & Marketing, Irvine, CA
 714-975-1130
 Pro Musica Sales, Keene, NH 603-352-4831
 Audio Etc., St. Peters, MO 314-278-4130
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SOUND & COMMUNICATIONS BLUE BOOK 91/92

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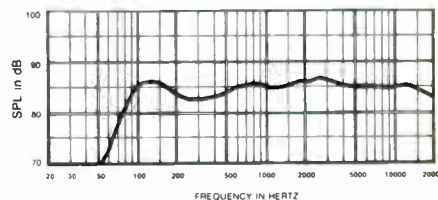
- PRO™ circuit independent high-frequency and low-frequency speaker protection
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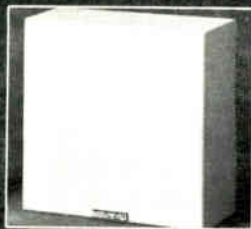
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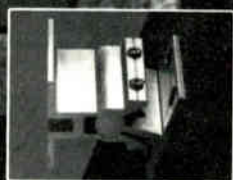


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Berkeley, CA 94702
(415) 486-1166 FAX: (415) 486-8356
Vice President, Sales & Mktg: Helen Meyer;
Marketing Manager: Ralph Jones; Director of
Technical Mkt'g: Mark Johnson; Customer
Service Manager: Scott Gledhill; National Sales
Manager: Cindy Ramos
Loomis and Associates, Fremont, CA
415-683-0883

PRODUCTS: full-range, high power, near-field
monitors, processor-controlled, stage monitors,
studio/reference monitors, sub-woofers

MG Electronics

32 Ranick Road
Hauppauge, NY 11788
(516) 582-3400 FAX: (516) 582-3229
President: Elliott Maltz; National Sales Manager:
Stan Grey; Asst. Sis. Mgr., Comm. Sound: Herb
Woll; CEM Sales Manager: John Kibbitt; Credit
Manager: Rita Mciberger; Customer Service:
Sue Novak

Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: compact, components, foreground,
full-range, high power, music system speakers

MISCO/Minneapolis Speaker Co., Inc.

3806 Grand Avenue
Minneapolis, MN 55409
(612) 825-1010 FAX: (612) 825-7010
President: Dan Digre; Sales Manager: Don
Ringham; Vice President: Cliff Digre;
Production Manager: Tad Thompson
Audio Marketing Assoc., Brecksville, OH
216-526-2426
Austin Associates, Willingsboro, NJ 609-871-9290
Miller Associates, Stamford, CT 203-329-9174
Pacnor Marketing, Lynnwood, WA 206-771-6016
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: components, custom, environment
protected, full-range, outdoor, underwater

Modular Sound Systems, Inc.

22272 Pepper Rd, Unit D
Barrington, IL 60010
(708) 382-4550 FAX: (708) 382-4551
President: James P. Wischmeyer; Director of
Engineering: Henry W. Heine; Controller:
Deborah Robinson; Production Manager: James
J. Schwingel; Sales Manager: John Vitale
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: compact, components, custom,
decorative, full-range, high power, multi-way/
high powered, music system speakers, outdoor,
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714-539-6401
Worldwide Electronics, Ft. Lauderdale, FL
305-584-7024
BVC International, Corpus Christi, TX
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PCP Electronics, Limassol, Cyprus, 53-39297
Metronome Muzik, Istanbul, Turkey, 7-345-2457
Tropical Recording, Malindi, Kenya, 723-27700
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 J. R. Morgan, Phoenix, AZ 602-268-3464
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 Rodgers; Accounting Manager: Pamela Miller
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 Dimension/ Point IX, Lewisville, TX 214-436-3706
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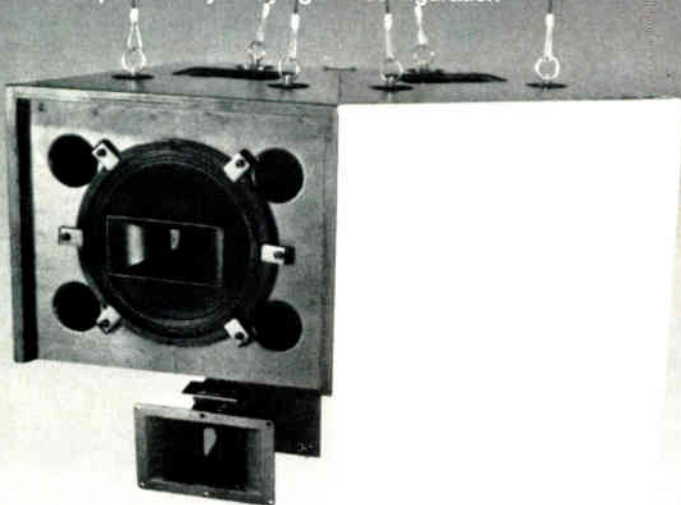
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monitors, studio/reference monitors, sub-
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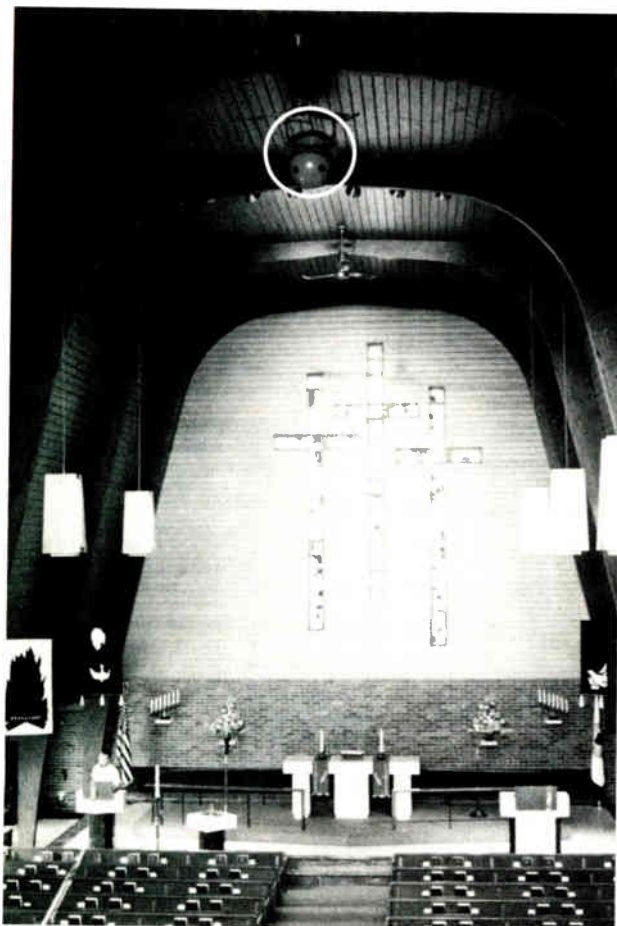
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9191
PRODUCTS: studio/reference monitors

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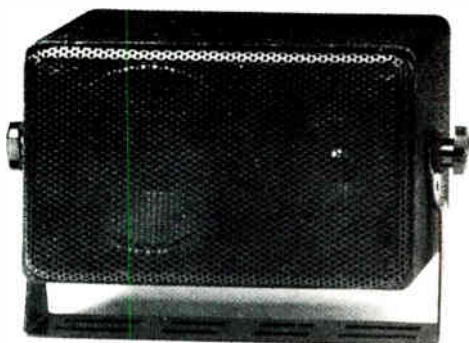
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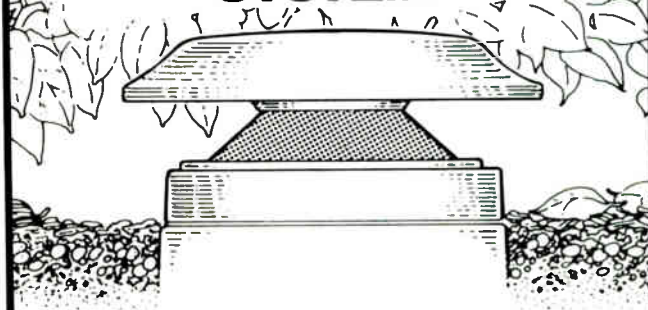
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Circle 280 on Reader Response Card

L.A. RockerTM Speaker System

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President: William Hecht; Executive Vice
President: Kenneth Hecht
J & J Myers Co., Swampscott, MA 617-592-4966
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: custom, decorative, environment
protected, flush mount, foreground, full range,
music system speakers

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3202 S. Shannon Street, Santa Ana, CA 92704
(714) 556-2378 (800) 592-4644 FAX: (714) 556-5425
Director of Marketing: Gary Rilling; Marketing
Coordinator: Nina Bablarz; National Sales
Manager: Bob Allen; Western Regional Manager:
Susan Schnelder
Cambridge Marketing, Westerville, OH 614-
363-9191

Bogen Communications, Inc.

50 Spring Street
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Ramsey, NJ 07446
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& Mktg: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
Sam Blasl, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: components, environment
protected, flush mount, foreground, full range,
music system speakers, omni-directional,
outdoor

BOSE CORP.

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Eastern Reg. Sales Manager: Bruce Hurst;
Western Reg. Sales Manager: Tim Landwehr; Sr.
Applications/Des. Spec.: Bruce Myers; Sr. Sales
Representative: Reed Strutzenberg; Sales
Representative: Phil Nelson
HC Garrison Co., Tualatin, OR 503-638-4906
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Silver Peak Marketing, Wheat Ridge, CO
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Rancillo Assoc., St. Louis, MO 314-845-0202
CR Marketing, Clarkston, MI 313-625-2420
J.B. Parent, Dublin, OH 614-764-0064
Secom Systems, Atlanta, GA 404-455-0672
Bencsik Assoc., Ocala, FL 904-732-9775
Sigmat Corp., Valley Forge, PA 215-783-6666
Joseph P. Mazzeo Assoc., Inc., Rochester, NY
716-458-7851
Peter E. Schmitt Co., Inc., Leonia, NJ 201-944-2806
PRODUCTS: environment protected, flush
mount, foreground, full range, music system
speakers, omni-directional, outdoor

Cerwin-Vega

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Simi Valley, CA 93065
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V.P. Pro Sales and Marketing: Rich Mandella;
Tech/ Sales & Marketing: John Davies; Inside
Sales: Gayle De Matoff
Southwest Marketing, TX, AZ, NM, OK, CO 818-
848-7512
MJA Sales, NY, NJ 201-467-9898
Image Marketing, CA, NV 714-957-0630
Crescendo, FL 305-922-9553
Audio Biz, IL 708-949-0280

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Linda T. Bishop; Product Manager: John D.
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Featherstone Sales, Los Gatos, CA 408-356-3243
Unirep Inc., Valrico, FL 813-681-3477
M.I.N.K. Associates, Overland Park, KS 913-341-
2112
Gerald Horne Associates, Stow, MA 508-897-1741
Forti Associates, Kensington, MD 301-949-1706
Holland Marketing, Bloomington, MN
612-881-8425
Adams & Associates, Greensboro, NC
919-272-6838
Reptronics Inc., New Madison, OH 800-888-0530
Dick Belew Sales, Dallas, TX 214-644-7881
PRODUCTS: flush mount

Creative Acoustics, Inc.

197-09 Jamaica Ave.
P.O. Box 300
Hollis, NY 11423
(718) 464-6444 FAX: (718) 217-0076
President: Michael P. Farella
Advanced Audio/Video, Tampa, FL 813-879-0958
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: custom, decorative, environment
protected, flush mount, full range

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2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
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Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: components, environment
protected, flush mount, full range, high power,
music system speakers, outdoor

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125 Cabot Ct.
Hauppauge, NY 11788
(516) 434-1200 FAX: (516) 434-1457
President: Charles Sassoon; Vice President: Bob
Rapoport
TMC Sales, New York, NY 201-944-8340
Jack Carter Assoc., No. Hollywood, CA 818-980-
3450
Edwards Company, Inc., Livonia, MI 313-458-7777

Eden Electronics, Inc.

310 1st St.
P.O. Box 338
Montrose, MN 55363
(612) 675-3650 FAX: (612) 675-3651
President: David Nordschow
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: full range, high power, music system
speakers, omni-directional

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2925 North Market St., St. Louis, MO 63106
(314) 535-1333 FAX: (314) 535-4118
CEO/ENG: Richard Hahn; President: Paul Grote;
Vice President, Sales: Martin Hahn; Engineering:
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Edwards Company, Inc., Livonia, MI 313-458-7777

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Compton, California 90220
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800 . 638 . 1694
FAX: 213 . 638 . 8347

Circle 268 on Reader Response Card

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110
Westlake Vlg., CA 91362
(818) 706-0228 FAX: (818) 889-5605
President: Pascal Delbuck; Marketing: Ron
Glatzoffer; Plant Manager: Bill Ward
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: custom, decorative, environment
protected, flush mount, foreground, full range,
high power, music system speakers, outdoor

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15431 Blackburn Ave., Norwalk, CA 90650
(213) 921-1112 (800) 7-FOSTEX FAX: (213) 802-
1964
V.P. Marketing/ General Mgr.: Robert Veri; V.P.
Sales: Mark Cohen
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: components, full range

Gemco Electronics, Inc.

550 Airport Rd.
P.O. Box 993, Gallatin, TN 37066
(615) 452-5960 (800) 624-3626 FAX: (615) 451-0026
General Manager: Jerry A. Graves; Order Entry:
Linda McCullough; National Sales Manager:
James F. Woodard
Gemco Electronics Jim Woodward, Gilmer, TX
903-762-2367
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: components, flush mount, full
range, music system speakers, omni-directional

International Components Corp.

105 Maxess Road
Melville, NY 11747
(516) 293-1500 (800) 645-9154 FAX: (516) 293-4983
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President: Irwin Friedman; Vice President: Fred
Crossman; Eastern Regional Sales Mgr.: Ken
Reed; Vice President: Harvey Crossman
C.B. Electronic Marketing, Arvada, CO 303-422-
0561
PRODUCTS: components, flush mount, full
range, music system speakers

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales:
Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: components, decorative,
environment protected, flush mount,
foreground, full range, high power, music
system speakers, omni-directional, outdoor

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8500 Balboa Boulevard
P.O. Box 2200
Northridge, CA 91329
(818) 893-8411 FAX: (818) 893-3639
President: Ronald Means; Vice President, Sales:
Ken Lopez; Vice President, Marketing: Mark
Gander; Market Manager: Hector Martinez;
National Sales Manager: Neil Conley
Jim Chase, San Clemente, CA 714-492-6290
Bill Hamilton, Folsom, PA 215-543-4677
Bill Schuermann, Houston, TX 713-370-5553
Tom Walter, No. Barrington, IL 312-382-4925
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: components, decorative, flush
mount, foreground, full range, high power,
music system speakers

KARIBU SOUND INDUSTRIES INC.

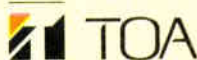
3500 Parkdale Avenue
Baltimore, MD 21211
(301) 383-2167 FAX: (301) 383-7573
President: Larry Kirchner
Taub Sales Inc., Silver Spring, MD 301-622-9100
Leslie's, Chicago, IL 708-697-6677
Kodo Associates Inc., Minneapolis, MN 612-881-
1255
Vector Corp., Seattle, WA 206-368-1255
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: components, custom, decorative,
flush mount, foreground, full range, high power,
music system speakers

LA East, Inc.

127 Union Street
Hatfield, PA 19440
(215) 362-2890 (800) 366-4223 FAX: (215) 368-7272
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Marketing: Stephen M. Devlin; V.P.
Operations/Engineering: Emery Kertesz III;
Service Technician: Joseph Mikios; Accounting:
Melissa Kelly; Secretary: Dawn Tyclak
Bob Bauman, Ridgewood, NJ 201-445-1055
Richard Pass, Huntington Val., PA 215-757-6100
Wayne Hrabak, Westmont, IL 708-655-1180
Jerry Heaton, Oceanside, CA 619-967-0502
Bill Bencsik, Margate, FL 904-732-9775
Precide, Morbio Inferiore, Switzerland, 914-
31734
PRODUCTS: custom

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Perfectly suited to their environment, TOA's lineup of weather-resistant speakers takes the worry out of damp, humid and temperature-extreme installations. With ABS or polypropylene shells, zinc-coated brackets and stainless hardware, their sturdy constitution doesn't sacrifice sonic performance — woofers, CD horns and high efficiency drivers deliver uniform dispersion patterns and smooth frequency response. There are five models with 20-120 WRMS input power so that you can take on the elements like a duck takes to water.



TOA ELECTRONICS, INC., 601 GATEWAY BLVD.,
SOUTH SAN FRANCISCO, CA 94080
415/588-2538 • 800/733-7088



Circle 229 on Reader Response Card

MG Electronics

32 Ranlick Road
Hauppauge, NY 11788
(516) 582-3400 FAX: (516) 582-3229
President: Elliott Maltz; National Sales Manager:
Stan Grey; Asst. Sis. Mgr., Comm. Sound: Herb
Woll; CEM Sales Manager: John Kibbitt; Credit
Manager: Rita McIberger; Customer Service:
Sue Novak
Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: components, custom, decorative,
environment protected, flush mount,
foreground, full range, high power, music
system speakers, outdoor

MISCO/Minneapolis Speaker Co., Inc.

3806 Grand Avenue
Minneapolis, MN 55409
(612) 825-1010 FAX: (612) 825-7010
President: Dan Digre; Sales Manager: Don
Ringham; Vice President: Cliff Digre;
Production Manager: Tad Thompson
Audio Marketing Assoc., Brecksville, OH
216-526-2426
Austin Associates, Willingsboro, NJ 609-871-9290
Miller Associates, Stamford, CT 203-329-9174
Pacnor Marketing, Lynnwood, WA 206-771-6016
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: components, custom, decorative,
environment protected, flush mount,
foreground, full range, high power, music
system speakers, omni-directional, outdoor

MTX Oaktron

704 30th Street
Monroe, WI 53566
(608) 328-5560 FAX: (608) 328-5575
President: Loyd Ivey; Exec. Vice Pres./Gen. Mgr.:
Rod Boyer; Sales Manager: Jerry Disch
Loomis and Associates, Fremont, CA
415-683-0883

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679 Lisbon Road
Lisbon Falls, ME 04252
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Manufacturing: Robert Adams; V.P. Research &
Development: Lewis Athanas; Director of Mktg &
Sales: Lee Lareau
Larry Schlrmer, Pontiac, MI 313-340-9588
PRODUCTS: components, custom, environment
protected, flush mount, full range, music system
speakers, outdoor

OWI INC.

1160 Mahalo Place, Compton, CA 90220
(213) 638-4732 (800) 638-1694 FAX: (213) 638-8347
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Okayama; Director of Sales: Kristin Jo Morloka;
Credit Manager: June Morloka
Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: custom, decorative, flush mount,
foreground, full range, music system speakers,
omni-directional, outdoor

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Fullerton, CA 92631
(714) 526-0711 FAX: (714) 526-0715
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Sales Manager: Al Hernandez
California Sales & Marketing, San Juan Capis., CA
714-489-8559
J. R. Morgan, Phoenix, AZ 602-268-3464
Meyer Marketing, Deerfield Beach, FL 305-481-
9250
Jamm Distributing, Flossmoor, IL 708-799-0550
Henry Phillips, Roswell, GA 404-992-3070
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: decorative, flush mount, full range,
music system speakers, outdoor

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340 E. First St.
Dayton, OH 45402
(513) 222-0173 (800) 338-0531 FAX: (513) 222-4644
President: Jeffrey Stahl; Sales Manager: Linda
O'Brien; Purchasing Manager: Greg Herting;
Advertising Manager: Larry Potter
Chuck Olson Assoc., Renton, WA 206-271-5416
PRODUCTS: components, custom, flush mount,
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SOUNDSPHERE LOUDSPEAKER HITS HOME RUN IN CINCINNATI ...

If you didn't register for The NSCA Trade Show at the Hyatt Regency Cincinnati, you missed hearing a single Soundsphere #168 loudspeaker providing background music to four levels of the large atrium. This includes the lounge bar where music in the evening, emitting from the speaker, provides piano-bar type ambience.

Richard Carlson, the Hyatt general manager stated, "The Soundsphere speaker in the four-story atrium lobby of the Hyatt Regency Cincinnati has really enhanced the hotel's atmosphere. The system is clean and crisp in quality, and is a pleasant addition to our Sun-garden Lounge, our restaurant Findlay's and all the public areas into which it reaches."

The baseball theme of banners and the large Cincinnati Reds cap is continued in the permanent "Home run," a floating White #168 Soundsphere loudspeaker. Allen Volz of Industrial Communications and Sound, the contractor, mentioned that "it was a very easy and simple installation."

Many other hotel, mall and office building atriums have Soundsphere loudspeakers to solve the problem of even distribution of voice page and background music in these highly reverberant environments. In many instances they are color coordinated to the design scheme of the location.

There are 5 different models of Soundsphere loudspeakers to help you solve problems in difficult environments. Call us to assist with your next challenging situation.



SOUNDSPHERE A PRODUCT OF
SONIC SYSTEMS, INC.
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SLIM STYLE, SUPERB SOUND.

Model SH2020 is a two-way system featuring a 20cm woofer and a new high fidelity dome tweeter with wide dispersion characteristics. Model SH2510 is a super low reproducing woofer system with a new double voice coil design--space saving without any sonic compromise.

The combination is a stunning example of modern transducer technology from Fostex--one of the world's leading manufacturers of primary speaker components and systems.

The wide dispersion dome tweeter in the SH2020 gives you much more flexibility of placement than that offered by conventional wall-mount or ceiling-mount units. When used in tandem with Model SH2510 Sub-woofer, true fidelity is reproduced across the entire sonic spectrum.

In fact, the music reproduction is so good, these Fostex systems, unlike typical wall-mounts, can be installed in homes as the primary music system--so they're ideal for surround sound entertainment centers.

Fostex In-Wall speaker systems are also perfect for offices, restaurants, hotel lobbies and other commercial applications for background music sources. Their outstanding clarity makes them ideal as public address speakers for halls and meeting rooms. Their thin profile, designed for recessed mounting in walls and ceilings, plus a unique "cam action" mounting method requiring no external screws, make them the easiest to install in standard 2 x 4 stud construction.

Space is already provided for in-line transformers when multiple SH2020 units are used in larger systems. When two SH2020s are wired to the SH2510 you have a full response stereo system which rivals that of many high end (and often visually unappealing) speaker systems. You can take advantage of the human ear's low directional sensitivity to bass response and position the SH2510 with a great degree of freedom--it does not need to be contiguous to the SH2020s.

Call or write for more information on these remarkable speaker systems--you'll want to specify them for your very next job. We'll include data on our Model US 300--an omnidirectional underwater speaker system. It can be used for temporary or permanent sound reinforcement. It's safe, won't corrode, and most important of all, it sounds great.

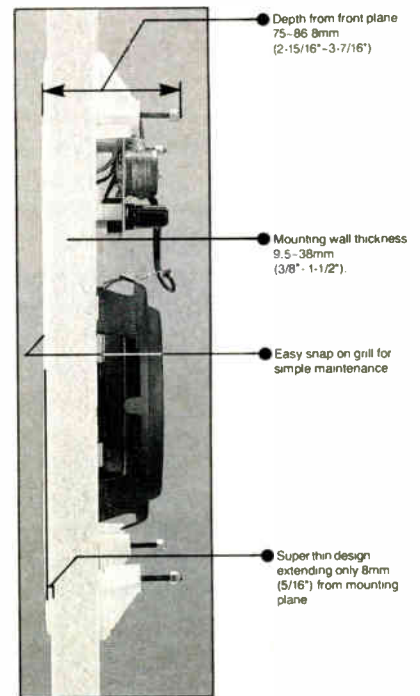


Photo: SH2020

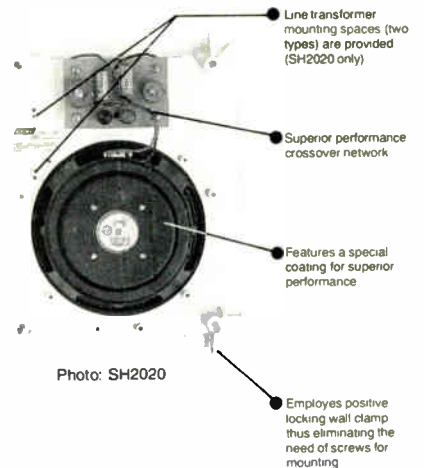
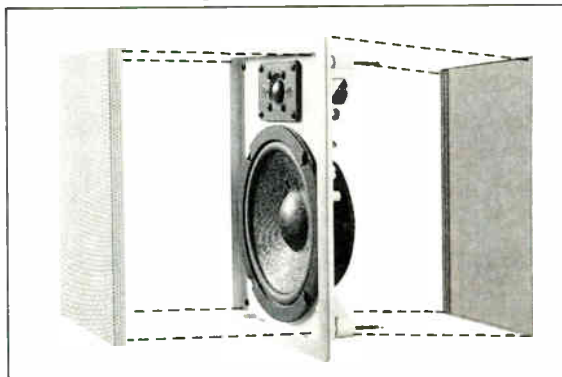
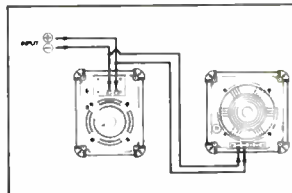


Photo: SH2020

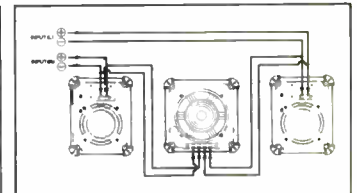
Method of mounting



Model SH2020 and SH2510



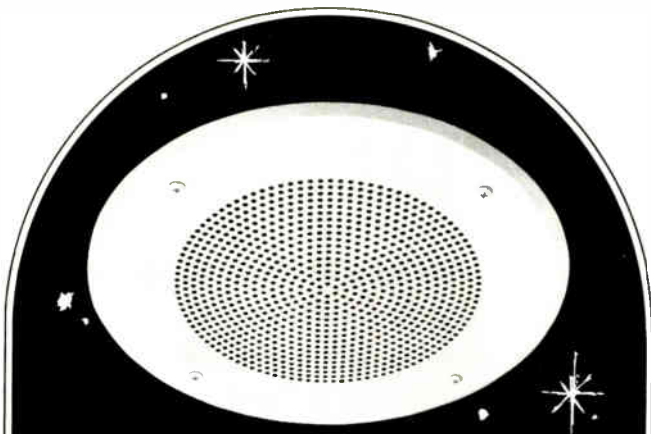
Model SH2020 x 2 and SH2510



Fostex®

FOSTEX CORPORATION OF AMERICA 15431 BLACKBURN AVE., NORWALK, CA 90650 TEL: 213-921-1112 FAX: 213-802-1964

Circle 202 on Reader Response Card
World Radio History



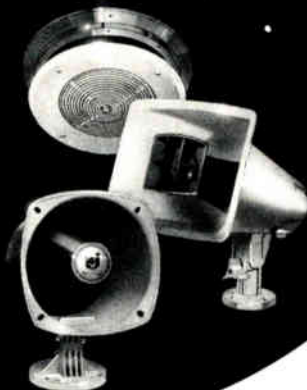
Have you seen the "STEALTH" Baffle?

Probably not! The new "Stealth" baffle from Fourjay is so inconspicuous you may never notice it. The 11" round, flush mount baffle has 25% less surface area than competitive units and the "Stealth's" low profile and specially textured, non-glare coating blend perfectly with ceiling materials.

The "Stealth's" design and construction meet U.L. 1480 ceiling baffle requirements. You can choose either phillips head speaker mounting screws or pre-set studs with push-on nuts which slash installation time. Also available with factory assembled speakers and transformers, the "Stealth" baffle is fully compatible with all Fourjay 8" mounting systems including the Plenum Connection.

So if you would like to see the baffle that escapes observation, just give us a call. We'll be glad to show you what you've been missing.

Since 1956 customer satisfaction has been our first priority. All Fourjay products are in stock for immediate shipment. If you're not getting price, quality and fast service, you're not using Fourjay.



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DAYTON, OH 45413-0617
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Paso Sound Products, Inc.

14 First Street, Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
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Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squegila
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmleri Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Mlisk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL 407-
831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Mlisk Co., Indianapolis, IN 317-842-3400
PRODUCTS: components, custom, decorative,
environment protected, flush mount,
foreground, full range, music system speakers

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898, Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: components, custom, flush mount,
full range, high power, omni-directional,
outdoor, processor-controlled

Quam Nichols Co.

234 E. Marquette Rd., Chicago, IL 60637
(312) 488-5800 FAX: (312) 488-6944
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Operations: Don E. Boyer; Sales Manager: Greg
L. Johns; Technical Director: Larry Salzwedel;
Customer Service: Randy S. Moore; Distributor
Sales: Vivian Merrills
Cartwright & Bean, Inc, Norcross, GA 404-368-0160
Hudson Marketing, Inc., Roslyn Heights, NY
516-625-0002
R.W. Kunz & Associates, Inc., Prairie Village, KS
913-648-3535
Browell-Schwartz Assoc., Gardena, CA 213-770-0300
Vector Manufacturers' Rep., Seattle, WA
206-368-8400
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: decorative, flush mount,
foreground, music system speakers, outdoor

Radian Audio Engineering

4520 Eisenhower Circle, Anaheim, CA 92807
(714) 693-9277 FAX: (714) 692-9278
President: Richard Kontrimas; Director of Sales
& Mktg.: Jeff Phillips; Order Desk: Mary Wells;
Engineering Manager: Robert Ash; Controller:
Judy Truett; Traffic: Carmen Rivera
Seabridge Audio Marketing, Huntington Bch., CA
714-374-0202
Pappas Consulting, Menlo Park, CA 415-324-4325
Creative Audio Marketing, Atlanta, GA
404-642-7827
Lowery Assoc., Broomall, PA 215-356-5300
Professional Sound & Light, Lakewood, CO
303-986-5999
Cambridge Marketing, Westerville, OH 614-363-9191
Neal Hunter & Assoc., Syracuse, OH 315-437-2992
SRT Marketing, Tampa, FL 813-884-4805
Don Ludwig Assoc., Lindenhurst, IL 708-265-0090
PRODUCTS: foreground, full range, high power,
music system speakers

REVERE INDUSTRIES

1101 Bienville St.
New Orleans, LA 70112
(504) 523-3503 (800) 843-8321 FAX: (504) 525-6361
Vice President Mktg./Sales: Richard Harris
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: components, custom, decorative, environment protected, flush mount, foreground, full range, high power, music system speakers, omni-directional, outdoor, processor-controlled

RING COMMUNICATIONS INC.

57 Trade Zone Drive
Ronkonkoma, NY 11779
(516) 585-7464 FAX: (516) 585-7410
President: Peter McLean; Vice President: Craig Krsanac; Vice President: Kjell (Ken) Solem
Monfort Electronic Marketing, Indianapolis, IN 317-872-8877
EESCO Systems, Inc., Los Angeles, CA 213-666-9601
Klumpp Sales Company, Jacksonville, FL 904-287-5205
The TK Group, Inc., Loveland, CO 303-669-1008
Avwest, Inc., Fountain Hills, AZ 602-946-1811
Gustafson Sales Company, Red Wing, MN 612-388-4277
Corrigan Agency, Covington, LA 504-893-7455
Pacnor Marketing, Lynnwood, WA 206-771-6016
Kaitec Communications, N. Vancouver, BC 604-987-1597

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San Clemente, CA 92672
(714) 492-7777 (800) 582-7777 FAX: (714) 361-2705
President: Scott Struthers; Vice President: Geoff Spencer; Sales Manager: Dave Donald; International Sales Manager: Mark Cichowski; Public Relations Director: Mitch Simon; Dir. Sis Trn. & Mkt. Research: Kevin Leja
Morris Tait and Assoc., Los Angeles, CA 213-877-4424
Bach Sales, New York, NY 212-727-0404
Tandem Marketing, Chicago, IL 708-605-1960
Dobbs Stanford, Dallas, TX 214-358-0800
Balaton Marketing, Washington DC, 202-471-1764
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: decorative, environment protected, flush mount, full range, high power, outdoor

SOUND DEVELOPMENT INDUSTRIES

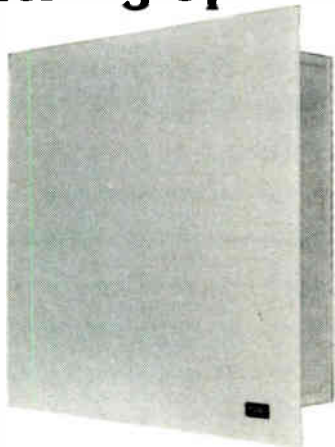
1342 S.E. 46th Lane, Cape Coral, FL 33904
(813) 549-6010
Owner: Uolevi L. Lahti; Marketing: Anita P. Zuefle; Field Service: U. Lahti, Jr.; Security: K. Lahti
AKU Lahti Industries, Whitmore Lake, MI 313-426-4292
JTL Industries, Pleasanton, CA 415-462-4230
SDI Industries, Pleasanton, CA 415-426-5537
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: foreground, full range, music system speakers, omni-directional

T-S-K ELECTRONICS, INC.

564 Young St.
Tonawanda, NY 14150
(716) 693-3916 FAX: (716) 692-6433
President: Kevin Kedzierski; Marketing Manager: Alan Gembola
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: custom, decorative, environment protected, flush mount, outdoor

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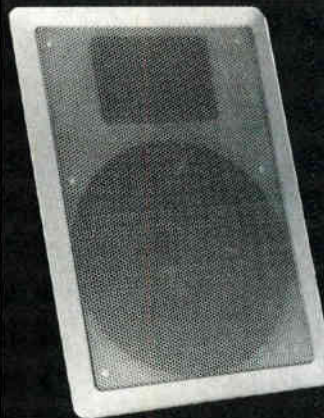
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P.O. Box 2047, S San Francisco, CA 94080
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President: Yoshiro Ishida; Director, Audio Products Div: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Mgr., Marketing Development: Jeff Pallin; Manager, Western Division: Bill Ford; Manager Engineering Services: Bob Sweet
Chuck McGregor- Product Consit, Morris Plains, NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH 513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, CA 404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ 602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: environment protected, foreground, full range, high power, music system speakers, outdoor, processor-controlled

Triad Speakers, LPC, Inc.

9106 NE Marx Dr.
Portland, OR 97220
(503) 256-2600 FAX: (503) 256-5966

UNIVERSITY SOUND INC.

13278 Rolston Avenue, Sylmar, CA 91342
(818) 362-9516 FAX: (818) 367-5292
President: Robert Sandell; Controller: Mary Coco; National Sales Manager: Greg McLagan; Design Engineer: Ken Koceski
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: components, flush mount, foreground, full range

Video Link

12950 Bradley Avenue, Sylmar, CA 91342
(818) 362-0353 (800) 843-5465 FAX: (818) 362-9506
President: Herb Seymour; V.P. Sales and Marketing: Bill Cawfield; Sales Manager: Larry W. Schatz; Asst. Sales Manager: Marguerita Kiser
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: flush mount

WHEELOCK, INC.

273 Branchport Avenue, Long Branch, NJ 07740
(908) 222-6880 (800) 631-2148 FAX: (908) 222-8707
President: Peter W. Tarlton; V.P. Finance and Admin.: Joseph P. Henry; Vice President Operations: Douglas E. Phillips; Vice President Sales/Mktg.: William L. Goldstein;
Telephone/Paging Mktg. Mgr.: Arthur Arlow;
Life Safety Mktg. Mgr.: Rein Haus
Joseph P. McCaffrey, Glen Ellyn, IL 708-790-2898
Edward P. Draney, Peachtree City, GA 404-631-3193
Peter Koehler, Los Angeles, CA 213-572-1347
Steve Goldberg, East Windsor, NJ 609-448-1457
Dave Jackowlak, Burbank, IL 708-599-4099
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: flush mount, outdoor



Accusonics Systems

2101 Jericho Turnpike
P.O. Box 5416
New Hyde Park, NY 11040
(516) 328-3300 FAX: (516) 326-8827
General Manager: Michael D'Agostino
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: components, environment protected, flush mount, outdoor

Alphone Corp.

1700 130th Ave. NE
Bellevue, WA 98005
(206) 455-0510 FAX: (206) 455-0071
President: Jun Matsumoto; Vice President, Marketing: Harry Quanz; Vice President, Sales: Jim Morrison; Residential Sales Manager: Stephen Birgh; Commercial Sales Manager: John Mosebar
Alphone East Coast Reg. Office, Rochelle Park, NJ 201-843-6115
Preclde, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: horns, outdoor, talkback

ATLAS/SOUNDOLIER

1859 Intertech Dr.
Fenton, MO 63026
(314) 349-3110 (800) 876-7337 FAX: (314) 349-1251
VP/Marketing & Sales: Charles Gushwa;
VP/Marketing Consultant: Herbert M. Jaffe;
National Sales Manager: Bud Waters; Eastern Sales Manager: Tony Satarlano; Western Sales Manager: Jeff Garstick; OEM Sales Manager: Larry Damato
Preclde, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: columns, components, custom, decorative, environment protected, explosion proof, flush mount, foreground, full range, high frequency drivers, high power, horns, outdoor, powered, siren/ voice warning, talkback

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575
Ramsey, NJ 07446
(201) 934-8500 FAX: (201) 934-9832
President: John H. Ochtera; Vice President, Sales & Mktg.: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
Sam Biasi, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, inc., Livonia, MI 313-458-7777
PRODUCTS: columns, components, environment protected, flush mount, foreground, full range, horns, outdoor, talkback

BOSE CORP.

The Mountain
Framingham, MA 01701-9168
(508) 879-7330 FAX: (508) 872-6640
National Sales Manager: Timothy Dorwart;
Eastern Reg. Sales Manager: Bruce Hurst;
Western Reg. Sales Manager: Tim Landwehr; Sr. Applications/Des. Spec.: Bruce Myers; Sr. Sales Representative: Reed Strutzenberg; Sales Representative: Phil Nelson
HC Garrison Co., Tualatin, OR 503-638-4906
Westech Marketing, Culver City, CA 213-870-9286
Silver Peak Marketing, Wheat Ridge, CO 303-467-9042
Rancillo Assoc., St. Louis, MO 314-845-0202
CR Marketing, Clarkston, MI 313-625-2420
J.B. Parent, Dublin, OH 614-764-0064
Secom Systems, Atlanta, GA 404-455-0672
Bencsk Assoc., Ocala, FL 904-732-9775
Sigmat Corp., Valley Forge, PA 215-783-6666
Joseph P. Mazzeo Assoc., Inc., Rochester, NY 716-458-7851
Peter E. Schmitt Co., Inc., Leonia, NJ 201-944-2806
PRODUCTS: environment protected, flush mount, foreground, full range, outdoor, portable, powered, siren/ voice warning

CLARITY

1111 Industry Avenue, S.E.
Roanoke, VA 24013
(703) 982-7003 (800) 962-6009 FAX: (703) 982-7032
President: John W. Mason; Sales Coordinator: Linda T. Bishop; Product Manager: John D. Spencer
Featherstone Sales, Los Gatos, CA 408-356-3243
Unrep Inc., Valrico, FL 813-681-3477
M.I.N.K. Associates, Overland Park, KS 913-341-2112
Gerald Horne Associates, Stow, MA 508-897-1741
Forti Associates, Kensington, MD 301-949-1706
Holland Marketing, Bloomington, MN 612-881-8425
Adams & Associates, Greensboro, NC 919-272-6838
Reptronics Inc., New Madison, OH 800-888-0530
Dick Belew Sales, Dallas, TX 214-644-7881
PRODUCTS: flush mount, horns, outdoor, talkback

Dukane Corp.

2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: columns, components, explosion proof, flush mount, full range

Eden Electronics, Inc.

310 1st St.
P.O. Box 338
Montrose, MN 55363
(612) 675-3650 FAX: (612) 675-3651
President: David Nordschow
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: foreground, horns

Elkay Industries

2925 North Market St.
St. Louis, MO 63106
(314) 535-1333 FAX: (314) 535-4118
CEO/ENG: Richard Hahn; President: Paul Grote;
Vice President, Sales: Martin Hahn; Engineering:
Jack Scilligo
Edwards Company, Inc., Livonia, MI 313-458-7777

ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110
Westlake Vlg., CA 91362
(818) 706-0228 FAX: (818) 889-5605
President: Pascal Delbuck; Marketing: Ron
Glatzhoffer; Plant Manager: Bill Ward
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: columns, environment protected,
flush mount, foreground

Fanon Courier

14811 Myford Road
Tustin, CA 92680
(714) 669-9890 (800) 345-1354 FAX: (714) 669-1081
President: Frank Blaha; Director Sales &
Marketing: Murray Trottnier; Director of
Engineering: Miguel Santana
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

GAI-Tronics Corp.

525 Lancaster Ave.
Reading, PA 19611
(215) 372-5151 (800) 492-1212 FAX: (215) 374-1474
President: G. Edward Smith; Vice President Sales
& Mktg.: Daniel T. Peters; Controller: Jeff Jones
GAI-Tronics Corp., St. Rose, LA 504-466-1666
GAI-Tronics Corp., Indianapolis, IN 317-872-1140
GAI-Tronics Corp., Houston, TX 713-641-0095
GAI-Tronics Corp., Reading, PA 215-372-5151

Gemco Electronics, Inc.

550 Airport Rd.
P.O. Box 993
Gallatin, TN 37066
(615) 452-5960 (800) 624-3626 FAX: (615) 451-0026
General Manager: Jerry A. Graves; Order Entry:
Linda McCullough; National Sales Manager:
James F. Woodard
Gemco Electronics Jim Woodward, Gilmer, TX
903-762-2367
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: columns, flush mount, horns,
outdoor, talkback

Harris Corp., Dracon Div.

809 Calle Plano
Camarillo, CA 93012
(805) 987-9511 (800) 437-2266 FAX: (805) 987-2547
Vice Pres. General Manager: John R. Mason; Vice
Pres. Sales/Marketing: Jack McGuigan; Controller:
Ron Burgess; Vice Pres. of Engineering: Ben
Pierce; Paging Product Manager: Tom Johnson;
Director Sales, Marketing: Tom Erdmann
Dave Forcey, Squaw Valley, CA 209-338-2124
Sam Blasl, Alexandria, VA 703-971-5095
Bill Boone, Libertyville, IL 708-816-1080
Bob Lincoln, IndianRocks Bch, FL 813-585-3055
Dave Whalen, Oxnard, CA 805-984-0197
Pete Newmark-West Regional Mgr., Mesa, AZ
602-981-0050
PRODUCTS: components, custom, decorative,
environment protected, explosion proof, flush
mount, foreground, full range, horns, outdoor,
portable, talkback

International Components Corp.

105 Maxess Road
Melville, NY 11747
(516) 293-1500 (800) 645-9154 FAX: (516) 293-4983
President: Mort Grossman; Executive Vice
President: Irwin Friedman; Vice President: Fred
Grossman; Eastern Regional Sales Mgr.: Ken
Reed; Vice President: Harvey Grossman
C.B. Electronic Marketing, Arvada, CO
303-422-0561
PRODUCTS: flush mount, full range, horns,
outdoor, portable, siren/ voice warning, talkback

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales:
Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: columns, components, decorative,
environment protected, explosion proof,
foreground, full range, horns, outdoor, portable,
talkback, underwater

JBL Professional

8500 Balboa Boulevard
P.O. Box 2200
Northridge, CA 91329
(818) 893-8411 FAX: (818) 893-3639
President: Ronald Means; Vice President, Sales:
Ken Lopez; Vice President, Marketing: Mark
Gander; Market Manager: Hector Martinez;
National Sales Manager: Neil Conley
Jim Chase, San Clemente, CA 714-492-6290
Bill Hamilton, Folsom, PA 215-543-4677
Bill Schuermann, Houston, TX 713-370-5553
Tom Walter, No. Barrington, IL 312-382-4925
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: components, decorative, flush
mount, foreground, full range, high frequency
drivers, high power, horns, outdoor, portable

KARIBU SOUND INDUSTRIES INC.

3500 Parkdale Avenue
Baltimore, MD 21211
(301) 383-2167 FAX: (301) 383-7573
President: Larry Kirchner
Taub Sales Inc., Silver Spring, MD 301-622-9100
Leslie's, Chicago, IL 708-697-6677
Kodo Associates Inc., Minneapolis, MN 612-881-
1255
Vector Corp., Seattle, WA 206-368-1255
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: columns, components, custom, flush
mount, foreground, full range, high frequency
drivers, high power, horns, portable

Lectrosonics, Inc.

P.O. Box 15900
Rio Rancho, NM 87174
(505) 892-4501 (800) 821-1121 FAX: (505) 892-6243
President: John Arasim; Vice President
Engineering: Larry Fisher; Vice President Mktg &
Sales: Bruce Jones
C.L. Pugh & Associates, Cleveland, OH 216-238-
1777
PRODUCTS: portable, powered

LEE DAN COMMUNICATIONS, INC.

155 Adams Avenue
Hauppauge, NY 11788-3699
(516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
President: Leon Goldberg; Vice President
Operations: Lawrence J. Goldberg; V.P. Finance &
Administration: David H. Goldberg; Senior
Technician: Sanford Hoffman; Office Manager:
Rita Kaplan; Sr. Sales/Service Associate: Susan
Leon
C.L. Pugh & Associates, Cleveland, OH
216-238-1777
PRODUCTS: columns, components, flush mount,
full range, horns, outdoor, talkback

MG Electronics

32 Ranick Road
Hauppauge, NY 11788
(516) 582-3400 FAX: (516) 582-3229
President: Elliott Maltz; National Sales Manager:
Stan Grey; Asst. Sls. Mgr., Comm. Sound: Herb
Woll; CEM Sales Manager: John Kibbitt; Credit
Manager: Rita McIberger; Customer Service:
Sue Novak
Loomis and Associates, Fremont, CA
415-683-0883
PRODUCTS: custom, decorative, flush mount,
foreground, full range, high frequency drivers,
high power, horns, outdoor, siren/ voice
warning

MISCO/Minneapolis Speaker Co., Inc.

3806 Grand Avenue
Minneapolis, MN 55409
(612) 825-1010 FAX: (612) 825-7010
President: Dan Digre; Sales Manager: Don
Ringham; Vice President: Cliff Digre;
Production Manager: Tad Thompson
Audio Marketing Assoc., Brecksville, OH 216-526-
2426
Austin Associates, Willingsboro, NJ 609-871-9290
Miller Associates, Stamford, CT 203-329-9174
Pacnor Marketing, Lynnwood, WA 206-771-6016
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: components, custom, environment
protected, flush mount, foreground, full range,
high frequency drivers, high power, horns,
outdoor, talkback

OWI INC.

1160 Mahalo Place
Compton, CA 90220
(213) 638-4732 (800) 638-1694 FAX: (213) 638-8347
President: Ned Morioka; Vice President: Hiro
Okayama; Director of Sales: Kristin Jo Morioka;
Credit Manager: June Morioka
Loomis and Associates, Fremont, CA 415-683-
0883
PRODUCTS: custom, decorative, flush mount,
foreground, full range, outdoor

PA Concepts

450 Taft Dr.
South Holland, IL 60473
(708) 339-8014
Camden Marketing, Pierre Fonds, QU 514-683-
3377

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squegila
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmer Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO 303-333-
7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milsk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL 407-
831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: columns, components, decorative,
environment protected, flush mount,
foreground, full range, high frequency drivers,
high power, horns, portable, talkback

REVERE INDUSTRIES

1101 Bienville St.
New Orleans, LA 70112
(504) 523-3503 (800) 843-8321 FAX: (504) 525-6361
Vice President Mktg./Sales: Richard Harris
Camden Marketing, Pierre Fonds, QU 514-683-
3377
PRODUCTS: columns, components, custom,
decorative, flush mount, foreground, full range,
high frequency drivers, high power, horns,
outdoor, siren/ voice warning, talkback

San Ming Sound Co.

17921 Lyons Circle
Huntington Bch, CA 92647
(714) 842-9969 FAX: (714) 842-9571
Vice President, Marketing: Chen Hsieh
Karp Communications, Tampa, FL 813-968-7098

SONANCE

961 Calle Negocio
San Clemente, CA 92672
(714) 492-7777 (800) 582-7777 FAX: (714) 361-2705
President: Scott Struthers; Vice President:
Geoff Spencer; Sales Manager: Dave Donald;
International Sales Manager: Mark Cichowski;
Public Relations Director: Mitch Simon; Dir. Sis
Trn. & Mkt. Research: Kevin Leja
Morris Tait and Assoc., Los Angeles, CA 213-877-
4424
Bach Sales, New York, NY 212-727-0404
Tandem Marketing, Chicago, IL 708-605-1960
Dobbs Stanford, Dallas, TX 214-358-0800
Balaton Marketing, Washington DC, 202-471-
1764
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: decorative, environment protected,
flush mount

**SOUND DEVELOPMENT
INDUSTRIES**

1342 S.E. 46th Lane
Cape Coral, FL 33904
(813) 549-6010
Owner: Uolevi L. Lahti; Marketing: Anita P.
Zuefle; Field Service: U. Lahti, Jr.; Security: K.
Lahti
AKU Lahti Industries, Whitmore Lake, MI 313-426-
4292
JTL Industries, Pleasanton, CA 415-462-4230
SDI Industries, Pleasanton, CA 415-426-5537
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: custom, flush mount

TALK-A-PHONE CO.

5013 N. Kedzie Ave.
Chicago, IL 60625
(312) 539-1100 FAX: (312) 539-1241
Vice President: Samuel Shanes; Sales Manager:
Dan F. Kagan; President: Z. Liberman
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: environment protected, flush
mount, horns, outdoor, talkback

Technical Audio Devices (TAD)

2265 East 220th Street
Long Beach, CA 90810
(213) 816-0415 FAX: (213) 816-0472
Product Manager: Leon Slevers; Administrative
Assistant: Aaron Ray
Audio Biz, Mundellen, IL 708-949-0280

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300
P.O. Box 2047
S San Francisco, CA 94080
(415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
President: Yoshiro Ishida; Director, Audio
Products Div: Richard Krochmal; Director,
Comm. Systems Div.: Al Burns; Mgr., Marketing
Development: Jeff Pallin; Manager, Western
Division: Bill Ford; Manager Engineering
Services: Bob Sweet
Chuck McGregor- Product Consit, Morris Plains,
NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH
513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA
404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO
816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX
713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ
602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-
702-0068
PRODUCTS: foreground, full range, high
frequency drivers, high power, horns, outdoor

UNIVERSITY SOUND INC.

13278 Rolston Avenue
Sylmar, CA 91342
(818) 362-9516 FAX: (818) 367-5292
President: Robert Sandell; Controller: Mary
Coco; National Sales Manager: Greg McLagan;
Design Engineer: Ken Koceski
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: columns, decorative, environment
protected, explosion proof, flush mount,
foreground, full range, horns, outdoor, siren/
voice warning, talkback, underwater

Valcom Inc.

1111 Industry Avenue
Roanoke, VA 24013
(703) 982-3900 FAX: (703) 982-7032
President: John W. Mason; V.P. Marketing and
Sales: Donald D. Buck
Cambridge Marketing, Westerville, OH
614-363-9191

WHELOCK, INC.

273 Branchport Avenue
Long Branch, NJ 07740
(908) 222-6880 (800) 631-2148 FAX: (908) 222-8707
President: Peter W. Tarlton; V.P. Finance and
Admin.: Joseph P. Henry; Vice President
Operations: Douglas E. Phillips; Vice President
Sales/Mktg.: William L. Goldstein;
Telephone/Paging Mktg. Mgr.: Arthur Ariow;
Life Safety Mktg. Mgr.: Rein Haus
Joseph P. McCaffrey, Glen Eilyn, IL 708-790-2898
Edward P. Draney, Peachtree City, GA
404-631-3193
Peter Koehler, Los Angeles, CA 213-572-1347
Steve Goldberg, East Windsor, NJ 609-448-1457
Dave Jackowiak, Burbank, IL 708-599-4099
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: flush mount, horns, outdoor,
powered, siren/ voice warning, talkback

Whelen Engineering Company

Route 145, Winthrop Road
Chester, CT 06412
(203) 526-9504 FAX: (203) 526-4078
President: John F. Olson; Vice
President, Systems Group: Charles Phelps; Dir. of
Mktg., Systems Group: David A. Hale; Dir. of
Technical Services: Tilton L. Block
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: siren/ voice warning

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You've waited 20 years for a paging projector with all these benefits.

The innovative PA430, a 30-watt paging projector, gives you easier, more economical installation than any other paging speaker...*plus* better sound and more controlled area coverage. And it fits a wider variety of applications.

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Stop feedback with the *new* FE-2!

MacKenzie's new Digital Feedback Eliminator, Model FE-2, is a completely redesigned version of our highly successful FE-1. The FE-2 is a solid-state, digital record/play unit designed to be installed between power amplifiers and the paging system. When a paging station is actuated, the message is digitized and stored in memory. When the page ends, the digitized message is released to play over the system's speakers. Since the open microphone is eliminated, amplifiers may be turned up to any desired level - *with no feedback at all!*

The FE-2 has many new features, including compact size - only 7" wide, 8" high and 2" deep - and a newly designed body configured for wall mounting in a telephone equipment room. The unit's voice quality is entirely natural, just like a tape recording. And the FE-2 interfaces with all popular page-control modules. The following standard features are available via dip-switch settings:

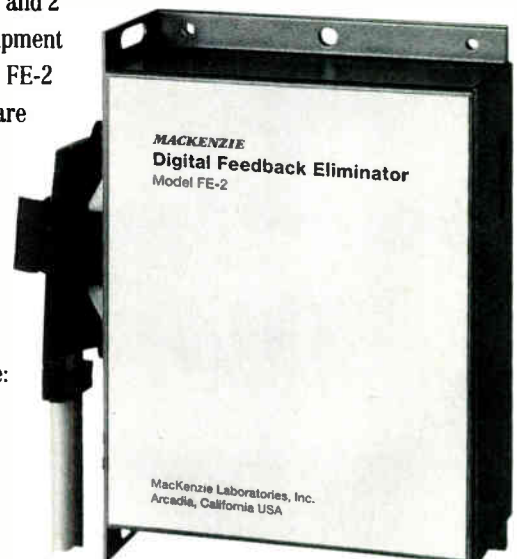
- Message time of 60 seconds at 3.4 KHz or 30 seconds at 6.8 KHz.
- Automatic insertion of a pre-page alert tone during recording and playback.
- Repeat page once or twice with automatic insertion of a pause between pages.
- DTMF restriction that aborts pages if unauthorized DTMF tones are received.
- Supervisory contacts to indicate recording, playing, busy, etc.

For more information about the new FE-2, call MacKenzie Laboratories toll-free:

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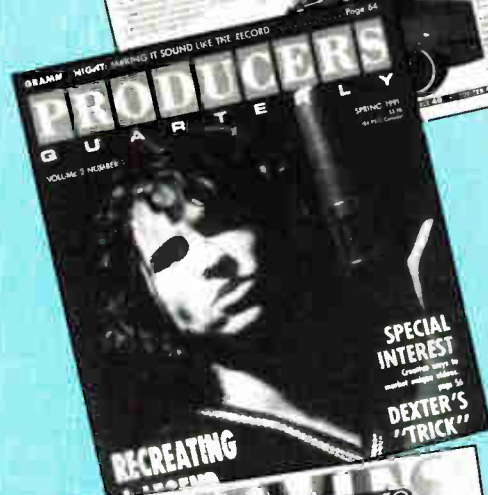
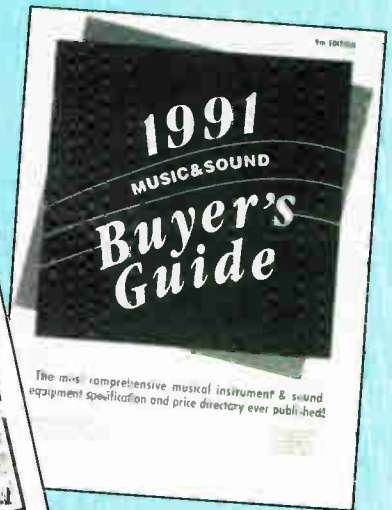
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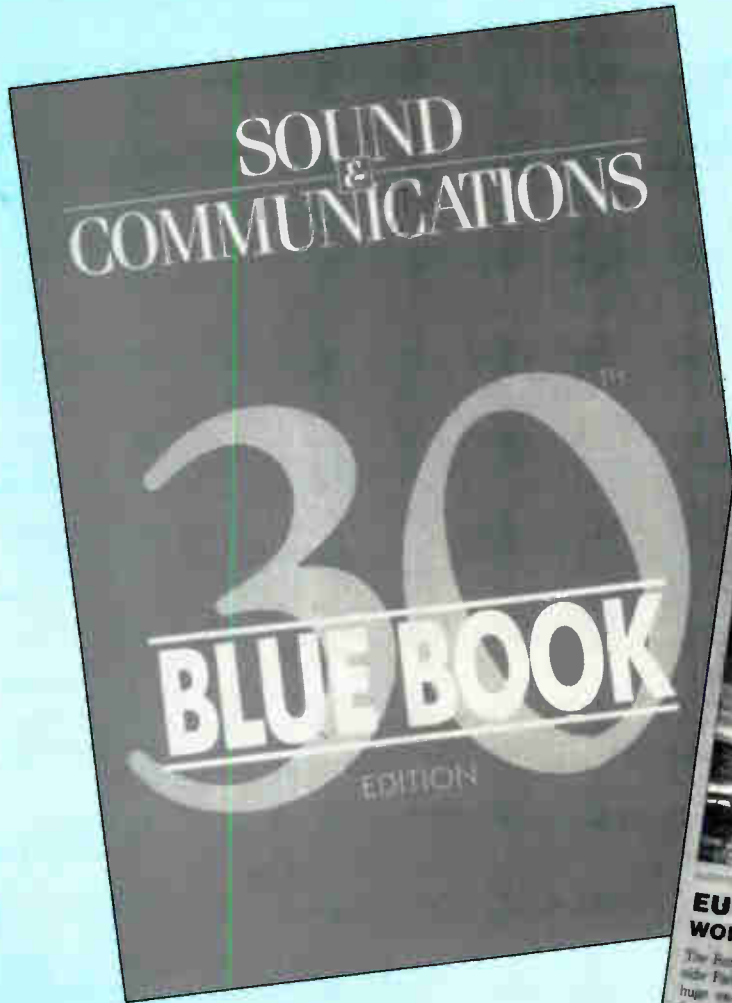
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Marilyn Beckerson; Operations Manager:
Anthony Squeglia
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmler Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO 303-333-
7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milsk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL 407-
831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: body packs, hand-held

PEAVEY ELECTRONICS CORP.

111 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: batteries, body packs, hand-held,
lavaller, multi-channel, noise reduction,
receivers, single channel, true diversity, UHF, VHF


Phonic Ear Inc.

1880 Cypress Drive, Petaluma, CA 95954-7600
(707) 769-1110 (800) 227-0735 FAX: (707) 769-9624
President & CEO: James C. Mulford; V.P., Sales &
Marketing: Richard G. Pimentel; Director of
Business Dev.: Richard L. Steighner; V.P.,
Technical Operations: Gene Strohallen; Project
Engineer: Lee Henderson
Phonic Ear Eastern Region, Columbia, MD
(301) 725-8883
Phonic Ear Ltd., Mississauga, ON 416-677-3231
Dimension/ Point IX, Lewisville, TX 214-436-3706

Plainview Batteries, Inc.

23 Newtown Rd.
Plainview, NY 11803
(516) 249-2873 FAX: (516) 249-2876
Dimension/ Point IX, Lewisville, TX 214-436-3706

Samson Technologies Corp.

262 Duffy Ave, Hicksville, NY 11801
(516) 932-3810 FAX: (516) 932-3815
Vice Pres. Sales & Marketing: Scott Goodman;
Vice President - Engineering: Doug Bryant;
Export Sales: Kevin Moran; Domestic Sales:
David Olivier
Image Marketing, Fountain Valley, CA
714-957-0630
Jamm Distributing, Flossmoor, IL 708-799-0550
Reflex Marketing, Hempstead, NY 516-565-2323
JMS Marketing, Austin, TX 512-266-1113
Worldwide Electronics, Davie, FL 305-584-7024
Karp Communications, Tampa, FL 813-968-7098

Schell Electronics, Inc.

120 N. Lincoln, Chanute, KS 66720
(316) 431-2350 FAX: (316) 431-2365
President: Jerry Schell; Secretary/Treasurer
(Sales): Janice Schell
Cambridge Marketing, Westerville, OH 614-363-
9191
PRODUCTS: batteries, body packs, hand-held,
lavaller, receivers, single channel

Sennheiser Electronic Corp.

6 Vista Drive
P.O. Box 987, Old Lyme, CT 06371
(203) 434-9190 FAX: (203) 434-1759
President: Andrew Brakhan; Pro Products
Manager: Albert C. Zang Jr.
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: body packs, hand-held, lavaller,
multi-channel, receivers, single channel, true
diversity, UHF, VHF

SHURE BROTHERS, INC.

222 Hartrey Avenue
Evanston, IL 60202-3696
(708) 866-2200 (800) 257-4873 FAX: (708) 866-2279
President: James H. Kogen; Vice Pres. Finance &
Sales: Robert Gilbert; Vice President, Sales:
Lottie Morgan; Director, Technical Markets: John
Phelan; Director Microphone Products: Sandy
Schroeder; Dir., Mktg. Communications: Nancy
Calvert
Audio Biz, Mundelein, IL 708-949-0280
PCM Marketing, Walnut Creek, CA 415-935-0900
Peter E. Schmitt Company, Inc., Leonia, NJ 201-
944-2806
Millar Electronics, Inc., Atlanta, GA 404-634-3350
Pro Tech Marketing, Midvale, UT 801-561-8844
Karp Communications, Tampa, FL 813-968-7098

**Sony Corp./Business & Pro. Aud.
Grp**

3 Paragon Drive
Montvale, NJ 07645-1735
(201) 930-1000
President, Sales & Marketing: Mark Gray; Senior
VP Sales: C.F. Taylor; V.P. Product Marketing:
Anthony Gargano; Marketing Manager, Pro
Audio: Courtney Spencer; Sales Manager, Pro
Audio: Gary Rose; V.P. Audio Products: Ron
Remschel
Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: lavaller, UHF, VHF

Systems Wireless, Ltd.

465 Herndon Parkway
Herndon, VA 22070
(703) 471-7887 (800) 542-3332 FAX: (703) 437-1107
President: Theodore Bennett; Vice President:
William Slen; Sales Engineer - Wireless: John
Kowalski; Sales Engineer - Intercom: Pat Hamp;
Rental Manager: Tom Conner; Service Manager:
Jim Cohlil
Sound Sales, Inc., Columbia, MD 301-964-1170

TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South
Minneapolis, MN 55420
(612) 884-4051 FAX: (612) 884-0043
President: Jeffrey Wetherell; Vice President
Marketing: John Schofield; Vice President Sales:
Dan Dantzler; Director of Marketing: Don
Mereen; Manager/Advertising & Mktg: Ron
Taylor
WestTech Marketing, Culver City, CA 213-870-9286
Bencsik Associates, Ocala, FL 904-732-9775
Burcaw Company & Associates, Warren, MI 313-
573-4605
SAGA, Oswego, NY 315-343-5739
Monfort Electronic Marketing, Indianapolis, IN
317-872-8877
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525
Northland Associates, Moorhead, MN 218-233-
4616
Rancillo Associates, Inc., St. Louis, MO 314-845-
0202
J.Y. Schoonmaker Company, Dallas, TX 214-349-
1650
Sigmet Corporation, Valley Forge, PA 215-783-
6666
Weller Electronic Sales, Worthington, OH 614-
885-7819
Ziskind Associates, Rolling Meadows, IL 312-577-
1624
White Radio Ltd., Burlington, ON 416-632-6894
Silver Peak Marketing, Denver, CO 303-467-9042
PacNor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: body packs, hand-held, true diversity

The Music People, Inc.

2074 Park St., Hartford, CT 06106
(203) 236-7134 (800) 289-8889 FAX: (203) 233-6888
President: James R. Hennessey; Controller:
John Cutowski; Import/Export Manager: Kelly
Heintz; Purchasing Manager: Paul Thaxton
West Coast Warehouse Facility, Los Angeles, CA
PRODUCTS: batteries, body packs, hand-held,
lavaller, multi-channel, noise reduction,
receivers, single channel, true diversity, UHF, VHF

The Sandell Company

24808 Aden Av, Newhall, CA 91321
(805) 259-0108 FAX: (805) 259-0108
President: Robert W. Sandell; Executive Vice
President: Cynthia P. Sandell; Vice President,
Operations: Lillian R. Cory
Camden Marketing, Pierre Fonds, QU
514-683-3377
PRODUCTS: windscreens

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300
P.O. Box 2047
San Francisco, CA 94080
(415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
President: Yoshiro Ishida; Director, Audio
Products Div: Richard Krochmal; Director,
Comm. Systems Div.: Al Burns; Mgr., Marketing
Development: Jeff Pailin; Manager, Western
Division: Bill Ford; Manager Engineering
Services: Bob Sweet
Chuck McGregor - Product Consit, Morris Plains,
NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH
513-324-1993
Bob Hager - Eastern Regional Mgr, Rosewell, GA
404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO
816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-
460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ
602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-
702-0068
PRODUCTS: body packs, hand-held, lavaller,
multi-channel, noise reduction, receivers, single
channel, true diversity, VHF

Vega

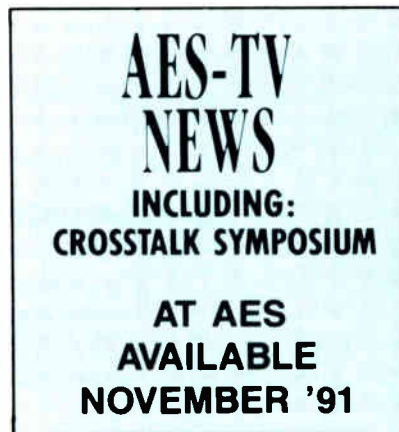
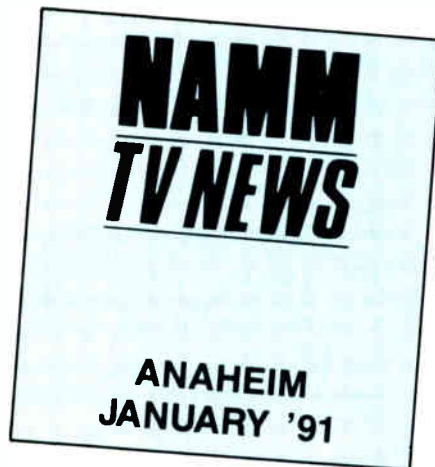
9900 Baldwin Place
El Monte, CA 91734
(818) 442-0782 (800) 877-1771 FAX: (818) 444-1342
President: Gary Stanfill; Wireless Mkt'g
Specialist: James Stoffo
Metropolis Audio Marketing Inc, Edison, NJ 201-
225-0085
R.J. Marketing Limited, Rockville, MD 301-251-
0330
Ouzunoff and Associates, Yorktown Hts., NY 914-
245-6452
Ron Tunks Sales Inc., Tamarac, FL 305-722-2803
Wilson Audio Sales, Nashville, TN 615-646-4477
Cambridge Marketing, Westerville, OH 614-363-
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President: James M. Broz; Vice President of Marketing: Paul Ingebrigtsen; National Sales Manager: Todd Bergum; Customer Service Manager: Barb Gudnecht; Vice President, Engineering: Jay Kershaw
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: batteries, body packs, lavaller, multi-channel, receivers, VHF

WISSCO

1599 Superior Avenue, A-1
Costa Mesa, CA 92627
(714) 645-1281 (800) 854-6280 FAX: (714) 642-4292
President: Jeanne Wanlass
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: batteries, body packs, hand-held, lavaller, multi-channel, noise reduction, receivers, single channel, true diversity, UHF

**Ac-cetera Inc.**

3120 Banksville Road, Pittsburgh, PA 15216
(412) 344-1520 (800) 537-3491 FAX: (412) 344-0818
President: Susan Stamm
Nova Marketing, San Francisco, CA 415-952-0943

AKG Acoustics, Inc.

1525 Alvarado Street, San Leandro, CA 94577
(510) 351-3500 FAX: (510) 351-0500
President (USA): S. Richard Ravlich; Marketing Manager: David Roudebush; Vice President Operations: Derek Pilkington; Director of National Sales: David Angress; Sales Manager (C&S America): Jesse Maxenchs
Jeff Radke, Midwest Reg. Mgr., Appleton, WI
414-749-0044
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: boundary, communications, condenser, contact pickups, dynamic, electret condenser, goosenecks, hand-held, headset boom, miniature, podium, shotgun, specialty, stands, stereo

Altec Lansing Corp.

10500 W. Reno, Oklahoma City, OK 73128
(405) 324-5311 FAX: (405) 324-8981
President: Dave Merrey; Vice President, Sis. & Mktg: Chuck Lange; National Sales Manager: Jerry Spriggs; Manager Export Marketing: John Sexton; Technical Services Manager: Gary Jones; Customer Services Manager: Jim Brown
Dave Read, McKinney, TX 214-542-6328
Jim Faber, Shreveport, LA 318-631-1766
Paul Froula, Lombard, IL 708-268-1831
Alan Feckanin, Port St. Lucie, FL 407-879-1078
George Solti, Philadelphia, PA 215-637-3429
Larry Schlrmer, Pontiac, MI 313-340-9588
Stu Moffit, Renton, WA 206-277-8851
PRODUCTS: condenser, dynamic, electret condenser, goosenecks, miniature, podium, push-to-talk

AMS Industries, Inc.

7 Parklawn Dr., Bethel, CT 06801
(203) 792-4997 FAX: (203) 730-8549
President: John Gluck; Nat. Sales Mgr., Stand. Prod: Adrian Weldmann
Gus Skinas, Hollywood, CA 213-957-2265
Michael Mueller-Sen. Sis. Eng., New York, NY
212-956-2907
Douglas Ordon-Sen. Sis. Eng., Chicago, IL
312-645-9888
Tom Semmes-S.E. Reg. Sis. Mgr., Nashville, TN
615-329-9584
Soundings Inc., Seattle, WA 206-624-1317
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: specialty, stereo

Audio Engineering Associates

1029 N. Allen Ave., Pasadena, CA 91104
(818) 798-9127 FAX: (818) 798-2378
President: Wes Dooley; Sales: Steve Trunnell;
Operations Manager: Jawxllion Loeb
Vector Corp., Seattle, WA 206-368-8400

AUDIO-TECHNICA U.S., INC.

1221 Commerce Drive, Stow, OH 44224
(216) 686-2600 FAX: (216) 688-0719
Vice President, Marketing: Ken Relchel; National Marketing Manager: Earl "Buzz" Goodwin;
National Sales Manager: Garry Elliott; Inside Sales: Tony O'Keefe; Sales Coordinator: Kim Wallace
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: boundary, condenser, dynamic, electret condenser, goosenecks, hand-held, headset boom, miniature, podium, shotgun, stereo

Audix Corp.

19439 SW 90th Court, Tualatin, OR 97062
(503) 692-4426 (800) 394-7007 FAX: (415) 463-2149
Operations Manager: Fred Bigen; Vice President, Sales: Cliff Castle; Customer Support: LuCinda LeDonne
Triad Marketing, Wayne, NJ 201-696-8625
Elliot Goldman Sales, Framingham, MA
508-877-1537
Robert Louis Associates, Pittsburgh, PA
412-487-7001
TC Marketing, Los Angeles, CA 818-776-8120

beyerdynamic)))

5-05 Burns Ave., Hicksville, NY 11801
(516) 935-8000 FAX: (516) 935-8018
Vice President/ General Mgr.: Paul Murphy;
Marketing Manager: Michael Solomon; Service Manager: Jim Hassel
Henderson Company, Concord, MA 508-287-0020
Applied Audio Marketing, Asheville, NC 704-252-9313
New Horizons, Bannockburn, IL 708-234-6500
Marcon, Irving, TX 214-869-0669
Derek Allen Associates, Burbank, CA 818-840-8327
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: boundary, communications, condenser, contact pickups, dynamic, electret condenser, goosenecks, hand-held, headset boom, instrumentation, miniature, podium, push-to-talk, ribbon, shotgun, specialty, stands, stereo

Black Audio Devices

P.O. Box 106
Ventura, CA 93002
(805) 653-5557
President: Bruce Black
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: stands

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575, Ramsey, NJ 07446
(201) 934-8500 FAX: (201) 934-9832
President: John H. Ochtera; Vice President, Sales & Mktg: David A. Chambers
Scott Whipple, Columbus, OH 614-272-1689
Sam Blasl, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosenick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: dynamic, electret condenser, goosenecks, hand-held, push-to-talk, stands

C-T Audio

3050 SW 14th Place #3, Boynton Beach, FL 33426
(407) 738-0622 FAX: (407) 738-0319
President: Jack Waligora
Edwards Company, Inc., Livonia, MI 313-458-7777

CLARITY

1111 Industry Avenue, S.E., Roanoke, VA 24013
(703) 982-7003 (800) 962-6009 FAX: (703) 982-7032
President: John W. Mason; Sales Coordinator: Linda T. Bishop; Product Manager: John D. Spencer
Featherstone Sales, Los Gatos, CA 408-356-3243
Unirep Inc., Vairco, FL 813-681-3477
M.I.N.K. Associates, Overland Park, KS 913-341-2112
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Adams & Associates, Greensboro, NC 919-272-6838
Reptronics Inc., New Madison, OH 800-888-0530
Dick Belew Sales, Dallas, TX 214-644-7881
PRODUCTS: electret condenser, goosenecks, hand-held, push-to-talk, stands

Countryman Associates, Inc.

417 Stanford Ave., Redwood City, CA 94063
(415) 364-9988 (800) 669-1422 FAX: (415) 364-2794
President: Carl Countryman
Leslie's, Elgin, IL 708-697-6677
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: condenser, electret condenser, headset boom, goosenecks, instrumentation, miniature, podium, specialty

**Crown**

P.O. Box 1000
Elkhart, IN 46515
(219) 294-8000 (800) 535-6289 FAX: (219) 294-8329
President: Clyde Moore; Sales Manager: Jim Beattie; Marketing/Advertising: Gerry Barclay;
Division Head: Gill Nichols
Dobbs-Stanford, Dallas, TX 214-358-0800
Seabridge Audio, Huntington Bch., CA 714-848-3697
Sigmet, Freehold, NJ 908-462-1221
PCM Marketing, San Francisco, CA 415-935-0900
Bencsik Assoc., Ocala, FL 904-732-9775
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: boundary, miniature, podium

CTI Audio, Inc.

Harbor & Jackson Streets
P.O. Box 120
Conneaut, OH 44030
(216) 593-1111 (800) 421-3161 FAX: (216) 593-5395
Commercial Product Manager: Tess Cunningham; CAD Sales Manager: Mike Ketchell; Communications Product Mgr.: Roxanne Meola; Director of Sales & Mkt'g: Bruce Forbes
Dick Bellew Sales, Dallas, TX 214-644-7881
C.P. Pores, Manhasset, NY 516-365-7810
Henry W. Phillips Co., Rosewell, CA 800-877-3070
Chuck Olson & Assoc., Renton, WA 206-271-5416
M.I.P.A., Lyons, CO 303-823-5101
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: communications, condenser, dynamic, electret condenser, goosenecks, hand-held, miniature, podium, push-to-talk, stands

Dukane Corp.

2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.; Pres./Comm. Systems Division: Steven L. Deppe; National Sales Director: Warren T. Anderson; Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: communications, dynamic, stands

Electro-Voice Inc.

600 Cecil Street
Buchanan, MI 49107
(616) 695-6831 (800) 827-6701 FAX: (616) 695-1304
President: Paul McGuire; Director of Marketing: Jim Long; Director of Sales: Garry Tempilin; Sales & Distribution Mgr.: Janine Masten; Director of Service/Rapair: Frank Spain; Public Relations Director: Keith Clark
Metropolis Audio Marketing Inc, New York, NY 908-225-0085
R.J. Marketing Ltd., Rockville, MD 301-251-0330
Ouzunoff & Associates, Yorktown Hts., NY 914-248-7888
Ron Tunks Sales Inc., Tamarac, FL 305-722-2803
Wilson Audio Sales, Nashville, TN 615-646-4477
Audio Resources, Westmont, IL 708-655-1180
B.C. Electronic Sales Inc., Shawnee, KS 913-962-1990
Jones Audio Sales, Plano, TX 214-618-2600
Excellence Marketing, Eden Prairie, MN 612-949-9011
C.L. Pugh and Associates Inc., Cleveland, OH 216-238-1777
Riley and Petchell Sales Inc., Detroit, MI 313-937-3000
Loppnow and Associates, Issaquah, WA 206-392-3936
Radon and Associates Inc., Sacramento, CA 916-923-2524
The Torbett/ Keiser Group Inc., Loveland, CO 303-669-1008
Western Audio, Burbank, CA 818-954-9300
Electro-Voice West, Visalia, CA 209-651-7777
PRODUCTS: communications, condenser, dynamic, electret condenser, goosenecks, hand-held, podium, push-to-talk, shotgun, specialty, stands

FOSTEX CORPORATION OF AMERICA

15431 Blackburn Ave.
Norwalk, CA 90650
(213) 921-1112 (800) 7-FOSTEX
FAX: (213) 802-1964
V.P. Marketing/ General Mgr.: Robert Veri; V.P. Sales: Mark Cohen
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: ribbon, stereo

International Components Corp.

105 Maxess Road, Melville, NY 11747
(516) 293-1500 (800) 645-9154 FAX: (516) 293-4983
President: Mort Grossman; Executive Vice President: Irwin Friedman; Vice President: Fred Grossman; Eastern Regional Sales Mgr.: Ken Reed; Vice President: Harvey Grossman
C.B. Electronic Marketing, Arvada, CO 303-422-0561
PRODUCTS: electret condenser, hand-held

International Logistics Systems Inc

295 Cortlandt Street
P.O. Box 25
Belleville, NJ 07109
(201) 759-0007 FAX: (201) 759-8989
President: Carmine O. Pellosie; Vice President: Dar Hyatt
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: condenser, contact pickups, electret condenser, hand-held, shotgun

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales: Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: communications, condenser, dynamic, electret condenser, goosenecks, hand-held, headset boom, miniature, podium, push-to-talk, stands

Knowles Electronics

3100 N. Mannheim Rd.
Franklin Park, IL 60131
(708) 455-3600

Larson Davis Laboratories

1681 W 820 N
Provo, UT 84601
(801) 375-0177 FAX: (801) 375-0182
Director Of Marketing: John Carey
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: condenser

Lectrosonics, Inc.

P.O. Box 15900
Rio Rancho, NM 87174
(505) 892-4501 (800) 821-1121 FAX: (505) 892-6243
President: John Arasim; Vice President Engineering: Larry Fisher; Vice President Mktg & Sales: Bruce Jones
C.L. Pugh & Associates, Cleveland, OH 216-238-1777
PRODUCTS: electret condenser, headset boom

Milab

200 Sea Lane
Farmingdale, NY 11735
(516) 249-3660 FAX: (516) 420-1863
President: Jack Kelly; Sales Manager: Sam Spennacchio
Loomis and Associates, Fremont, CA 415-683-0883
PRODUCTS: boundary, condenser, dynamic

Miliphonics

155 Logan Mill Rd
Boulder, CO 80302
(303) 444-3167
Owner: Don Witte
Camden Marketing, Pierre Fonds, QU 514-683-3377

Neumann (USA)

6 Vista Drive, Old Lyme, CT 06371
(203) 434-5220 FAX: (203) 434-3148
President: Andrew Brakhan; Sales Manager: Jeff Alexander; Service Manager: Uwe Sattler
Jurgen Wahl, Van Nuys, CA 818-780-1229
Precide, Morbio Inferiore, Switzerland, 914-31734
PRODUCTS: boundary, condenser, hand-held, miniature, shotgun, stands, stereo

Panasonic Professional Audio Sys.


6550 Katella Avenue
Cypress, CA 90630
(714) 373-7278 FAX: (714) 373-7242
Nat. Sales & Marketing Mgr.: Steve Woolley; Marketing Manager: Chris Foreman; Western Regional Sales Mgr.: James Murray; Midwest Regional Sales Mgr.: Greg Braithwaite; Eastern Regional Sales Mgr.: Carla Campbell; Telemarketing Sales Mgr.: Lynn Thompson
James Murray, Cypress, CA 714-373-7389
Greg Braithwaite, Arlington, IL 708-981-7329
Carla Campbell, Norristown, PA 215-630-1651
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: condenser, miniature

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmleri Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819
Llenau Associates, Columbia, MD 301-621-4113
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A noiseless gooseneck improves the positioning capabilities of the LM-300.

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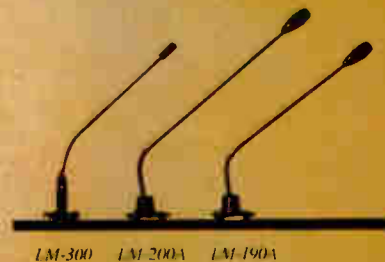
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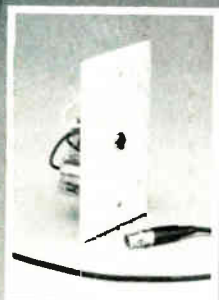
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Ralph Lockhart; Vice President Finance: Jerry
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& Mktg: David A. Chambers
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Sam Blasi, Ramsey, NJ 201-934-8500
Walter Spencer, Ramsey, NJ 201-934-8500
Fred Yosnick, Woodland, CA 916-668-6311
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: modular, paging, rack-mount

Broadcast Audio

11306 Sunco Dr.
Rancho Cordova, CA 95670
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Broadcast Electronics

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(217) 224-9600 FAX: (217) 224-9607

Broadcast Equipment Sales

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Raymond, MS 39154
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President: Jeffery Corkren; Vice President: Bob
Bule; Director of Engineering: Tim Waltman;
Credit Manager: David T. Herring; Building
Maintenance: Flade Kinade
C.L. Pugh & Associates, Cleveland, OH 216-238-
1777

CADD Creative Audio Design & Dev.

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Arlington, TX 76012
(817) 548-1677 FAX: (817) 277-6066

Dan Dugan Sound Design

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Doug Warren, Newport News, VA 804-930-3217
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Farmlandale, NY 11735
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Fichera
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PRODUCTS: automatic, compressor/leveler,
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St. Charles, IL 60174
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Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: compressor/leveler, paging, rack-
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570 W. 18 Street
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Hialeah, FL 33010
(305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
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A. Muniz; National Sales Manager: Walter
McNulty; Sales: Orlando Pineda; Sales: Jose
Hurcades; Customer Service: John Tembras
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: custom, production, rack-mount,
recording

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Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: automatic, broadcast, gated, paging,
rack-mount

Electro-Voice Inc.

600 Cecil Street
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President: Paul McGulre; Director of Marketing:
Jim Long; Director of Sales: Garry Tempilin; Sales
& Distribution Mgr.: Janine Masten; Director of
Service/Rapair: Frank Spain; Public Relations
Director: Keith Clark
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R.J. Marketing Ltd., Rockville, MD 301-251-0330

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248-7888

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1990

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238-1777

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3000

Loppnow and Associates, Issaquah, WA 206-392-
3936

Radon and Associates Inc., Sacramento, CA 916-
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The Torbett/ Keiser Group Inc., Loveland, CO 303-
669-1008

Western Audio, Burbank, CA 818-954-9300
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PRODUCTS: automatic, ENG, portable, powered,
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Sales: Mark Cohen
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: rack-mount, recording

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PRODUCTS: automatic, digital, microprocessor,
rack-mount, VCA

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Bencsik Associates, Ocala, FL 904-732-9775
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Marketing Concepts, Irving, TX 214-869-0669
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Plus Four Marketing, Walnut Creek, CA
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Island Instruments, Kaneohe, HI 808-235-7544
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MJA Marketing, St. Charles, MO 314-447-7111
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Chuck Thompson; Customer Service Manager:
Eli Slawson
Josh Blacker, Venice, CA 213-823-1252
Jones Audio Sales, Plano, TX 214-618-2600
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PRODUCTS: automatic, compressor/leveler,
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PRODUCTS: broadcast, computer controlled,
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Universal, Singapore, 534-5993
Precide, Morbio Inferiore, Switzerland, 914-
31734
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Regional Sales Mgr.: Greg Braithwaite; Eastern
Regional Sales Mgr.: Carla Campbell;
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Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
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Engineering: Joseph Glambone
Peregrine Southwest Reps, Houston, TX 713-589-
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First Choice Marketing, Seattle, WA 206-524-7344
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: compressor/ leveler, modular,
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Camden Marketing, Pierre Fonds, QU 514-683-
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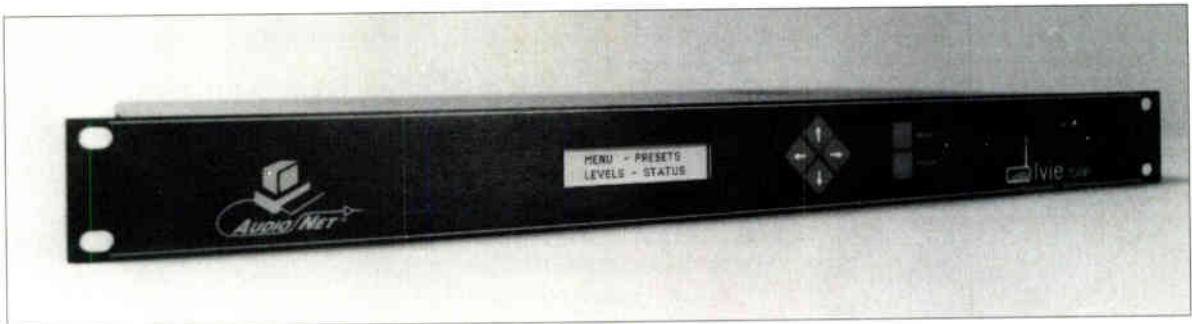
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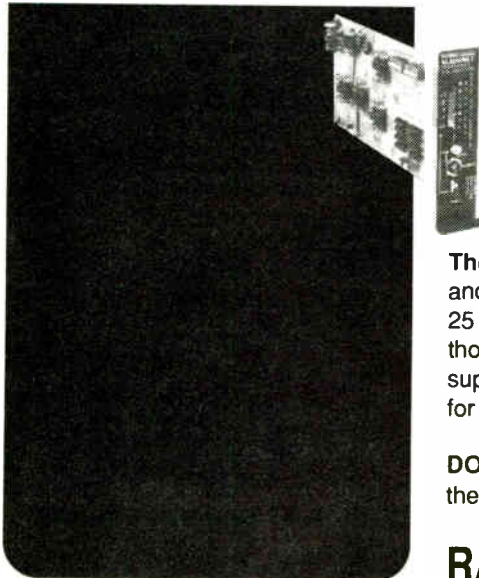
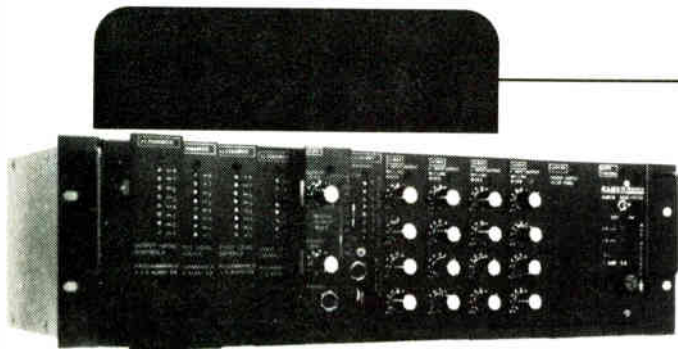
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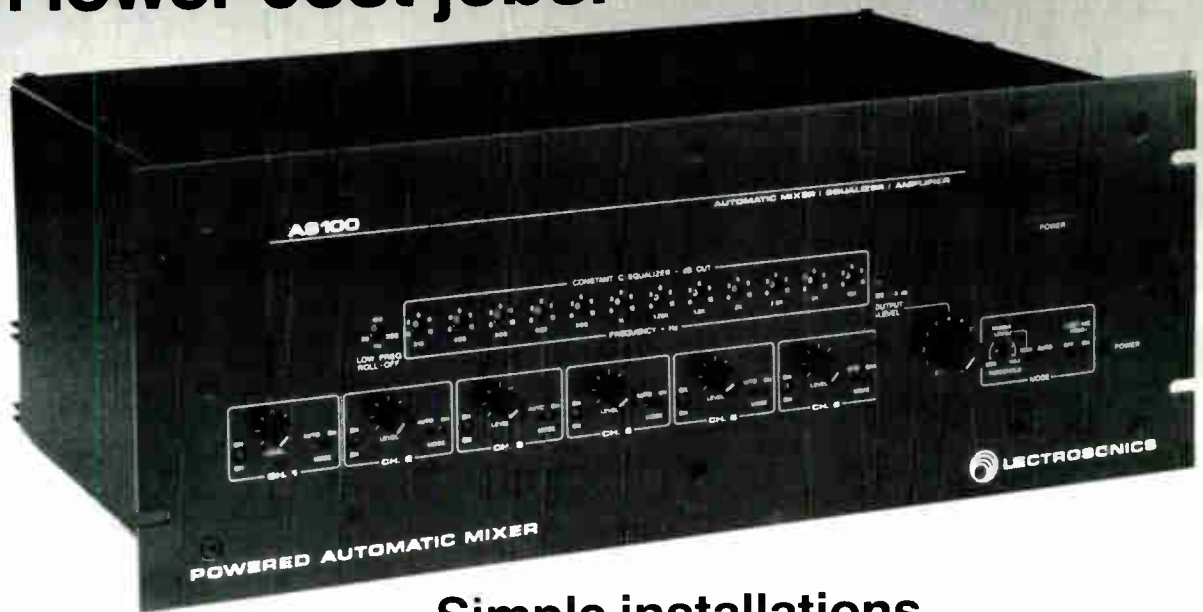
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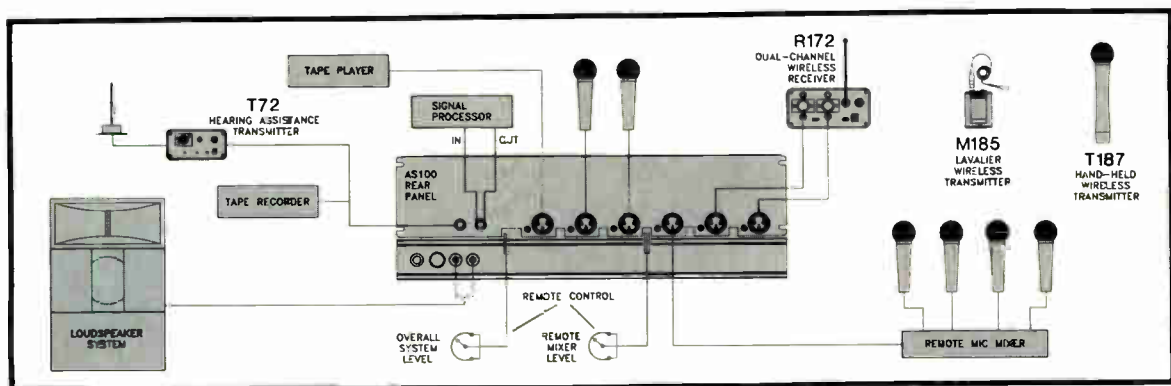
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683-0883
Loppnow and Associates, Issaquah, WA
206-392-3936
R.J. Throckmorton Sales Co., Ballwin, MO
314-227-7222
Repworks, Chicopee, MA 413-553-0845
PRODUCTS: music distribution, processors,
zoned

Panasonic Professional Audio Sys.

6550 Katella Avenue
Cypress, CA 90630
(714) 373-7278 FAX: (714) 373-7242
Nat. Sales & Marketing Mgr.: Steve Woolley;
Marketing Manager: Chris Foreman; Western
Regional Sales Mgr.: James Murray; Midwest
Regional Sales Mgr.: Greg Braithwaite; Eastern
Regional Sales Mgr.: Carla Campbell;
Telemarketing Sales Mgr.: Lynn Thompson
James Murray, Cypress, CA 714-373-7389
Greg Braithwaite, Arlington, IL 708-981-7329
Carla Campbell, Norristown, PA 215-630-1651
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: mixer/ amplifier

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squegilla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Paimler Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milsk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL
407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milsk Co., Indianapolis, IN 317-842-3400
PRODUCTS: mixer/ amplifier, mixer/ preamps,
modular, music distribution, processors,
telephone

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: mixer/ amplifier, mixer/ preamps,
modular, music distribution, processors,
signaling

Protech Audio Corporation

Flowerfield Bldg. 1
St. James, NY 11780
(516) 584-5855 FAX: (516) 584-5904
Director of Marketing: Bill Murphy; Sales
Engineering: Joseph Giambone
Peregrine Southwest Reps, Houston, TX 713-589-
8481
First Choice Marketing, Seattle, WA 206-524-7344
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: mixer/ preamps, modular, music
distribution, processors, signaling, zoned

Radio Design Labs

5025 8th Street
Carpinteria, CA 93013
(805) 684-5415 FAX: (805) 684-9316
Director of Engineering: Joel Bump; Dir. of Sales
& Marketing: Jerry Clements
Karp Communications, Tampa, FL 813-968-7098

Rane Corp.

10802 47th Avenue West
Mukiteo, WA 98275-5098
(206) 355-6000
President: Steve Brakken; CEO: Linda Arlink; V.P.
of Manufacturing: Rick Bernard; V.P. of R & D:
Dennis Bohn; V.P. of Marketing: Larry Winter;
National Sales Manager: Ray Bloom
Larry Schirmer, Pontiac, MI 313-340-9588
PRODUCTS: modular, processors



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Los Lunas, NM 87031
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President: C.G. Cunningham; Vice President: T. Johnson
PRODUCTS: audio/ video, components, digital, matrix, microprocessor, mic splitters, multi boxes, pre-wired, remote controllable, telephone type

Dynair Electronics, Inc.

5275 Market Street.
San Diego, CA 92114
(619) 263-7711 (800) 854-2831 FAX: (619) 264-4181
Vice Pres., Sales & Mktg: Jesse Blount Jr.;
Director of Int'l Mkt'g: Dick Scally; Director,
Western Marketing: Robert Jacobs; Order Desk
Supervisor: Doris Hitchcox
Dynair International, Reading, UK 734-476-571
Dynair Southern USA, Paris, TX 903-784-6268
Dynair Eastern USA, Norfolk, VA 804-482-4545
Dynair Western USA, San Diego, CA 619-263-7711
Edwards Company, Inc., Livonia, MI 313-458-7777

EECO

1601 E. Chestnut Ave.
Santa Ana, CA 92702
(714) 835-6000 FAX: (714) 953-3747

ESE

142 Sierra Street
El Segundo, CA 90245
(213) 322-2136 FAX: (213) 322-8127
President: Jerry Johnson; Vice President/Sales
Manager: Bob Mayers; Marketing Manager:
Brian Way; General Manager: Bill Kaiser
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: audio/ video, remote controllable

FOSTEX CORPORATION OF AMERICA

15431 Blackburn Ave., Norwalk, CA 90650
(213) 921-1112 (800) 7-FOSTEX
FAX: (213) 802-1964
V.P. Marketing/ General Mgr.: Robert Verli; V.P.
Sales: Mark Cohen
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: audio/ video

GEPCO INTERNATIONAL INC.

2225 West Hubbard, Chicago, IL 60612
(312) 733-9555 (800) 966-0069 FAX: (312) 733-6416
President: Gary R. Geppert; Chief Financial
Officer: David B. Mecklenburger; Assistant to the
President: Larry Smith, Sr.; Sales Manager: Larry
Smith, Jr.
Gepeco International Inc., Ocala, FL 904-368-1032
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: audio/ video, cleaners, components,
digital, mic splitters, pre-wired, telephone type

Ghilmetti Inc.

30961 Agoura Rd.
Westlake VIII., CA 91361
(818) 707-1134 FAX: (818) 707-1754
National Sales Manager: Rick Odorfer
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: audio/ video, matrix

H.M. Dyer Electronics

2982 Wixom Rd.
Milford, MI 48042
(313) 685-2560

Hedco

825 K Greenbrier Circle, Chesapeake, VA 23320
(804) 424-0896 (800) 433-2648 FAX: (804) 366-0522
President: John Walter; Sales Manager: Gary
Stephens; Vice President, Marketing: Don
Thompson
Shoreline, Los Angeles, CA 213-461-9800
Advanced Marketing, Redwood City, CA
415-365-3944
Roscor, Chicago, IL 708-947-6801
Wiltronix, Wash. Grove, MD 301-258-7676
DLE, Middleboro, MA 508-947-6801
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: audio/ video, digital, matrix, multi
boxes, remote controllable

Hughes Electronic Devices

P.O. Box 1985
Grass Valley, CA 95945
(916) 273-9524 FAX: (916) 273-6948

INNOVATIVE ELECTRONIC DESIGNS, INC.

9701 Taylorsville Rd., Louisville, KY 40299
(502) 267-7436 FAX: (502) 267-9070
President: Hardy Martin; Vice President, Mkt'g &
Sales: Tom Roseberry; Sales Application
Engineer: Mark Lewellyn; V.P. Research &
Development: Bob Ponto; Vice President,
Engineering: Ed Young; Vice President,
Software: John Johnson
Yore Company, White Bear Lake, MN 612-770-9760
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Westech Marketing, Culver City, CA 213-870-9286
Repworks, Chicopee, MA 413-533-0845
Darmstedter Associates, Baldwinville, NY
315-638-1261
John Anthony, Stamford, CT 203-322-9202
Bencsik Associates, Ocala, FL 904-732-9775
C.L. Pugh, Cleveland, OH 216-238-1777
Monford Electronics Marketing, Indianapolis, IN
317-872-8877
C.M. Sales, Farmington Hill, MI 313-553-8070
B.C. Electronic Sales, Mission, KS 913-262-1720
Marketing Concepts, Irving, TX 214-869-0669
Torbett/Kelser Group, Loveland, CO 303-669-1008
Plus Four Marketing, Walnut Creek, CA
415-937-0650
North Shore Marketing, Seattle, WA 206-284-9699
Island Instruments, Kaneohe, HI 808-235-7544
PRODUCTS: digital, matrix, microprocessor, mic
splitters, remote controllable

Intelix

10500 West Reno
P.O. Box 24031, Oklahoma City, OK 73124-4031
(800) 553-8252 FAX: (405) 324-5217
President: Dave Merrey; Marketing Manager:
Todd Rockwell; Hardware Technical Support:
Tracy Cranton; Software Technical Support: Jack
Vig
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: digital, matrix, microprocessor

IRP, A KNOWLES COMPANY

321 Bond Street, Elk Grove VII., IL 60007
(708) 439-3600 (800) 255-6993 FAX: (708) 640-9607
Vice President, General Mgr.: Brian Benn;
Marketing Manager: Roger Carroll; Senior Sales
Engineer: Gayle Campbell; Marketing
Coordinator: Laura Valavicius; Applications
Engineer: Norm Kinnaugh; Product Engineering
Manager: Mitch Bentz
Piper and Givan Assoc., Needham, MA
617-449-1144
Sigmat Corp., Freehold, NJ 201-462-1221

Richard S. Pass Associates, Langhorne, PA
215-757-6100
Henry W. Phillips Co., Rosewell, GA 404-992-3070
Bencsik Associates, Ocala, FL 904-732-9775
C.B. Electronic Marketing, Arvada, CO
303-422-0561
Avwest Inc., Fountain Hills, AZ 602-946-1811
EESCO Systems Inc., Los Angeles, CA 213-666-9601
Pappas Consulting, Menlo Park, CA 415-324-4325
Chuck Olson Assoc., Renton, WA 206-271-5416
Kaltex Communications, North Vancouver, BC
604-987-1597
More Technologies Inc., Los Angeles, CA
213-474-4211
Audio Marketing Assoc., Brecksville, OH
216-526-2426
Starlin Marketing, Chesterton, IN 219-929-4127
MJA Marketing, St. Charles, MO 314-447-7111
Graham Davis Inc., Dallas, TX 214-357-7677
PRODUCTS: matrix

J.N.S. Electronics, Inc.

P.O. Box 32550, San Jose, CA 95152
(408) 729-3838 FAX: (408) 926-1003
President: John E. Leonard, Jr.
ADCOM, Toronto, ON 416-251-3355

Lester Audio Laboratories

1111 W. Mockingbird La. #1342
Dallas, TX 75247
(214) 637-9311 FAX: (214) 637-9314
President: Laszlo Olah; VP of Administration:
Jennings Woodard; V.P. of Manufacturing:
Daniel Alvarado; Executive Assistant: Magdi
Takacs
Plarmec, U.K., 025-272-1236
Ace Music, , 407-629-2288
Dobbs-Stanford, , TX 214-358-0800
Bencsik & Associates, , FL 904-732-9775
High Tech Audio, , CA 415-726-2428
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: digital, matrix

LynTec

7030 Grandview, Merriam, KS 66204
(913) 722-4047 FAX: (913) 432-4157
Owner: Lynn Potter
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: matrix, remote controllable

Novadyne

P.O. Box 5508
San Mateo, CA 94402-0508
(415) 349-3241 FAX: (415) 579-1203
Jim Burger, Philadelphia, PA 203-297-7160

OXMOOR CORP.

2111 Parkway Office Circle
Birmingham, AL 35244
(205) 985-7040 FAX: (205) 985-9966
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Manager: Gary L. West; National Sales Manager:
Richard C. Mitchell; Sales Associate: Nick
Alsmiller; Production Manager: Jim Watson;
Director of Engineering: Gene Elghy
John B. Anthony Company, Stamford, CT 212-
585-2027
ASR, Fallston, MD 301-893-0001
Audio Resources, Westmont, IL 708-655-1180
Dimension IX Marketing, Lewisville, TX 214-436-3706
Evans Sales and Marketing, Nashville, TN
615-297-7997
Loomis and Associates, Fremont, CA 415-683-0883
Lopphow and Associates, Issaquah, WA
206-392-3936
R.J. Throckmorton Sales Co., Ballwin, MO
314-227-7222
Repworks, Chicopee, MA 413-553-0845
PRODUCTS: matrix, remote controllable

Patch Bay Designation Co.

4742 San Fernando Rd.
Glendale, CA 91204
(818) 241-5585 FAX: (818) 507-5050
President: Ted Lookholder; Manager: Charles Schufer; Vice President: Dale Lookholder
Camden Marketing, Pierre Fonds, QU 514-683-3377

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706

Protech Audio Corporation

Flowerfield Bldg. 1
St. James, NY 11780
(516) 584-5855 FAX: (516) 584-5904
Director of Marketing: Bill Murphy; Sales Engineering: Joseph Giambone
Peregrine Southwest Reps, Houston, TX 713-589-8481
First Choice Marketing, Seattle, WA 206-524-7344
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: matrix, mic splitters, remote controllable

RCI Systems, Inc.

5615 Fishers Lane
Rockville, MD 20852
(301) 984-1800 (800) 765-4RCI FAX: (301) 984-6175
President: Jay W. Klingery; East Coast Audio Rep.: Brian K. Gross; Midwest Audio Rep.: Gordon Jacobs; West Coast Audio Rep.: Doug Macuch; Midwest Fact. Rep.: Total Mktg: David Taylor; Mid-Atlantic Fact. Rep.: Steve Taub
Sunrise Sales Company, LaMolite, IL 815-638-2660
PRODUCTS: audio/ video, mic splitters, multi boxes, pre-wired

S.E.M. Co.

#17-636 Clyde Ave.
W. Vancouver, BC V7T 1E1
(604) 922-0526 FAX: (604) 922-0526
President: Elk Ebert; Vice President: Anne Moretti
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: audio/ video, mic splitters, remote controllable, telephone type

Sierra Video Systems

13046 Loma Rica Drive
P.O. Box 2462
Grass Valley, CA 95945
(916) 273-9331 FAX: (916) 273-9390
Karp Communications, Tampa, FL 813-968-7098

Sony Corp./Business & Pro. Aud. Grp

3 Paragon Drive
Montvale, NJ 07645-1735
(201) 930-1000
President, Sales & Marketing: Mark Gray; Senior VP Sales: C.F. Taylor; V.P. Product Marketing: Anthony Gargano; Marketing Manager, Pro Audio: Courtney Spencer; Sales Manager, Pro Audio: Gary Rose; V.P. Audio Products: Ron Remschel
Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: audio/ video

Soundstream Technologies

120 Blue Ravine Road
Folsom, CA 95630
(916) 351-1288 FAX: (916) 351-0414
President: Donna Haas; Managing Director: Lee Adams; Director of Engineering: Wade Stewart; Ntl. Sales Mgr., Home Audio: Scott McAllister; Sales Engineer, Home Audio: Andrew Murray
John W. Steinberg Company, Encino, CA 818-705-7772
Moskau & Associates, Dallas, TX 214-821-4280
Creative Marketing Associates, Nashville, TN 615-831-9690
On Line Marketing, Wadsworth, OH 216-336-7504
Sound Marketing, Palos Hills, IL 708-598-6888
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: audio/ video, remote controllable

STENTOFON COMMUNICATIONS, INC.

6119 Connecticut Avenue
Kansas City, MO 64120
(816) 231-7200 (800) 654-3140 FAX: (816) 231-7203
President: Joe Green; Marketing Manager: David E. Gill; National Sales Manager: Frederick Hall
Dan Rothrock, Kansas City, MO 816-231-7200
Tomas J. Reilly, Elmsford, NY 914-592-1048
Kerry L. Orr, Atlanta, GA 404-973-0736
Michael A. Wilcock, Glendora, CA 818-335-0543
Cartwright & Bean, Inc., Norcross, GA 404-368-0160
Dimension/ Point IX, Lewisville, TX 214-436-3706
Humble & Associates, Anaheim, CA 714-750-2248
LCA Sales Company, Tuckahoe, NY 914-961-4700
Levy, Grams, & Lassers, North Brook, IL 708-272-8500
Pearson & Pearson, Englewood, CO 303-770-0797
Roger Ponto Assoc., Inc., Kirkland, WA 206-821-2996
R.W. Kunz & Assoc., Inc., Prairie Village, KS 913-648-3535
R.W. Sales, St. Paul, MN 612-646-2710
Brian Trankle & Assoc., Belmont, CA 415-595-4004
F.M. Valenti, Inc. & Assoc., Nahant, CA 617-592-5300
Yocum Marketing Co., Inc., Mesa, AZ 602-834-3334
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819
PRODUCTS: matrix, microprocessor

Trimm

400 W. Lake St.
Libertyville, IL 60048
(312) 362-3700 FAX: (312) 680-3888
Camden Marketing, Pierre Fonds, QU 514-683-3377

TSI (Tamco Systems Inc.)

393 Jericho Turnpike
Mineola, NY 11501
(516) 294-5390 (800) 628-2084 FAX: (516) 294-5008
CEO: Mario Maitese; President: Garani Srinivasan; President (Spec. Prod. Div.): Richard Stillwell; Sales Coordinator: Denise Matejka; Marketing Manager: Karen Pepe
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: audio/ video, remote controllable

Uptown Technologies, Inc.

4015 Walnut Street
Fort Atkinson, WI 53538
(414) 563-9932 FAX: (414) 563-8342
President: Al Jewer; Vice President, Sales: David Hill; Vice President, Manufacturing: Don Hay; Product Specialist: Jay Craggs
Hudson Marketing, Roslyn Heights, NY 516-625-0002
Syncopated Marketing, Silver Springs, MD 301-593-6610
Ron Tunks Sales, Tamarac, FL 305-722-2803
Shea-Lewis Sales, Chicago, IL 312-561-7086
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: audio/ video

Utah Scientific, Inc.

4750 Wiley Post Way
Salt Lake City, UT 84116
(801) 575-8801 (800) 453-8782 FAX: (801) 575-3299
National Sales Manager: Thomas Harmon; International Sales Manager: Joseph French; Marketing Manager: Doug Akers
Cambridge Marketing, Westerville, OH 614-363-9191

Wohler Technologies

1349 Kansas Street
San Francisco, CA 94107
(415) 285-5462 FAX: (415) 821-6414
Larry Schirmer, Pontiac, MI 313-340-9588
PRODUCTS: audio/ video



Anchor Audio

913 West 223rd Street
Torrance, CA 90502
(213) 533-5984 (800) ANCHOR-1
FAX: (213) 533-6050
Nova Marketing, San Francisco, CA 415-952-0943



Ashly Audio, Inc.

100 Fernwood Ave.
Rochester, NY 14621
(716) 544-5191 (800) 828-6308 FAX: (716) 266-4584
President: Bill Thompson; Senior Vice President: Bob French; Vice President: Dave Malloy; Operations Manager: Ellen Price
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: amplifiers, mixer amplifiers, mixers, processors

Audio Centron

1400 Ferguson Ave.
St. Louis, MO 63133
(314) 727-4512 FAX: (314) 727-8929
Audio Etc., St. Peters, MO 314-278-4130

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Eastern Reg. Sales Manager: Bruce Hurst;
Western Reg. Sales Manager: Tim Landwehr; Sr.
Applications/Des. Spec.: Bruce Myers; Sr. Sales
Representative: Reed Strutzenberg; Sales
Representative: Phil Nelson
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Westech Marketing, Culver City, CA 213-870-9286
Silver Peak Marketing, Wheat Ridge, CO 303-467-
9042
Ranillo Assoc., St. Louis, MO 314-845-0202
CR Marketing, Clarkston, MI 313-625-2420
J.B. Parent, Dublin, OH 614-764-0064
Secom Systems, Atlanta, GA 404-455-0672
Bencslk Assoc., Ocala, FL 904-732-9775
Sigmet Corp., Valley Forge, PA 215-783-6666
Joseph P. Mazzeo Assoc., Inc., Rochester, NY 716-
458-7851
Peter E. Schmitt Co., Inc., Leonia, NJ 201-944-2806
PRODUCTS: lecterns, powered speakers,
speakers, weatherproof speakers

Carvin Corporation

1155 Industrial Avenue
Escondido, CA 92029
(619) 747-1710 (800) 854-2235
Sales Manager: Nell Taylor
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: amplifiers, mixer amplifiers, mixers

Dukane Corp.

2900 Dukane Drive
St. Charles, IL 60174
(708) 584-2300 FAX: (708) 584-2370
President/C.E.O.: J. McWilliams Stone Jr.;
Pres./Comm. Systems Division: Steven L. Deppe;
National Sales Director: Warren T. Anderson;
Service Manager: Cliff Carlson
Wally Smutts, Toronto, ON 519-748-5352
Doug Fellabaum, Sycamore, IL 815-895-7573
Ken Lind, Boston, MA 617-235-6817
Pete Kendall, Jacksonville, FL 904-262-6025
Jim Lacey, Moreno Valley, CA 714-243-1160
Jack Brown, Dallas, TX 214-943-7528
Sanford Lange, Indianapolis, IN 317-251-3112
PRODUCTS: amplifiers, columns, mixer
amplifiers, speakers

Fanon Courier

14811 Myford Road
Tustin, CA 92680
(714) 669-9890 (800) 345-1354 FAX: (714) 669-1081
President: Frank Blaha; Director Sales &
Marketing: Murray Trotiner; Director of
Engineering: Miguel Santana
Greg Dzuby & Assoc., Glendale, AZ 800-999-0006

IRP, A KNOWLES COMPANY

321 Bond Street
Eik Grove VII., IL 60007
(708) 439-3600 (800) 255-6993 FAX: (708) 640-9607
Vice President, General Mgr.: Brian Benn;
Marketing Manager: Roger Carroll; Senior Sales
Engineer: Gayle Campbell; Marketing
Coordinator: Laura Valavclius; Applications
Engineer: Norm Kinnaugh; Product Engineering
Manager: Mitch Bentz
Piper and Givan Assoc., Needham, MA
617-449-1144
Sigmet Corp., Freehold, NJ 201-462-1221
Richard S. Pass Associates, Langhorne, PA
215-757-6100
Henry W. Phillips Co., Rosewell, GA 404-992-3070
Bencslk Associates, Ocala, FL 904-732-9775

C.B. Electronic Marketing, Arvada, CO
303-422-0561
Avwest Inc., Fountain Hills, AZ 602-946-1811
EESCO Systems Inc., Los Angeles, CA 213-666-9601
Pappas Consulting, Menlo Park, CA 415-324-4325
Chuck Olson Assoc., Renton, WA 206-271-5416
Kaltec Communications, North Vancouver, BC
604-987-1597
More Technologies Inc., Los Angeles, CA
213-474-4211
Audio Marketing Assoc., Brecksville, OH
216-526-2426
Starlin Marketing, Chesterton, IN 219-929-4127
MJA Marketing, St. Charles, MO 314-447-7111
Graham Davis Inc., Dallas, TX 214-357-7677
PRODUCTS: amplifiers, mixer amplifiers, mixers,
processors

J.W. DAVIS AND CO.

3030 Canton Street
Dallas, TX 75226
(214) 651-7341 (800) 527-5705 FAX: (214) 939-0328
President: Harvey Earp; Vice President, Sales:
Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: amplifiers, columns, lecterns,
megaphones, mixer amplifiers, mixers, speakers,
weatherproof speakers

JBL Professional

8500 Balboa Boulevard
P.O. Box 2200
Northridge, CA 91329
(818) 893-8411 FAX: (818) 893-3639
President: Ronald Means; Vice President, Sales:
Ken Lopez; Vice President, Marketing: Mark
Gander; Market Manager: Hector Martinez;
National Sales Manager: Nell Conley
Jim Chase, San Clemente, CA 714-492-6290
Bill Hamilton, Folsom, PA 215-543-4677
Bill Schuermann, Houston, TX 713-370-5553
Tom Walter, No. Barrington, IL 312-382-4925
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: amplifiers, mixers, processors,
speakers

Komotech - (Lite-Sonic) Inc.

1108 W. Valley Blvd. #206
Alhambra, CA 91754
(818) 280-2565 FAX: (818) 282-6848
Cambridge Marketing, Westerville, OH
614-363-9191

Lectrosonics, Inc.

P.O. Box 15900
Rio Rancho, NM 87174
(505) 892-4501 (800) 821-1121 FAX: (505) 892-6243
President: John Arasim; Vice President
Engineering: Larry Fisher; Vice President Mktg &
Sales: Bruce Jones
C.L. Pugh & Associates, Cleveland, OH 216-238-
1777
PRODUCTS: DC battery powered

MagnaSound - div. of UXL Corp.

108-02 Otis Avenue
Corona, NY 11368
(718) 271-5200 FAX: (718) 271-5738
President: Benjamin Frankenstein; Secretary:
Dorothy Davis; Sales & Marketing: Nell Howard
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: DC battery powered, powered
lecterns

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squeglia

Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmieri Associates, Fairfield, NJ 201-882-1266
Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0747
Robert Milk Co., Southfield, MI 313-354-3310
Marketline Inc., Snelville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL
407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milk Co., Indianapolis, IN 317-842-3400
PRODUCTS: amplifiers, columns, DC battery
powered, lecterns, megaphones, mixer
amplifiers, mixers, powered lecterns, powered
speakers, processors, speakers, weatherproof
speakers, wireless

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: amplifiers, batteries, columns, DC
battery powered, lecterns, mixer amplifiers,
mixers, powered lecterns, powered speakers,
processors, speakers, weatherproof speakers,
wireless

Perma Power Electronics, Inc.

5601 W. Howard St.
Chicago, IL 60648
(312) 763-0763 (800) 323-4255 FAX: (312) 763-8336
Chairman, CEO: Norman Ackerman; President:
Leonard Abrahamson; Nat'l Sales Mgr., Comp.
Mkts: Ernest Weinberg; Director of Engineering
William Grossman; Nat'l Sales Mgr., Elec. Mkts:
Michael Shatz; V.P., Administration: Harris
Prince
Landan & Mack, Plainville, NY 516-293-3310
Teqni-Rep, Sun Valley, CA 818-768-4223
Adams & Assoc., Greensboro, NC 919-272-6838
Benthold Sales, Dallas, TX 214-328-0067
Fany Mkt., Maniton, NJ 609-985-6444
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: amplifiers, DC battery powered,
lecterns, megaphones, powered lecterns

Rauland-Borg Corp.

3450 W. Oakton St.
Skokie, IL 60076
(708) 679-0900 FAX: (708) 679-0625
President: William Krucks; Executive Vice
President: Kenneth James; National Sales
Manager: Harry Hahn; Marketing Manager:
Vince Novak
Jack Hollis, Geneva, IL 708-208-1488
Joe Clotti, Longwood, FL 407-767-2007
Frank Riha, Austin, TX 512-926-3646
Hank Plaisier, El Toro, CA 714-837-2626
Vince Ward, Vashon Island, WA 206-463-5582
Doug Warren, Newport News, VA 804-930-3217
Suzanne Graham, Kent, OH 216-678-7307
Mike Gulhan, E. Long Meadow, MA 413-525-6090

Sieler Design Products

1308 W. 130th Street
P.O. Box 2128
Cardena, CA 90247
(213) 324-9663
President: Patrice Sieler
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: DC battery powered, powered speakers

STUDIOMASTER INC.

3941 Miraloma Avenue
Anahelm, CA 91719
(714) 524-2227 FAX: (714) 524-5096
President: Paul Reeve; National Sales Manager: Jim Giordano
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: amplifiers, mixer amplifiers, mixers

TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South
Minneapolis, MN 55420
(612) 884-4051 FAX: (612) 884-0043
President: Jeffrey Wetherell; Vice President Marketing: John Schofield; Vice President Sales: Dan Dantzier; Director of Marketing: Don Mereen; Manager/Advertising & Mkt'g: Ron Taylor
WesTech Marketing, Culver City, CA 213-870-9286
Bencsik Associates, Ocala, FL 904-732-9775
Burcaw Company & Associates, Warren, MI 313-573-4605
SAGA, Oswego, NY 315-343-5739
Monfort Electronic Marketing, Indianapolis, IN 317-872-8877
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525
Northland Associates, Moorhead, MN 218-233-4616
Rancillo Associates, Inc., St. Louis, MO 314-845-0202
J.Y. Schoonmaker Company, Dallas, TX 214-349-1650
Sigmat Corporation, Valley Forge, PA 215-783-6666
Weller Electronic Sales, Worthington, OH 614-885-7819
Ziskind Associates, Rolling Meadows, IL 312-577-1624
White Radio Ltd., Burlington, ON 416-632-6894
Silver Peak Marketing, Denver, CO 303-467-9042
PacNor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: amplifiers, mixer amplifiers, wireless

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300
P.O. Box 2047
S San Francisco, CA 94080
(415) 588-2538 (800) 733-4750 FAX: (415) 588-3349
President: Yoshiro Ishida; Director, Audio Products Div: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Mgr., Marketing Development: Jeff Pallin; Manager, Western Division: Bill Ford; Manager Engineering Services: Bob Sweet
Chuck McGregor- Product Conslt, Morris Plains,

NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH 513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ 602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: amplifiers, megaphones, mixer amplifiers, wireless

WISSCO

1599 Superior Avenue, A-1
Costa Mesa, CA 92627
(714) 645-1281 (800) 854-6280 FAX: (714) 642-4292
President: Jeanne Wanlass
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: amplifiers, batteries, columns, DC battery powered, lecterns, megaphones, mixer amplifiers, mixers, powered lecterns, powered speakers, speakers, weatherproof speakers, wireless

**Bi-Tronics, Inc.**

76 Main Street
P.O. Box 125, Tuckahoe, NY 10707
(914) 961-2004 (800) 666-0996 FAX: (914) 961-4244
President: J. Schwartz; Engineering Sales Manager: Ron Huppert; Sales Administrator: C. Viofare
J.B. Parent, Dublin, OH 614-764-0064
PRODUCTS: line protectors, outlet strips, transformers

Commercial Sound Labs/ Cytech Ltd.

25416 CR 6 Suite 401, Elkhart, IN 46514
(219) 262-0776 FAX: (219) 262-9201
Manager: Joe Wisler; Cytech Manager: John Bachman; President: Clay Barclay
PCM Marketing, Walnut Creek, CA 415-935-0900
Kodo Associates, Minneapolis, MN 612-881-1255
Sigmat, Valley Forge, PA 215-783-6666
Audio Marketing, Brecksville, OH 216-526-2426
Secom Systems, Doraville, GA 404-445-0672
Sound Sales, Inc., Columbia, MD 301-964-1170

Deltec Electronics Corp.

2727 Kurtz Street, San Diego, CA 92110
(619) 291-4211 (800) 854-2658 FAX: (619) 291-2584
President: Raymond E. Meyer; Senior Vice President of Sis: Jeffrey M. Frank; Vice President of Finance: Barney McWilliams; Vice President of Operations: David J. McDonald; Director of Marketing: Susan Connell; V.P. of Engineering: Howard Handler, PhD.
Preclde, Morbio Inferiore, Switzerland, 914-31734

Dynamote Corporation

1200 W. Nickerson
Seattle, WA 98119
(206) 282-1000 (800) 426-2838 FAX: (206) 283-7714
President: Steve Handley; Director of Marketing Valerie Smith; V.P., Marketing: Mark Smock
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: Inverters

ETA Lighting Systems

1716 Enterprise Parkway
Twinsburg, OH 44087
(216) 425-3388 FAX: (216) 425-9700
President: Victor C. Pavona
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006

Ethereal Concepts

750 La Playa- 1100
San Francisco, CA 94121
(415) 750-0431
PRODUCTS: power control

Furman Sound, Incorporated

30 Rich Street
Greenbrae, CA 94904
(415) 927-1225 FAX: (415) 927-4548
President: Jim Furman; Vice President: Susan Furman; Sales Manager: Joe Desmond; Chief Engineer: Gary Kephart
Metropolis Audio Marketing, New York, NY 908-225-0085
Pacific Audio Group, Gardena, CA 213-719-1383
SF Marketing, St. Laurent, QU 514-733-5344
New Horizons, Bannockburn, IL 708-234-6500
Secom Systems, Atlanta, GA 404-455-0672
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: line protectors, noise suppression, outlet strips, power control, power conversion, transformers

Linear & Digital Systems

46 Marco Ln.
Centerville, OH 45459
(513) 439-1758

LynTec

7030 Grandview
Merriam, KS 66204
(913) 722-4047 FAX: (913) 432-4157
Owner: Lynn Potter
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: power control

One Power

7320 Ashcroft #104
Houston, TX 77081
(713) 772-1404 FAX: (713) 772-9124
President: Fred Sieber; Vice President: Peter M. Cook; Production/Design Mgr.: Robert A. Hunter; Administrative Coordinator: Lisa M. Hill
AMH Sales, Torrance, CA 213-373-2034
Marketing Concepts, Irving, TX 214-869-0689
Midwest Audio Marketing, Steger, IL 708-672-3056
Sigmat Corporation, Freehold, NJ 201-462-1221
First Choice Marketing, Seattle, WA 206-365-4568
Doug Warren, Newport News, VA 804-930-3217

Polyphaser

1425 Industrial Way
Gardnerville, NV 89410-1237
(702) 782-2511 FAX: (702) 782-4476
Audio Etc., St. Peters, MO 314-278-4130

RTE Deltec

2727 Kurtz Rd., San Diego, CA 92110
(619) 291-4211
Camden Marketing, Pierre Fonds, QU 514-683-3377

SL Waber Inc.

520 Fellowship Road
S-306, Mt. Laurel, NJ 08054
(609) 866-8888 (800) 634-1485 FAX: (609) 866-1945
Vice Pres. Sales & Marketing: Kevin Woznicki;
Sales Manager: Glenn Emery; Director of
Engineering: Jeff Wright; Director of Marketing:
Bob Eastwood
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: line protectors, noise suppression,
outlet strips, uninterrupted power

Sola

1717 Busse Road, Elk Grove Vlg., IL 60007
(708) 439-2800 (800) 289-7652 FAX: (800) 626-6269
President: Henry West; Vice President,
Marketing: Ruxton Tucker; Vice President, Sales:
James Kimball; Vice President, Engineering: Bill
Skelton
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: Inverters, line Isolators, line
protectors, noise suppression, power control,
power conversion, transformers, uninterrupted
power

SONANCE

961 Calle Negocio, San Clemente, CA 92672
(714) 492-7777 (800) 582-7777 FAX: (714) 361-2705
President: Scott Struthers; Vice President:
Geoff Spencer; Sales Manager: Dave Donald;
International Sales Manager: Mark Cichowski;
Public Relations Director: Mitch Simon; Dir. Sis
Trn. & Mkt. Research: Kevin Leja
Morris Tait and Assoc., Los Angeles, CA 213-877-4424
Bach Sales, New York, NY 212-727-0404
Tandem Marketing, Chicago, IL 708-605-1960
Dobbs Stanford, Dallas, TX 214-358-0800
Balaton Marketing, Washington DC, 202-471-1764
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: outlet strips

Square D/Topaz Products

9192 Topaz Way
San Diego, CA 92123
(619) 279-0111 FAX: (619) 569-8427
Sales & Marketing Mgr.: Gary Jasinski; Product
Marketing Mgr.: Tom Kilpatrick
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: Inverters, line Isolators, line
protectors, noise suppression, power
conversion, transformers, uninterrupted power

Taylor-Simtec Digital

221-A W. Main St.
Taylors, SC 29687
(803) 268-7592 FAX: (803) 268-7596
Camden Marketing, Pierre Fonds, QU 514-683-3377

Tripp Lite

500 N. Orleans
Chicago, IL 60610-4188
(312) 329-1777 FAX: (312) 644-6505
National Sales Manager: Ray Foster; Account
Manager: Dave Slotten; Technical Support
Manager: Bert Brook
JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: Inverters, line Isolators, line
protectors, noise suppression, outlet strips,
power control, power conversion, power relays,
transformers, uninterrupted power

Whitenton Industries

7320 Ashcroft #302
Houston, TX 77081
(713) 772-1404 FAX: (713) 772-9124
Audio Etc., St. Peters, MO 314-278-4130

**AMX Corporation**

12056 Forestgate Drive
Dallas, TX 75243
(214) 644-3048 (800) 222-0193 FAX: (214) 907-2053
President: Scott Miller; Vice President of Sales:
William V. Anderson; Executive Vice President:
Art Chace; International Sales Manager: Ken
Sciater; Director of Marketing: Eric Johansen
Franklin Communications, Maple Glen, PA 215-
643-3031
Visitech Marketing Assoc., Elburn, IL 708-365-9600
KBZ Communications, Furlong, PA 215-348-9481
Westech Marketing, Culver City, CA 213-870-9286
Total Marketing, Ft. Worth, TX 817-560-3970
Karp Communications, Tampa, FL 813-960-7667
Richard Krudop, Andalusia, AL 205-222-8950
Pancor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: A/V, audio level, boardroom, custom,
DTMF, EQ/remote, hardwired, microprocessor,
remote monitoring, video, wireless

Ancha Electronics Inc.

5540 Meadowbrook Court
Rolling Meadows, IL 60008-3800
(708) 437-7712 FAX: (708) 437-0271
President: Robert F. Ancha; Vice President,
Finance: Margaret Broch; Vice President, Sales &
Mktg: Steve Youngson; Vice President, Design:
Richard Tollberg; Vice Pres., Administration: R.C.
Ancha
Ancha Electronics Inc., Atlanta, GA 404-446-5894
Ancha Electronics Inc., Tampa, FL 813-626-0350
Nova Marketing, San Francisco, CA 415-952-0943

Aphex Systems

11068 Randall Street
Sun Valley, CA 91352
(818) 767-2929 FAX: (818) 767-2641
President: Marvin Caesar; Vice President: Hugh
Wilcox; Sales Manager: Paul Freudenberg
Gould Marketing, Inc., Montreal, Quebec, 514-
342-4441
Clueco Pro Division, Paris, France, 331-43596159
AKC Acoustics, Munich, Germany, 498-9 87 160
Otaritec Corporation, Tokyo, Japan,
813-392-7811
Sound Technology, Letchworth, UK 444-62480800
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: custom, remote monitoring

APPLIED TECHNICAL SYSTEMS

815 King Pl.
Shreveport, LA 71115
(318) 868-7413 (800) 444-7161 FAX: (318) 631-7613
President: Jim Reccelli; Vice President: Richard
Davis
C.L. Pugh & Associates, Cleveland, OH 216-238-
1777
Total Marketing, Fort Worth, TX 817-560-3970
Western Audio Sales, Burbank, CA 818-954-9300
PRODUCTS: custom, microprocessor, wireless

Audioaccess

26046 Eden Landing Rd. Ste. 5
Hayward, CA 94545
(510) 293-0183 FAX: (510) 293-0189
President: Chris Stevens; Operations & Sales
Manager: Bruce Tenenbaum; Engineering
Manager: Bill Orner; Production Manager: Kevin
Wilson; Technical Cust. Service Mgr.: Mark
Fowles

Crestron Electronics, Inc.

101 Broadway
Cresskill, NJ 07626
(201) 894-0660 (800) 237-2041 FAX: (201) 894-1192
Sales & Marketing Manager: Randy Klein
Robert Christopher Sales, New Milford, NJ
201-261-5560
Robert Christopher Sales, Whitefish Bay, WI
414-332-6555
RSI, Irving, TX 214-256-4551
Loomis & Associates, Freemont, CA 415-683-0883
Presentation Resources, Inc., Maudlin, SC
803-288-8840
Taub Sales, Silver Springs, MD 301-662-9100
PRODUCTS: A/V, audio level, boardroom, custom,
DTMF, hardwired, microprocessor, video,
wireless

Elkay Industries

2925 North Market St.
St. Louis, MO 63106
(314) 535-1333 FAX: (314) 535-4118
CEO/ENG: Richard Hahn; President: Paul Grote;
Vice President, Sales: Martin Hahn; Engineering:
Jack Scilligo
Edwards Company, Inc., Livonia, MI 313-458-7777

FSR Inc.

244 Bergen Boulevard
West Paterson, NJ 07424
(201) 785-4347 (800) 332-3771 FAX: (201) 785-3318
President: William C. Fitzsimmons; Vice
President: Janice Sandri; Engineering Manager:
Joseph Fischer; Special Projects Manager: John
Macaluso; Manager, Metal Products: Joseph
Amico
Sigmat Corporation, Valley Forge, PA
215-783-6666
Peregrine Southwest, Houston, TX 713-589-8481
Henry W. Phillips Inc., Roswell, GA 404-992-3070
Piper and Civan Associates, Needham, MA
617-449-1144
Design Factors, Hacienda Hts., CA 213-697-7576
Cambridge Marketing, Westerville, OH
614-363-9191
PRODUCTS: A/V, boardroom, custom, hardwired,
microprocessor, video, wireless

**INNOVATIVE ELECTRONIC
DESIGNS, INC.**

9701 Taylorsville Rd.
Louisville, KY 40299
(502) 267-7436 FAX: (502) 267-9070
President: Hardy Martin; Vice President, Mkt'g &
Sales: Tom Roseberry; Sales Application
Engineer: Mark Lewellyn; V.P. Research &
Development: Bob Ponto; Vice President,
Engineering: Ed Young; Vice President,
Software: John Johnson
Yore Company, White Bear Lake, MN
612-770-9760
Steffey Marketing Assoc. Inc., Northbrook, IL
708-480-3575
Westech Marketing, Culver City, CA 213-870-9286
Repworks, Chicopee, MA 413-533-0845
Darmstedter Associates, Baldwinville, NY
315-638-1261
John Anthony, Stamford, CT 203-322-9202

Bencsik Associates, Ocala, FL 904-732-9775
 C.L. Pugh, Cleveland, OH 216-238-1777
Monford Electronics Marketing, Indianapolis, IN 317-872-8877
 C.M. Sales, Farmington Hill, MI 313-553-8070
 B.C. Electronic Sales, Mission, KS 913-262-1720
 Marketing Concepts, Irving, TX 214-869-0669
 Torbett/Kelser Group, Loveland, CO 303-669-1008
 Plus Four Marketing, Walnut Creek, CA 415-937-0650
 North Shore Marketing, Seattle, WA 206-284-9699
 Island Instruments, Kaneohe, HI 808-235-7544
PRODUCTS: audio level, boardroom, custom, microprocessor, remote monitoring

Intelix

10500 West Reno
 P.O. Box 24031
 Oklahoma City, OK 73124-4031 (800) 553-8252
FAX: (405) 324-5217
President: Dave Merrey; **Marketing Manager:** Todd Rockwell; **Hardware Technical Support:** Tracy Cranton; **Software Technical Support:** Jack Vig
 ADCOM, Toronto, ON 416-251-3355
PRODUCTS: A/V, boardroom, custom, microprocessor

IRP, A KNOWLES COMPANY

321 Bond Street
 Elk Grove VII., IL 60007
 (708) 439-3600 (800) 255-6993 **FAX:** (708) 640-9607
Vice President, General Mgr.: Brian Benn;
Marketing Manager: Roger Carroll; **Senior Sales Engineer:** Gayle Campbell; **Marketing Coordinator:** Laura Valavicius; **Applications Engineer:** Norm Kinnaugh; **Product Engineering Manager:** Mitch Bentz
 Piper and Glivan Assoc., Needham, MA 617-449-1144
 Sigmet Corp., Freehold, NJ 201-462-1221
 Richard S. Pass Associates, Langhorne, PA 215-757-6100
 Henry W. Phillips Co., Rosewell, GA 404-992-3070
 Bencsik Associates, Ocala, FL 904-732-9775
 C.B. Electronic Marketing, Arvada, CO 303-422-0561
 Avwest Inc., Fountain Hills, AZ 602-946-1811
 EESCO Systems Inc., Los Angeles, CA 213-666-9601
 Pappas Consulting, Menlo Park, CA 415-324-4325
 Chuck Olson Assoc., Renton, WA 206-271-5416
 Kaltec Communications, North Vancouver, BC 604-987-1597
 More Technologies Inc., Los Angeles, CA 213-474-4211
 Audio Marketing Assoc., Brecksville, OH 216-526-2426
 Starlin Marketing, Chesterton, IN 219-929-4127
 MJA Marketing, St. Charles, MO 314-447-7111
 Graham Davis Inc., Dallas, TX 214-357-7677
PRODUCTS: audio level, boardroom, EQ/ remote, remote monitoring

LynTec

7030 Grandview
 Merriam, KS 66204
 (913) 722-4047 **FAX:** (913) 432-4157
Owner: Lynn Potter
 Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: audio level

Moseley Associates, Inc.

111 Castilian Drive
 Santa Barbara, CA 93117
 (805) 968-9621 **FAX:** (805) 685-9638
President: Douglas Hogg; **Vice President:** Jamal Hamdani
 Chuck Olson Assoc., Renton, WA 206-271-5416

OXMOOR CORP.

2111 Parkway Office Circle
 Birmingham, AL 35244
 (205) 985-7040 **FAX:** (205) 985-9966
President: Lynn A. McCroskey; **Vice President/Manager:** Gary L. West; **National Sales Manager:** Richard C. Mitchell; **Sales Associate:** Nick Alsmiller; **Production Manager:** Jim Watson;
Director of Engineering: Gene Elghmy
 John B. Anthony Company, Stamford, CT 212-585-2027
 ASR, Fallston, MD 301-893-0001
 Audio Resources, Westmont, IL 708-655-1180
 Dimension IX Marketing, Lewisville, TX 214-436-3706
 Evans Sales and Marketing, Nashville, TN 615-297-7997
 Loomis and Associates, Fremont, CA 415-683-0883
 Lopnow and Associates, Issaquah, WA 206-392-3936
 R.J. Throckmorton Sales Co., Ballwin, MO 314-227-7222
 Repworks, Chicopee, MA 413-553-0845
PRODUCTS: audio level, boardroom, EQ/ remote, remote monitoring

Protech Audio Corporation

Flowerfield Bldg. 1
 St. James, NY 11780
 (516) 584-5855 **FAX:** (516) 584-5904
Director of Marketing: Bill Murphy; **Sales Engineering:** Joseph Giambone
 Peregrine Southwest Reps, Houston, TX 713-589-8481
 First Choice Marketing, Seattle, WA 206-524-7344
 Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: audio level, remote monitoring

S.E.M. Co.

#17-636 Clyde Ave.
 W. Vancouver, BC V7T 1E1
 (604) 922-0526 **FAX:** (604) 922-0526
President: Elk Ebert; **Vice President:** Anne Moretti
 Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: audio level, DTMF, EQ/ remote

SONANCE

961 Calle Negocio
 San Clemente, CA 92672
 (714) 492-7777 (800) 582-7777 **FAX:** (714) 361-2705
President: Scott Struthers; **Vice President:** Geoff Spencer; **Sales Manager:** Dave Donald; **International Sales Manager:** Mark Cichowski; **Public Relations Director:** Mitch Simon; **Dir. Sls Trn. & Mkt. Research:** Kevin Leja
 Morris Talt and Assoc., Los Angeles, CA 213-877-4424
 Bach Sales, New York, NY 212-727-0404
 Tandem Marketing, Chicago, IL 708-605-1960
 Dobbs Stanford, Dallas, TX 214-358-0800
 Balaton Marketing, Washington DC, 202-471-1764
 MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: hardwired

Soundstream Technologies

120 Blue Ravine Road
 Folsom, CA 95630
 (916) 351-1288 **FAX:** (916) 351-0414
President: Donna Haas; **Managing Director:** Lee Adams; **Director of Engineering:** Wade Stewart;
Ntl. Sales Mgr., Home Audio: Scott McAllister;
Sales Engineer, Home Audio: Andrew Murray
 John W. Steinberg Company, Encino, CA 818-705-7772
 Moskau & Associates, Dallas, TX 214-821-4280

Creative Marketing Associates, Nashville, TN 615-831-9690
 On Line Marketing, Wadsworth, OH 216-336-7504
 Sound Marketing, Palos Hills, IL 708-598-6888
 Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: A/V, wireless

Teatronics/Lighting Innovations

3100 McMillan Rd.
 San Luis Obispo, CA 93401
 (805) 544-3555 **FAX:** (805) 544-3703
 Camden Marketing, Pierre Fonds, QU 514-683-3377

TSI (Tamco Systems Inc.)

393 Jericho Turnpike
 Mineola, NY 11501
 (516) 294-5390 (800) 628-2084 **FAX:** (516) 294-5008
CEO: Mario Maltese; **President:** Garani Srinivasan; **President (Spec. Prod. Div.):** Richard Stillwell; **Sales Coordinator:** Denise Matejka;
Marketing Manager: Karen Pepe
 JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: A/V, boardroom, custom, hardwired

Video Link

12950 Bradley Avenue
 Sylmar, CA 91342
 (818) 362-0353 (800) 843-5465 **FAX:** (818) 362-9506
President: Herb Seymour; **V.P. Sales and Marketing:** Bill Cawfield; **Sales Manager:** Larry W. Schatz; **Asst. Sales Manager:** Marguerita Kiser
 J.B. Parent, Dublin, OH 614-764-0064
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201-843-6115
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914-31734
PRODUCTS: annunciator, audio, visual

Alpha Communications

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LSM Associates, Phelps, NY 315-548-4891
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 Manager, MIDI: Jane Smith; Product Manager,
 Graphics: Farhad Nouri; Sales Representative:
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 PRODUCTS: CAD software, graphics plotting,
 sound system design

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 PRODUCTS: sound system design

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 Plus Four Marketing, Walnut Creek, CA
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 North Shore Marketing, Seattle, WA 206-284-9699
 Island Instruments, Kaneohe, HI 808-235-7544
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Operations: Dave Hill
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Silver Spring, MD 20906
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Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: bid software, business software,
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Dimension/ Point IX, Lewisville, TX 214-436-3706
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407-352-0458
Audesco Electronics Ltee, Montreal, QC
514-931-5888
Gerr Electro Acoustics Ltd., Toronto, ON
416-868-0527
Gustafson Sales Company, Red Wing, MN
612-388-4277
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Scientific Design Software

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National Sales Manager: Bud Waters; Eastern
Sales Manager: Tony Satariano; Western Sales
Manager: Jeff Garstick; OEM Sales Manager:
Larry Damato
Preclde, Morbio Inferiore, Switzerland,
914-31734
PRODUCTS: central, loudspeakers, noise
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Service Manager: Cliff Carlson
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Edwards Company, Inc., Livonia, MI 313-458-7777

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Multi-Technical Reps., Brainerd, MN 218-828-9483
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Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: noise generators, programmable

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Loppnow and Associates, Issaquah, WA
206-392-3936
R.J. Throckmorton Sales Co., Ballwin, MO
314-227-7222
Repworks, Chicopee, MA 413-553-0845
PRODUCTS: graphic equalizers, programmable

Paso Sound Products, Inc.

14 First Street
Pelham, NY 10803
(914) 738-4800 (800) 231-3034 FAX: (914) 738-3954
Executive Vice President: Paul Mastrangelo;
Product Manager: Ken O'Brien; Credit Manager:
Marilyn Beckerson; Operations Manager:
Anthony Squeglla
Anderson Sales, Braintree, MA 617-848-9194
Jack Mesnick Sales, Liverpool, NY 315-622-3211
Palmer Associates, Fairfield, NJ 201-882-1266

Weller Electronic Sales, Inc., Worthington, OH
614-885-7819
Lienau Associates, Columbia, MD 301-621-4113
MJA Marketing, St. Charles, MO 314-447-7111
Northland Assoc., Moorehead, MN 218-233-4616
Allwest Sound & Communication, Camarillo, CA
805-388-7745
Dimension Pt. IX Marketing, Katy, TX 713-578-9277
Mountain Representatives, Denver, CO
303-333-7745
Miguel Lopez, Hialeah, FL 305-822-6853
Paco Electronics, Ltd., Markham, ON 416-475-0740
Robert Milk Co., Southfield, MI 313-354-3310
Marketline Inc., Snellville, GA 404-972-9048
Hawkins-Frederickson Assoc., Maitland, FL
407-831-2474
Lintern Associates, Naperville, IL 708-904-1225
Robert Milk Co., Indianapolis, IN 317-842-3400
PRODUCTS: graphic equalizers, loudspeakers

PEAVEY ELECTRONICS CORP.

711 A Street
P.O. Box 2898
Meridian, MS 39301
(601) 483-5365 FAX: (601) 484-4278
CEO: Hartley Peavey; President: Mella Peavey
Dimension/ Point IX, Lewisville, TX 214-436-3706
PRODUCTS: graphic equalizers, processors,
programmable

Sabine Musical Mfg. Co., Inc.

4637 N.W. 6th Street
Gainesville, FL 32609
(904) 371-3829 (800) 626-7394 FAX: (904) 371-7441
President/C.E.O.: Doran Oster; Sales & Marketing
Director: John M. Annin; Sales & Customer
Service: Neil Rapaport
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: processors

SonoMask Systems, Inc.

1130 Route 22 West
P.O. Box 1070
Mountainside, NJ 07092
(201) 232-7000 FAX: (201) 232-7991
Karp Communications, Tampa, FL 813-968-7098

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1342 S.E. 46th Lane
Cape Coral, FL 33904
(813) 549-6010
Owner: Uolevi L. Lahti; Marketing: Anita P.
Zuefle; Field Service: U. Lahti, Jr.; Security: K.
Lahti
AKU Lahti Industries, Whitmore Lake, MI
313-426-4292
JTL Industries, Pleasanton, CA 415-462-4230
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Chuck McGregor- Product Const, Morris Plains, NJ 201-829-7047
John Murray-Eng.Snd. Mktg. Dev, Springfield, OH 513-324-1993
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775
Robert Slaughter-Cntrl Div Mgr, Houston, TX 713-460-3678
Pete Newmark-West Regional Mgr., Mesa, AZ 602-981-0050
Walter Best, Eastern Reg. Mgr., Sussex, NJ 201-702-0068
PRODUCTS: central, graphic equalizers, processors



AMX Corporation

12056 Forestgate Drive
Dallas, TX 75243
(214) 644-3048 (800) 222-0193 FAX: (214) 907-2055
President: Scott Miller; Vice President of Sales: William V. Anderson; Executive Vice President: Art Chace; International Sales Manager: Ken Sclater; Director of Marketing: Eric Johansen
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Visitech Marketing Assoc., Elburn, IL 708-365-9600
KBZ Communications, Furlong, PA 215-348-9481
Westech Marketing, Culver City, CA 213-870-9286
Total Marketing, Ft. Worth, TX 817-560-3970
Karp Communications, Tampa, FL 813-960-7667
Richard Krudop, Andalusia, AL 205-222-8950
Pancor Marketing, Lynnwood, WA 206-771-6016
PRODUCTS: microprocessor

ATI-Audio Technologies Inc.

328 W. Maple Avenue
Horsham, PA 19044
(215) 443-0330 FAX: (215) 443-0394
President: Samuel B. Wenzel; Vice President: Edward M. Mullin
PRODUCTS: microphone specific

AUDIO-TECHNICA U.S., INC.

1221 Commerce Drive
Stow, OH 44224
(216) 686-2600 FAX: (216) 688-0719
Vice President, Marketing: Ken Reichel; National Marketing Manager: Earl "Buzz" Goodwin; National Sales Manager: Garry Elliott; Inside Sales: Tony O'Keefe; Sales Coordinator: Kim Wallace
Nova Marketing, San Francisco, CA 415-952-0943
PRODUCTS: automixing, microphone specific, microprocessor, telephone interface

Colorado Video

P.O. Box 928
Boulder, CO 80306
(303) 530-9580

Crestron Electronics, Inc.

101 Broadway
Cresskill, NJ 07626
(201) 894-0660 (800) 237-2041 FAX: (201) 894-1192
Sales & Marketing Manager: Randy Klein
Robert Christopher Sales, New Milford, NJ 201-261-5560
Robert Christopher Sales, Whitefish Bay, WI 414-332-6555
RSI, Irving, TX 214-256-4551
Loomis & Associates, Fremont, CA 415-683-0883
Presentation Resources, Inc., Maudlin, SC 803-288-8840
Taub Sales, Silver Springs, MD 301-662-9100
PRODUCTS: microprocessor

Dan Dugan Sound Design

290 Napoleon St.
San Francisco, CA 94124
(415) 821-9776 FAX: (415) 826-7699
Proprietor: Dan Dugan
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: automixing

Eby Co.

2751 Southampton Rd.
Philadelphia, PA 19154
(215) 969-4200

EDCOR ELECTRONICS

7130 National Parks Hwy
P.O. Box 5098
Carlsbad, NM 88220
(505) 887-6790 (800) 854-0259 FAX: (505) 887-6880
Sales: P. Weston; Engineering: Brian Weston
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: automixing, manual, microphone specific

ESE

142 Sierra Street
El Segundo, CA 90245
(213) 322-2136 FAX: (213) 322-8127
President: Jerry Johnson; Vice President/Sales Manager: Bob Mayers; Marketing Manager: Brian Way; General Manager: Bill Kaiser
Cambridge Marketing, Westerville, OH 614-363-9191

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244 Bergen Boulevard
West Paterson, NJ 07424
(201) 785-4347 (800) 332-3771 FAX: (201) 785-3318
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Sigmet Corporation, Valley Forge, PA 215-783-6666
Peregrine Southwest, Houston, TX 713-589-8481
Henry W. Phillips Inc., Roswell, GA 404-992-3070
Piper and Givan Associates, Needham, MA 617-449-1144
Design Factors, Hacienda Hts., CA 213-697-7576
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: microphone specific, telephone interface

Gentner Communications Corporation

1825 Research Way
Salt Lake City, UT 84119
(801) 975-7200 FAX: (801) 977-0087
Manager, Teleconferencing: Dan Marchetto;
Asst. Sales Mgr., Teleconf.: Cory Guttu;
International Sales Manager: Elaine Jones; Pro Audio Sales: Dave Pedersen; Director of Marketing: Dave Finley
Greg Dzubay & Assoc., Glendale, AZ 800-999-0006
PRODUCTS: automixing, manual, microphone specific, microprocessor, telephone interface

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Darmstedter Associates, Baldwinsville, NY 315-638-1261
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Bencsik Associates, Ocala, FL 904-732-9775
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Monford Electronics Marketing, Indianapolis, IN 317-872-8877
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Torbett/Kelser Group, Loveland, CO 303-669-1008
Plus Four Marketing, Walnut Creek, CA 415-937-0650
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Island Instruments, Kaneohe, HI 808-235-7544
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Oklahoma City, OK 73124-4031 (800) 553-8252
FAX: (405) 324-5217
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ADCOM, Toronto, ON 416-251-3355
PRODUCTS: microprocessor

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Audio Marketing Assoc., Brecksville, OH 216-526-2426
StarIn Marketing, Chesterton, IN 219-929-4127
MJA Marketing, St. Charles, MO 314-447-7111
Graham Davis Inc., Dallas, TX 214-357-7677
PRODUCTS: automixing

Marcom (The Scotts Valley Grp.) Inc

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Scotts Valley, CA 95066
(408) 438-4273 FAX: (408) 438-6617
President: Martin Jackson; Vice-President: Shirley Jackson; Sales Specialist: Ted Tripp
Engineer: Brant Herrett
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: automixing, manual, microphone specific, microprocessor, telephone interface

Meridian Communications

P.O. Box 97
Alameda, CA 94501
(415) 769-1515 FAX: (415) 523-6296
President: Shel Gunther
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: manual

Orchard Communications

101 N. Plains Industrial Road
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(203) 284-1680 (800) 523-7893 FAX: (203) 269-2964
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ASR, Fallston, MD 301-893-0001
Audio Resources, Westmont, IL 708-655-1180
Dimension IX Marketing, Lewisville, TX 214-436-3706
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Loomis and Associates, Fremont, CA 415-683-0883
Loppnow and Associates, Issaquah, WA 206-392-3936
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Repworks, Chicopee, MA 413-553-0845
PRODUCTS: automixing

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Camden Marketing, Pierre Fonds, QU 514-683-3377

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Cambridge Marketing, Westerville, OH 614-363-9191

Sony Corp./Business & Pro. Aud. Grp

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Montvale, NJ 07645-1735
(201) 930-1000
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Matt Robertson, Western Dist., 213-469-9084
Audio Etc., St. Peters, MO 314-278-4130

Sound Control Technologies, Inc.

28 Knight St.
Norwalk, CT 06851
(203) 854-5701 FAX: (203) 854-5702
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Powerlines Marketing, Chicago, IL 708-864-1147
Franklin Communications, Philadelphia, PA 215-643-2808
KB2 Communications, New York, NY 215-348-9481
Visitec Marketing, Minneapolis, MN 612-925-2691
Total Marketing, Fort Worth, TX 817-560-3970
Karp Communications, Tampa, FL 813-968-7098
Richard Krupop, Andalusia, AL 205-222-8950
PRODUCTS: microprocessor, telephone interface

Studer Revox America, Inc.

1425 Elm Hill Pike
Nashville, TN 37210
(615) 254-5651 FAX: (615) 256-7619
President: Tore Nordahl; Executive Vice President: Bill Muggler; Director, Professional Prods: David Bowman; Director of Tech. Operations: Jim Kurowski; Dir. of Tech. and Mktg. Svcs: Doug Beard
Studer Revox America, New York, NY 212-255-4462
Studer Revox America, Los Angeles, CA 818-780-4234
Studer Revox Canada Ltd., Toronto, CA 416-510-1347
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: telephone interface

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925 Tonne Rd.
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(708) 228-5444
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Camden Marketing, Pierre Fonds, QU 514-683-3377

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Audio Bliz, Mundellen, IL 708-949-0280

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(516) 294-5390 (800) 628-2084 FAX: (516) 294-5008
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JMS Marketing, Austin, TX 512-266-1113
PRODUCTS: telephone interface

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7630 Quincy St.
Willowbrook, IL 60521 (800) 323-6883

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Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: analog multimeters, bench-top instrumentation, digital multimeters, digital storage oscilloscopes, hand-held instruments, oscilloscopes

ACO Pacific, Inc.

2604 Read Ave.
Belmont, CA 94002
(415) 595-8588 FAX: (415) 591-2891
President: Noland Lewis
Davis Engineering, Indianapolis, IN 317-299-9655
WestTech, Seattle, WA 206-271-5490
PRODUCTS: bench-top instrumentation, noise & vibration analyzers, precision amplifiers, sound intensity measurement equipment & microphones, SPL meters, transducers

Acoustilog, Inc.

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New York, NY 10013
(212) 925-1365
Sales Manager: Greg Guarino
PRODUCTS: RT60 meters

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1694 Calle Zocalo
Thousand Oaks, CA 91360
(805) 529-2496
J.B. Parent, Dublin, OH 614-764-0064

Amber Electro Design, div. Coreco

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St. Laurent, QU H4T 1V8
(514) 333-8748 (800) 361-4914 FAX: (514) 333-1388
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Creative Marketing Assoc. Ltd., Columbia, MD 301-880-4161
Data Marketing Associates, Dallas, TX 214-661-0300
Pat Jenks Associates, Beverly, MA 508-921-4600
Scientific Devices West, Huntington Bch., CA 714-840-3501
Southern Marketing Associates, Longwood, FL 407-682-7317
Doug Warren, Newport News, VA 804-930-3217

Amprobe Instrument

630 Merrick Rd.
P.O. Box 329, Lynbrook, NY 11563
(516) 593-5600 FAX: (516) 593-5683
Vice President, Sales: D. Ladd; Vice President, Production: J. Perilli; Marketing Manager: C. Dengler; Advertising Manager: R. Christopher; Application Engineer: M. Hendrickson
Atlas Electronics, Toronto, ON 416-789-7761
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: analog multimeters, cable testers, digital multimeters, electronic tools, hand-held instruments, metering systems, transducers

Ariel Corp.

433 River Rd.
Highland Park, NJ 08904
(908) 249-2900 FAX: (908) 249-2123
President: Anthony Agnello; Product Manager: Fred Ridder
Precide, Morbio Inferiore, Switzerland, 914-31734

Audio Control Industrial

22313 70th Avenue West
Mountlake Terr., WA 98043
(206) 775-8461 FAX: (206) 778-3166
Sales Manager: Rick Chinn; President: Tom Walker; Export Sales: Ron Haverkamp
PRODUCTS: CD test disks, function generators, realtime analyzers

Audio Precision

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Beaverton, OR 97075
(503) 627-0832 (800) 231-7350 FAX: (503) 641-8900
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Douglas Ordon and Company, Inc, Chicago, IL 312-889-5532
Martech Sales Company, Scotts Valley, CA 408-439-9672
Spectra Sales, Richardson, TX 214-234-3600
Elmark, Huntington Val., PA 215-947-0750
Shea Sales, Maplewood, NJ 201-762-2382
Parsons Audio, Wellesley Hills, MA 617-431-8708
Southeastern Design & Consulting, Nashville, TN 615-883-7375
PRODUCTS: audio tape diagnostics, distortion analyzers, DSP hardware, DSP software, dual-channel spectrum analyzers, FFT-spectrum analyzers, FM stereo testing, frequency-domain acquisition/analysis, MTS test equipment, PC systems, software

AVNC/Instrument Div.

250 Shagbark Dr., RD #1
Cheswick, PA 15024
(412) 265-4444
J.B. Parent, Dublin, OH 614-764-0064

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28111 Ave. Stanford, Valencia, CA 91355
 (805) 257-4853 (800) 345-1256 FAX: (805) 257-4853
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 Manufacturing/Product Sales: Ramon Patron; Purchasing: Dana Kelly; Systems Engineer: Kevin Bohn
 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: metering systems, oscilloscopes

B & K Precision

6470 West Cortland St, Chicago, IL 60635
 (312) 889-1448 FAX: (312) 794-9740
 President, B & K Precision: Bob Tyler; President, International Div: Joe Jaboszewski; Director of Sales: Richard Polak; Director of Marketing: John Kong; Vice President, Int'l: Gerry Zigman; Manager, Mkt'g Comm.: Gregg Elmore
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 Erickson Sales Inc., Dallas, TX 214-739-2329
 Bralnard-Nielsen Marketing Inc, Arlington Hts., IL 708-437-6438
 Electra-Tech, Edgewood, MD 301-676-2254
 Champion Electronic Sales, Medford, NJ 609-983-0707
 Audio Etc., St. Peters, MO 314-278-4130
 PRODUCTS: analog multimeters, bench-top instrumentation, digital multimeters, digital storage oscilloscopes, FFT-spectrum analyzers, function generators, hand-held instruments, oscilloscopes, video test signal generators

Beckman Industrial Corporation

3883 Ruffin Road, San Diego, CA 92123-1898
 (619) 495-3200 (800) 854-2708 FAX: (619) 268-0172
 President: Robert Buchanan; Vice President Marketing: James Bordin; Director of Sales: Michael Latham; Customer Service Manager: Don Borawski; Credit Supervisor: Rae Aldridge
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 Neil Christensen, Reg Sales Mgr., LaHabra, CA 213-690-4383
 Steve Arnold, Reg. Sales Mgr., Toledo, OH 419-535-3875
 Larry Bines, Reg. Sales Mgr., Dallas, TX 214-392-2958
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: digital multimeters

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2589 Richmond Terrace
 Staten Island, NY 10303
 (718) 442-0223 FAX: (718) 442-1451
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 Precide, Morbio Inferiore, Switzerland, 914-31734
 PRODUCTS: cable testers, hand-held instruments, lineman's test sets, mic cable testers, oscilloscopes, tool kits, video test signal generators, waveform recorders

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791 Rt. 10
 Randolph, NJ 07869
 (201) 584-1077
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 Bruel & Kjaer, Orange, CA 714-978-8066
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 Nova Marketing, San Francisco, CA 415-952-0943

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 (714) 921-1800 (800) 854-8075 FAX: (714) 921-2799
 President: Fred Alexander; Vice President: Ken Alexander; General Manager: Steve Kennedy; Director of Advertising: Mark Paulsen
 Audio Etc., St. Peters, MO 314-278-4130

Celestial Software

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 Berkeley, CA 94710
 (415) 420-0300

CG Instruments

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 Dayton, OH 45459
 (513) 434-6952 FAX: (513) 434-7643

Chadwick Helmuth

4601 N. Arden Dr.
 El Monte, CA 91731
 (818) 575-6161

Computational Systems

835 Innovation Dr., Ste. 110
 Knoxville, TN 37932
 (615) 675-2110 FAX: (615) 675-3110

Contact East, Inc.

335 Willow Street
 No. Andover, MA 01845
 (508) 682-2000 (800) 225-5370 FAX: (508) 688-7829
 Customer Service Manager: Jayne Handscom; Sales Manager: Dick Sullivan; Marketing & Media: Mary Lou Adamowski
 Contact East Inc., Wallingford, CT 203-265-9333
 Edwards Company, Inc., Livonia, MI 313-458-7777
 PRODUCTS: analog multimeters, bench-top instrumentation, cable testers, data acquisition, digital multimeters, digital storage oscilloscopes, dual-channel spectrum analyzers, electronic tools, function generators, hand-held instruments, lineman's test sets, logic analyzers, metering systems, oscilloscopes, RF signal generators, tool kits

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 (408) 738-3744 FAX: (408) 749-8172

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 Taub Sales, Silver Springs, MD 301-662-9100

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 Winfield Scott & Assoc, Grapevine, TX 303-582-3433
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 PRODUCTS: metering systems, sound intensity measurement equipment & microphones, waveform recorders

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 Sterling, VA 22170
 (703) 430-2761 FAX: (703) 430-0765
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 PRODUCTS: FFT-spectrum analyzers, PC systems, software, RT60 meters, speech transmission analysis/Intelligibility, SPL meters, transducers

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 Sales Administrator: Susan Stewart
 John Anthony, Stamford, CT 203-322-9202
 PRODUCTS: DSP software, frequency-domain acquisition/analysis, PC systems, software

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 Pro Musica, Keene, NH 603-352-4831
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Multi-Technical Reps., Brainerd, MN 218-828-9483

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tool kits

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416-890-7600
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Stephen P. Crump; Director of Engineering: Bill
Harbeson; Controller: George Zolnowski

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Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: cable testers, electronic tools, hand-held instruments, tool kits

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Director of Marketing: John Carey
Audio Etc., St. Peters, MO 314-278-4130
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Product Market Manager: J. Fisher
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: analog multimeters, bench-top instrumentation, cable testers, digital multimeters, digital storage oscilloscopes, distortion analyzers, FM stereo testing, function generators, hand-held instruments, logic analyzers, metering systems, MTS test equipment, oscilloscopes, RF signal generators, vector scopes, video test signal generators, waveform recorders

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T.C. Marketing, Reseda, CA 818-776-8120
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Chief Purchasing Agent: G. Miller; Assistant Purchasing Agent: A. Wizenbag
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Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: bench-top instrumentation, hand-held instruments

R.C. Electronics, Inc.

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Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: data acquisition, digital storage oscilloscopes, dual-channel spectrum analyzers, FFT-spectrum analyzers, filter sets, frequency-domain acquisition/analysis, function generators, realtime analyzers, waveform recorders

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Camden Marketing, Pierre Fonds, QU 514-683-3377

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PRODUCTS: cable testers, electronic tools, hand-held instruments, lineman's test sets

Rockland Scientific Corp.

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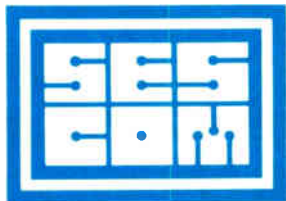
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PRODUCTS: bench-top instrumentation, cable
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Manager: Albert C. Zang Jr.
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: bench-top instrumentation

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Funke and Associates, Campbell, CA 408-866-0648
Hartman and Associates, W. Chicago, IL
708-231-5915

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 PRODUCTS: audio tape diagnostics, hand-held
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 Manager: Bruce Majer
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 PRODUCTS: data acquisition, dual-channel
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 frequency-domain acquisition/analysis, noise &
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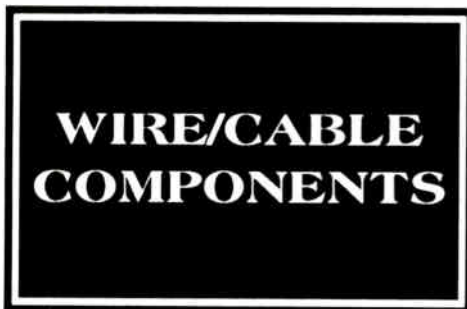
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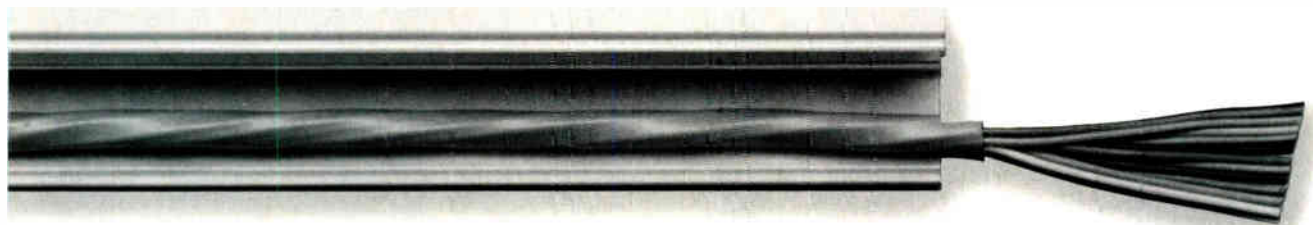
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Sunrise Sales Company, LaMolle, IL 815-638-2660

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P.O. Box 77394, San Francisco, CA 94107
(415) 543-0170 FAX: (415) 777-9868
Owner: Michael Paul Fennell
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: accessories

Shogyo International Corp.

287 Northern Boulevard
Great Neck, NY 11021
(516) 466-0911 FAX: (516) 466-0922
President: Mark A. Rubin; Vice President:
Howard Rubin
Karp Communications, Tampa, FL 813-968-7098
PRODUCTS: accessories, adapters, alarm, audio,
computer cable & peripherals, connectors, fuses
and holders, jacks, plugs, shielded, specials,
switches, telecommunications, terminals,
transformers

Signal Cable Company

2500 Commonwealth
N. Chicago, IL 60064
(708) 689-9090 (800) 323-9355 FAX: (708) 689-1192
V.P. General Manager: Kerry Glicker; General
Sales Manager: Steven Vivacue; Customer
Service: Ray Deeter; Customer Service: Lynn
Pack
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: alarm, computer cable & peripherals,
control, plenum cable, security, shielded, solid,
specials, stranded, telecommunications, video

SoilCo/mec

75 Locust Street, Hartford, CT 06114
(203) 527-3092 FAX: (203) 527-6047
Director of Marketing: Larry Rutherford; Sales
Engineer: Jackie Saunders
Wes-Garde Components Group, Hartford, CT
203-527-7705
Wes-Garde Components Group, Lakeland, FL
813-644-7564
Wes-Garde Components Group, Van Nuys, CA
818-786-3724
Wes-Garde Components Group, Dallas, TX
214-357-1768
Wes-Garde Components Group, Carol Stream, IL
708-653-1460
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: switches

SONANCE

961 Calle Negocio
San Clemente, CA 92672
(714) 492-7777 (800) 582-7777 FAX: (714) 361-2705
President: Scott Struthers; Vice President:
Geoff Spencer; Sales Manager: Dave Donald;
International Sales Manager: Mark Cichowski;
Public Relations Director: Mitch Simon; Dir. Sls
Trn. & Mkt. Research: Kevin Leja
Morris Tait and Assoc., Los Angeles, CA
213-877-4424
Bach Sales, New York, NY 212-727-0404
Tandem Marketing, Chicago, IL 708-605-1960
Dobbs Stanford, Dallas, TX 214-358-0800
Balaton Marketing, Washington DC,
202-471-1764
MJA Marketing, St. Charles, MO 314-447-7111
PRODUCTS: accessories, audio, connectors, jacks,
video

Sound Quest

2600 Commonwealth
P.O. Box 940, North Chicago, IL 60064
(708) 473-1200 (800) 457-4579 FAX: (708) 473-2436
President: Jay Lovett; Operations Mgr./ Sales
Mgr.: Jack Geary; Controller: Mike Lundy;
Product Specialist: Eric Kernodle
Lark & Associates, New York, NY 914-353-0180
Pro Marketing, Chicago, IL 708-887-1866
dB South, Atlanta, GA 404-474-4020
Candoza & Co., Pleasanton, CA 415-484-8444
Apex Performance Marketing, Redondo Beach,
CA 213-376-5560
Karp Communications, Tampa, FL 813-968-7098

Soundstream Technologies

120 Blue Ravine Road
Folsom, CA 95630
(916) 351-1288 FAX: (916) 351-0414
President: Donna Haas; Managing Director: Lee Adams; Director of Engineering: Wade Stewart; Ntl. Sales Mgr., Home Audio: Scott McAllister; Sales Engineer, Home Audio: Andrew Murray
John W. Steinberg Company, Encino, CA 818-705-7772
Moskau & Associates, Dallas, TX 214-821-4280
Creative Marketing Associates, Nashville, TN 615-831-9690
On Line Marketing, Wadsworth, OH 216-336-7504
Sound Marketing, Palos Hills, IL 708-598-6888
Cambridge Marketing, Westerville, OH 614-363-9191
PRODUCTS: accessories, adapters, audio, fuses and holders, low-capacitance, plenum cable, shielded, video

Stancor Div. White-Rodgers

131 Godfrey St.
Logansport, IN 46947
(219) 753-7521 FAX: (219) 722-5189
Technical Service Manager: Richard Noel;
Product Manager: Stephanie Starbuck
Camden Marketing, Pierre Fonds, QU 514-683-3377
PRODUCTS: transformers

Standard Wire & Cable Co.

1959 East Cashdan St.
Rancho Dominguez, CA 90220
(213) 609-1811 (800) 326-0006 FAX: (213) 609-1862
President: Russ Skrabie; Vice President

Operations: Jerry Gaither; Regional Sales Manager: Dan Varvals; International Sales Mgr.: Jim Bonnet; National Sales Support Mgr.: Bob Wilson; Controller: Joyce Lambdin
Standard Wire & Cable Co., Phoenix, AZ 602-269-2501
Standard Wire & Cable Co., Concord, CA 415-674-0138
Standard Wire & Cable Co., San Diego, CA 619-281-4397
Sound Sales, Inc., Columbia, MD 301-964-1170
PRODUCTS: computer cable & peripherals, conduits, control, data, fiber optics, plenum cable, pre-wired systems, raceways, security, shielded, solid, specials, stranded

Switchcraft, Inc. Components Div.

5555 N. Elston Ave., Chicago, IL 60630
(312) 792-2700 FAX: (312) 792-2129
Vice Pres./General Manager: Keith A. Bandolik;
Dir. Marketing and Sales: William M. Pagett; Dir. Engineering: Tim O'Meara; Mgr. Marketing Comm.: Herbert C. Klapp
Sunrise Sales Company, LaMotte, IL 815-638-2660
PRODUCTS: accessories, adapters, audio, computer cable & peripherals, connectors, jacks, panels, plugs, XLR connectors

Tag-It Division, Peter Mangone, Inc.

12687 W. Cedar Dr. #100, Lakewood, CO 80228
(303) 986-5447 (800) 338-2448 FAX: (303) 989-1207
Sales Associate: Millie Stekete
JMS Marketing, Austin, TX 512-266-1113

Tappan Wire & Cable

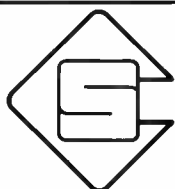
256 Oak Tree Rd.
Tappan, NY 10983
(914) 359-9300 (800) 247-9099 FAX: (914) 359-9369
President: Sidney Grant; Vice President: Michael Ressa; Inside Sales Manager: Darren Krych;
Inside Sales: Dianna Lopez
JMS Marketing, Austin, TX 512-266-1113

TEI Electronics Inc.

570 W. 18 St.
P.O. Box 246
Hialeah, FL 33011
(305) 888-3980 (800) 327-8811 FAX: (305) 885-4950
President: Danny Alonso; Vice President: Mireya A. Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras;
Sales: Orlando Pineda; Sales: Jose Hurcades
Audio Biz, Mundell, IL 708-949-0280
PRODUCTS: accessories, adapters, alarm, audio, connectors, fuses and holders, jacks, plugs, switches, telecommunications, terminals, video, XLR connectors

Teledyne Thermatics

P.O. Box 909
Elm City, NC 27822
(919) 236-4311 FAX: (919) 236-3613
President: Roy Inscore; Vice President of Technology: Bill Strickland; Vice President, Engineering: Bruce Pike; Vice President of Mfg.: Lawson Maddox; Marketing Manager: Carole A. Mulkey; Product Manager: Jay Morris
Ed Howell, Whittier, CA 213-945-1581
Paul Caruso, Branford, CT 203-483-9030



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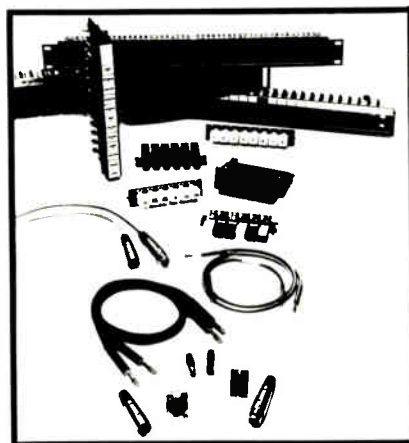
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 Technology: Bill Strickland; Vice President,
 Engineering: Bruce Pike; Vice President of Mfg.:
 Lawson Maddox; Marketing Manager: Carrole A.
 Mulkey; Product Manager: Jay Morris
 Ed Howell, Whittier, CA 213-945-1581
 Paul Caruso, Branford, CT 203-483-9030
 Ben Jeffery, Lilburn, GA 404-923-4197
 Joe Sullivan, Batavia, IL 708-406-9776
 Mike Cannon, Wilson, NC 919-237-9473
 JMS Marketing, Austin, TX 512-266-1113
 PRODUCTS: alarm, audio, plenum cable, security,
 shielded, solid, specials, stranded,
 telecommunications

TeleMatic

108-02 Otis Ave., Corona, NY 11368
 (718) 271-5200 FAX: (718) 271-5738
 President: Ben Frankenstein
 Camden Marketing, Pierre Fonds, QU 514-683-3377
 PRODUCTS: specials

TMB ASSOC.

3416 W. Burbank Blvd., Burbank, CA 91505
 (818) 842-9652 FAX: (818) 842-1064
 Camden Marketing, Pierre Fonds, QU 514-683-3377

Trompeter Electronics

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 P.O. Box 5069, Westlake Vlg., CA 91362-4047
 (818) 707-2020 FAX: (818) 706-1040
 Vice President, Sales & Mktg: Ray Calvin;
 Advertising: Ray Uwate
 L & M Associates, Elmwood Park, NJ 201-797-0441
 Knight Company, Los Angeles, CA 213-670-2833
 Currie, Peak & Frazier, Orlando, FL 407-855-0843
 Interconnect Sales Group, Santa Clara, CA 408-
 980-1166
 Sectronics, Landover, MD 301-341-2700
 Camden Marketing, Pierre Fonds, QU 514-683-3377
 PRODUCTS: accessories, adapters, audio,
 connectors, jacks, panels, plenum cable, plugs,
 shielded, solid, stranded, telecommunications,
 video

Trouper Industries, Ltd.

20960 Brant Avenue
 Carson, CA 90810
 (213) 639-8281 FAX: (213) 639-8284
 President: Andrew Martin; Vice President:
 Cynthia Claypool
 Sound Sales, Inc., Columbia, MD 301-964-1170
 PRODUCTS: accessories

USD Products

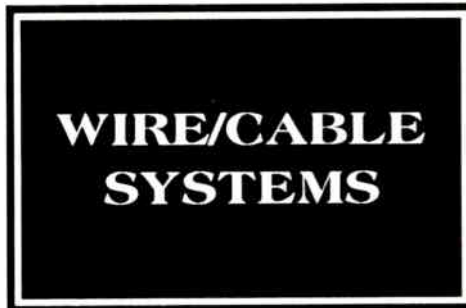
7300 W. Wilson
 Chicago, IL 60656
 (708) 867-4600 FAX: (708) 867-2211
 General Manager: H. Ray Ege; National Sales
 Manager: Christopher Osmun; Marketing
 Manager: John E. Grimm; Customer Service
 Supv.: Pamela Masiana; Engineering Manager:
 Larry Happ
 Western Automation, Laguna Hills, CA 714-859-
 6988
 Tech-tron Sales, Schaumburg, IL 708-843-7530
 CFE/Gray Associates, Kenil, NJ 201-927-6662
 Marty Flynn Associates, Chelmsford, MA
 508-649-3086
 O'Donnell Assoc. North, San Jose, CA 408-432-1940
 T.C. Marketing, Reseda, CA 818-776-8120
 PRODUCTS: connectors, fuses and holders,
 plugs, terminals

Wesflex

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 (415) 233-6670

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 Vice President Sales: Louis V. Valente; Regional
 Sales Manager: Daniel J. Hastings; Regional Sales
 Manager: Richard Tovornik; Regional Sales
 Manager: Robert Bruno
 Jim Miles, Dallas, TX
 Allen McAllister, Chino, CA
 MJA Marketing, St. Charles, MO 314-447-7111
 PRODUCTS: fiber optics, low-capacitance,
 plenum cable, security, shielded, stranded, video

**ADC Telecommunications**

4900 W. 78th St.
 Minneapolis, MN 55435 (800) 726-4266
 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: fiber optics, snakes, fiber optic,
 video

Alpha Wire Corp.

711 Lidgerwood Ave.
 Elizabeth, NJ 07207
 (908) 925-8000 (800) 52ALPHA FAX: (908) 925-
 7429
 President: Grant McLennan; CEO: Phillip R.
 Cowen; Vice President Sales: Linda Smith; Vice
 President Marketing: Larry Myers
 J.B. Parent, Dublin, OH 614-764-0064

Atlas Wire & Cable

133 S. Van Norman Rd.
 Montebello, CA 90640
 (213) 723-2401
 J.B. Parent, Dublin, OH 614-764-0064

AUDIO-TECHNICA U.S., INC.

1221 Commerce Drive
 Stow, OH 44224
 (216) 686-2600 FAX: (216) 688-0719
 Vice President, Marketing: Ken Reichel; National
 Marketing Manager: Earl "Buzz" Goodwin;
 National Sales Manager: Garry Elliott; Inside
 Sales: Tony O'Keefe; Sales Coordinator: Kim
 Wallace
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: audio, microphone cable snakes,
 MIDI, speaker

Bi-Tronics, Inc.

76 Main Street, P.O. Box 125, Tuckahoe, NY 10707
 (914) 961-2004 (800) 666-0996 FAX: (914) 961-4244
 President: J. Schwartz; Engineering Sales
 Manager: Ron Huppert; Sales Administrator: C.
 Vlafore
 J.B. Parent, Dublin, OH 614-764-0064
 PRODUCTS: audio, cable reels, custom, data,
 fiber optics, instrument, microphone cable
 snakes, MIDI, multi-pair, multi-pin disconnect,
 panels, snakes, digital, snakes, fiber optic,
 speaker, splitting, stageboxes, video

BJM Electronics Ltd.

2589 Richmond Terrace, Staten Island, NY 10303
 (718) 442-0223 FAX: (718) 442-1451
 President: Robert Manzo; Sales Manager: Jeff
 Salitel; Purchasing: Jason Manzo
 Preclde, Morbio Inferiore, Switzerland, 914-31734
 PRODUCTS: audio, cable reels, data, instrument,
 microphone cable snakes, multi-pair, panels,
 splitting, stageboxes, video

Black Audio Devices

P.O. Box 106, Ventura, CA 93002
 (805) 653-5557
 President: Bruce Black
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: audio

Brim Electronics

P.O. Box 336 S, Fair Lawn, NJ 07410
 (201) 796-2886 FAX: (201) 778-2792
 President: B. Danzinger; Sales Manager: B. Brown
 G H Assoc., Stow, MA 508-897-3534
 Boerger Assoc., Mpls., MN 612-560-3435
 Mactronix, Pheonix, AZ 602-998-1848
 Roburn Agencies, Yonkers, NY 914-968-1016
 Nova Marketing, San Francisco, CA 415-952-0943
 PRODUCTS: audio, custom, data, microphone
 cable snakes, multi-pair, speaker

Cabletronix

366 Washington St., Newburgh, NY 12550
 (914) 565-7570 FAX: (914) 564-5332

**Canare**

511 5th Street #G
 San Fernando, CA 91340
 (818) 365-2446 FAX: (818) 365-0479
 General Manager: Barry Brenner
 Edwards Company, Inc., Livonia, MI 313-458-7777
 PRODUCTS: audio, cable reels, instrument,
 microphone cable snakes, multi-pair, multi-pin
 disconnect, panels, snakes, digital, speaker,
 stageboxes, video

Chester Cable

15 Oakland Ave.
 Chester, NY 10918
 (914) 469-2141 FAX: (914) 469-2141

CLARITY

1111 Industry Avenue, S.E., Roanoke, VA 24013
(703) 982-7003 (800) 962-6009 FAX: (703) 982-7032
President: John W. Mason; Sales Coordinator:
Linda T. Bishop; Product Manager: John D. Spencer
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M.I.N.K. Associates, Overland Park, KS 913-341-2112
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Holland Marketing, Bloomington, MN 612-881-8425
Adams & Associates, Greensboro, NC 919-272-6838
Reptronics Inc., New Madison, OH 800-888-0530
Dick Belew Sales, Dallas, TX 214-644-7881
PRODUCTS: audio

Connectronics Corp.

300 Long Beach Blvd., Stratford, CT 06497
(203) 375-5577 (800) 322-2537 FAX: (203) 375-5811
President: Richard Chivers
New Horizons, Chicago, IL 708-234-6500
Pacific Audio Group, Los Angeles, CA 213-719-1383
Marcon, Dallas, TX 214-869-0669
Hudson Marketing, New York, NY 516-625-0002
North Coast Marketing, Erie, PA 814-465-6435
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: audio, cable reels, custom, data,
instrument, microphone cable snakes, MIDI,
multi-pair, panels, speaker, splitting, stageboxes,
video

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26113 S. Ridgeland Ave, P.O. Box 268,
Monee, IL 60449
(708) 534-0390 (800) 323-7671 FAX: (708) 534-0398
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Spalla; General Manager: Janet Jares;
Operations Manager: Deborah Hawtree; Sales:
Ed Knecht; Sales: Sally Artman
Gary Castelluccio & Assoc., Clifton, NJ 800-888-1899
AMH Sales, Inc., Torrance, CA 213-373-2034
RS Enterprises, Redmond, WA 206-883-1482
Midwest Audio Marketing, Crete, IL 708-672-3056
AMH Sales, Northglenn, CO 303-465-5967
C.L. Pugh & Associates, Cleveland, OH 216-238-1777
PRODUCTS: audio, custom, data, fiber optics,
instrument, microphone cable snakes, MIDI,
multi-pair, multi-pin disconnect, panels, snakes,
digital, snakes, fiber optic, speaker, splitting,
stageboxes, video

Consolidated Elec. Wire & Cable

11044 King Street, Franklin Park, IL 60131-1412
(708) 455-8830 FAX: (708) 455-8979
President: Tom Mann; Vice President: Karl
Rankin; Sales Operations Manager: Steve Boynton
Edwards Company, Inc., Livonia, MI 313-458-7777
PRODUCTS: audio, custom, data, instrument,
microphone cable snakes, MIDI, multi-pair, multi-
pin disconnect, panels, snakes, digital, speaker

Daburn Electronics and Cable Corp.

224 Pegasus Ave.
Northvale, NJ 07647
Edwards Company, Inc., Livonia, MI 313-458-7777

Dekoron Div. Of Furon Co.

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Aurora, OH 44202
(216) 562-9111 (800) 562-5151 FAX: (216) 562-5717
Director of Sales/Marketing: Don Goodrich;
Product Manager: Jack Brouhard; Customer
Service Manager: Jackie Amato
Edwards Company, Inc., Livonia, MI 313-458-7777

Delta Wire/Cable

2550 Communwealth
P.O. Box 833
North Chicago, IL 60064
(708) 473-4990 FAX: (708) 473-2425
President: Matt Coleman; Sales Manager: Perry
Stein
Edwards Company, Inc., Livonia, MI 313-458-7777

Developmental Technologies Grp. Inc

31139 Via Collinas #205
Westlake VIII., CA 91362
(818) 706-3338
John Anthony, Stamford, CT 203-322-9202

Fiber Optek

232 New Hackensack Rd.
Wappingers Fls., NY 12590
(914) 462-6356 FAX: (914) 462-1780
President: Michael S. Pascazi; Vice President:
Frank P. Zarzcks

Fiber Options

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Bohemia, NY 11716
(516) 567-8320 (800) 342-3748 FAX: (516) 567-8322
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Vice President: Jack Fitzsimmons; Sales
Manager: Rita Edrich
F.M. Valenti, Nahant, MA 617-592-5300
Thaw Sales & Marketing, So. Plainfield, NJ 201-
757-8150
Intermountain Marketing, Castle Rock, CO 303-
688-5507
Marketing Specialists, Simi Valley, CA 805-582-
0666
Universal Technologies S.A., Waure, Belgium,
321-0-242520
PRODUCTS: fiber optics

Fotec, Inc.

529 Main St.
P.O. Box 246
Boston, MA 02129-0998
(617) 241-7810 (800) 537-8254 FAX: (617) 241-8616
Sales Manager: William B. Pierce; Marketing
Manager: Roland S. Hadley; Vice President,
Engineering: George Shinopoulos; President:
James E. Hayes
PRODUCTS: fiber optics

GEPCO INTERNATIONAL INC.

2225 West Hubbard
Chicago, IL 60612
(312) 733-9555 (800) 966-0069 FAX: (312) 733-6416
President: Gary R. Geppert; Chief Financial
Officer: David B. Mecklenburger; Assistant to the
President: Larry Smith, Sr.; Sales Manager: Larry
Smith, Jr.
Gepeco International Inc., Ocala, FL 904-368-1032
John Anthony, Stamford, CT 203-322-9202
PRODUCTS: audio, cable reels, custom, data,
fiber optics, instrument, microphone cable
snakes, MIDI, multi-pair, multi-pin disconnect,
panels, snakes, digital, speaker, splitting,
stageboxes, video

Hi Lo Fabrication & Manufacturing

P.O. Box 509 / CR 1105
Rio Vista, TX 76093
(817) 373-2247
President: Cecil Caro; Production Engineer:
Cecil Caro; Vice President, Sales: Bridget Caro
ADCOM, Toronto, ON 416-251-3355
PRODUCTS: cable reels, custom, speaker,
stageboxes

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Jack W. Tucker; Chief Engineer: Eric Simonson
Multi-Technical Reps., Brainerd, MN 218-828-9483
PRODUCTS: audio, speaker

LEE DAN COMMUNICATIONS, INC.

155 Adams Avenue
Hauppauge, NY 11788-3699
(516) 231-1414 (800) 533-3261 FAX: (516) 231-1498
President: Leon Goldberg; Vice President
Operations: Lawrence J. Goldberg; V.P. Finance &
Administration: David H. Goldberg; Senior
Technician: Sanford Hoffman; Office Manager:
Rita Kaplan; Sr. Sales/Service Associate: Susan
Leon
C.L. Pugh & Associates, Cleveland, OH
216-238-1777
PRODUCTS: audio, microphone cable snakes,
multi-pair, speaker, video

Lester Audio Laboratories

1111 W. Mockingbird La. #1342
Dallas, TX 75247
(214) 637-9311 FAX: (214) 637-9314
President: Laszlo Olah; VP of Administration:
Jennings Woodard; V.P. of Manufacturing:
Daniel Alvarado; Executive Assistant: Magdi
Takacs
Plarmec, U.K., 025-272-1236
Ace Music, 407-629-2288
Dobbs-Stanford, TX 214-358-0800
Bencsik & Associates, FL 904-732-9775
High Tech Audio, CA 415-726-2428
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: snakes, digital, snakes, fiber optic

Math Associates, Inc.

2200 Shames Drive
Westbury, NY 11590
(516) 334-6800 FAX: (516) 334-6473
President: Ellen Math; Chairman of Board/Tech.
Dir.: Irwin Math; Vice President: Martin Rein;
Director of Mktg. and Sales: James Treuhaff
Sel-Tronics, Inc. - Gary Brown, Landover, MD
301-341-2700
Light Brigade - Larry Johnson, Renton, WA
206-277-1240
Al Barshop, Inc., Davie, FL 305-680-8366
Seevid, Inc., Huntington Beach, CA 714-898-6100
Crockett Sales Co., Dallas, TX 214-250-3377
Jim Burger, Philadelphia, PA 203-297-7160
PRODUCTS: fiber optics

Meridian Technologies, Inc.

80 Mott Avenue
Inwood, NY 11696
(516) 371-9300 FAX: (516) 371-9301
President: Robert Klein; Director of
Engineering: Jack Krol
Doug Warren, Newport News, VA 804-930-3217
PRODUCTS: audio, custom, data, fiber optics,
instrument, snakes, fiber optic, video

Middle Atlantic Products

8 North Corporate Dr.
P.O. Box 29
Riverdale, NJ 07457
(201) 839-1011 FAX: (201) 839-1976
President: Bob Schluter; National Sales Mgr.:
Eric Demarest; National Director Operations:
Scott Mathews; Office Manager: Rosemarie
Curti; West Coast Operations Mgr.: Sean Freida
Middle Atlantic Rack Distr., Haskell, NJ
201-839-2714
Middle Atlantic Western Distr., Moorepark, CA
805-529-6104
Audio Etc., St. Peters, MO 314-278-4130
PRODUCTS: panels

Monster Cable

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