

Billboard

1966-67 INTERNATIONAL

BUYER'S GUIDE

OF THE MUSIC-RECORD INDUSTRY



Market Data Report

U.S. and International
Record Manufacturers

Independent Record Producers

Music Publishers

Rack Jobbers

Distributors

One Stops

Importers & Exporters

Jacket and
Label Manufacturers

Tape and Record Licensors

Music Licensing Organizations

Pressing Plants

Promotion & Publicity

Recording Studios

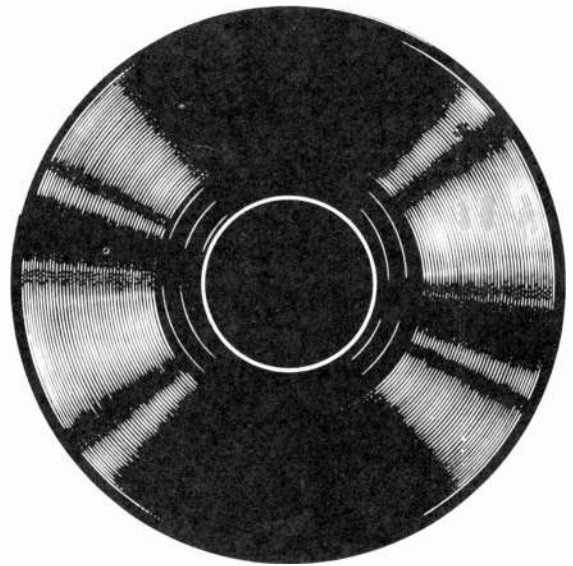
Studio Equipment

TAPE SECTION

Including tape CARtridge
and reel-to-reel breakdowns

Phonograph Manufacturers

International Market Report



about records



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CAN BE GREAT



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good a reputation
as **EMI** has all over
the world)



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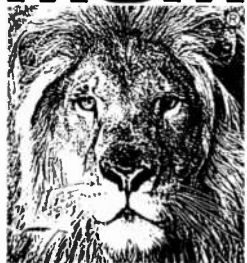
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CAPTAIN BEEFHEART & HIS MAGIC BAND
THE GRADS
THE ROGER NICHOLS TRIO
LA BERT ELLIS
GIL GARFIELD
CAPTAIN ZOOM DANTE
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THE WOODEN NICKLES
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WHO MAKE



The Biggest Little Catalog

MGM



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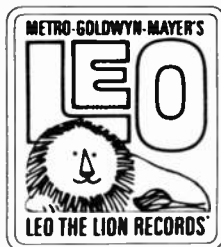
VERVE
FOLKWAYS



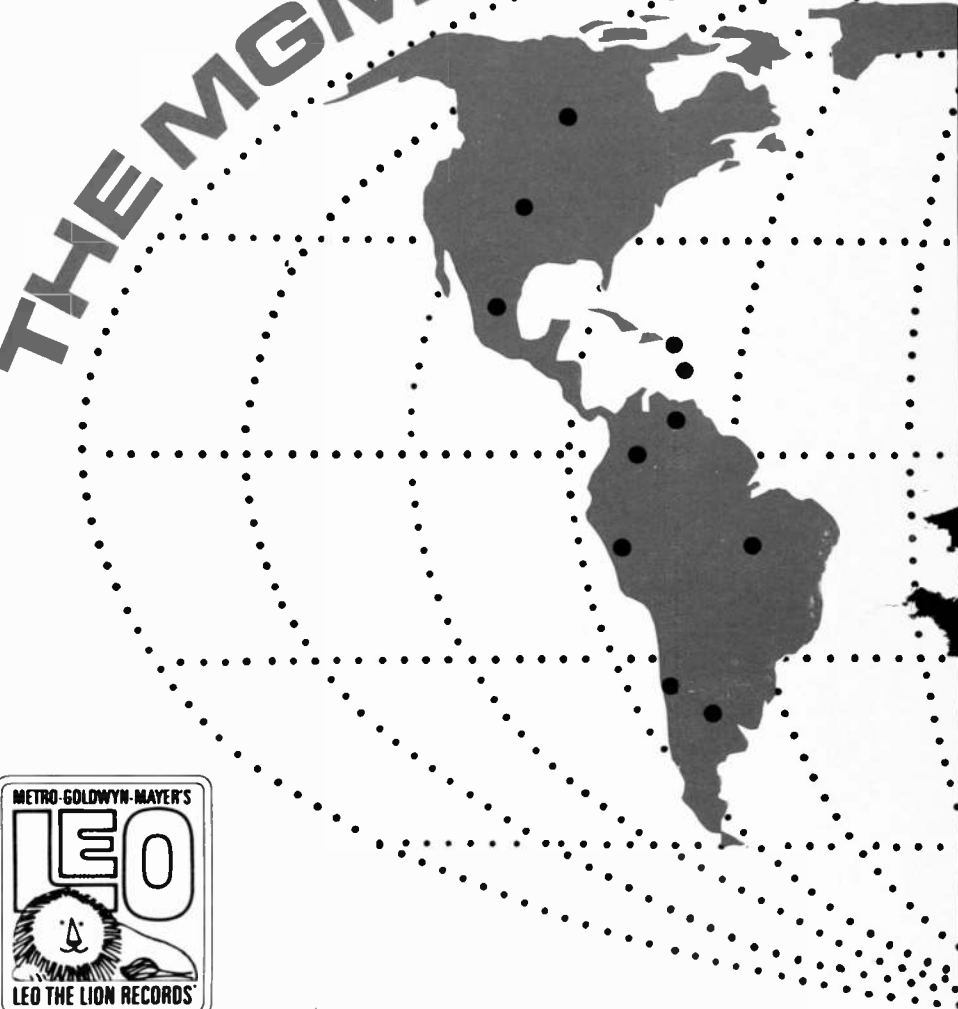
metro



RECORDS

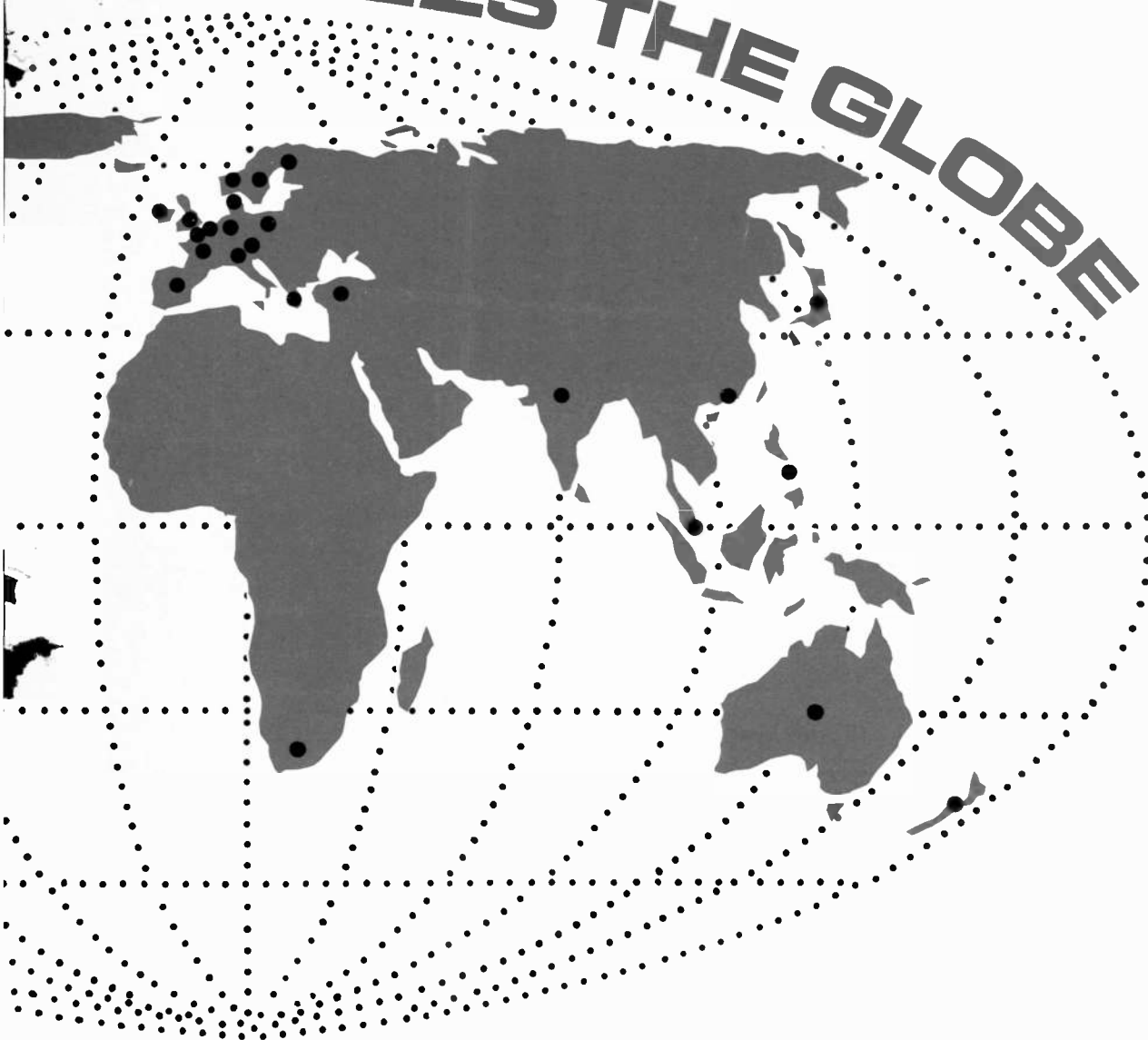


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Editorial Office

165 W. 46th St., New York, N. Y. 10036
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Editor-in-Chief Lee Zhito
Editors Paul Ackerman,
Aaron Sternfield

Department Editors, New York
Music Editor Paul Ackerman
Associate Editor Mike Gross
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Department Editors

Audio, Coin Machines Editor
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Coin Machine Adv., Chicago
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Classified Ads, Chicago

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Circulation Sales, New York

Circulation Manager Milton Gorbulew

Subscription Fulfillment

Send Form 3579 to
2160 Patterson St., Cincinnati, O. 45214
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph
Area Code 312, CE 6-9818

Hollywood, Cal. 90069, 9000 Sunset Blvd
Area Code 213, 273-1555

Nashville, Tenn. 37219, 226 Capital Blvd
Area Code 615, 244-1836

Washington, D. C. 20005,
733 15th St., N.W.
Woodward Bldg., Rm. 533
Area Code 202, 393-2580

International Office

European Office Andre de Vekey, Dir
European Editor Don Wedge
15 Hanover Square, London W.1
HYde Park 3659
Cable: Billboard London

SALES INTERNATIONAL

Canada

Kit Morgan, 22 Tichester Rd., Apt. 107,
Toronto 10

Italy

Germano Ruscelitto, Via Padova 154
Milano, Italy
Sam'l Steinman, Piazza S. Anselmo 1,
Rome, Italy

Japan

Kanjil Suzuki/Japan Trade Service, Ltd.,
2-1-408, 3 Chome Otsuka, Bunkyo-ku,
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MORE HITS...



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RECORDS**

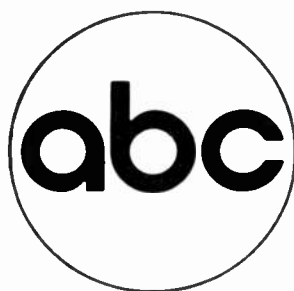
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MORE OFTEN!!



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The Sounds That Sell Around The World



RECORDS

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A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.

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Market Data Report

Record Boom Continues Unabated

RETAIL record sales in 1965, aided by the booming economy and the removal of the federal excise tax, hit an all-time high of \$789,000,000, an increase of nearly 14 per cent over the previous year.

Gains were scored in all outlet categories, with the greatest percentage increase (21.5) in rack jobbing operations. Rack jobbers are now responsible for 37.3 per cent of the dollar volume, topped only by stores with 42.9 per cent. Part of the increase in rack sales can be explained by the growth in the economy, but racks are also stocking in greater depth than ever before, and hence they're selling a wider variety of product.

While retail stores increased their total sales from \$321,000,000 to \$346,000,000, their share of market dropped from 46.3 per cent to 43.9 per cent. The momma and papa outlets continue to decline in numbers, and the new breed of record retailer is aggressive, knowledgeable and expansion minded. Many record shops are opening branches, increasing their purchasing power, using the latest inventory control methods, and, in effect, operating as chain stores.

The retrenchment and reorganization of 1964 seems to have paid off for record clubs and mail order operations in 1965. Sales jumped from \$92,000,000 to \$110-

000,000, with sales increases in existing companies, and with new clubs and mail order houses entering the field.

While the number of album releases declined slightly, album sales jumped from \$515,000,000 to \$598,000,000, an increase of 16.1 per cent.

Singles releases increased from 6,504 to 7,116, but the sales increase was only 8 per cent—from \$175,000,000 to \$189,000,000. In 1965, the albums had a 75.8 per cent share of market, with singles accounting for 24 per cent. The balance, .2 per cent of the market, is EP's.

The increase in album sales is accounted partially for by the growing number of multiple-record sets, particularly in operas.

Phonograph sales continue to rise—5,800,000 sets were sold in 1965, and the projected 1966 figure is 6,100,000 sets.

Stereo phonograph sales were 3,600,000 for the third straight year, and early reports indicate a slight increase for 1966.

The radio picture continues bright. An estimated 242,000,000 sets were in use last year, with some 4,039 AM radio stations and 1,408 FM outlets. Television sets in use rose from 69,000,000 to an estimated 72,000,000.

RECORDS RELEASED—1955 THRU 1965

SINGLES

Singles	Year	Annual % Change
4,542	1955	—
4,451	1956	-2%
4,649	1957	+4%
4,576	1958	-2%
5,812	1959	+27%
5,797	1960	-0.3%
6,036	1961	+4%
6,700	1962	+11%
6,543	1963	-2%
6,504	1964	-0.6%
7,116	1965	+9%

LP's

LP's	Year	Annual % Change
1,615	1955	—
2,500	1956	+55%
3,000	1957	+20%
3,471	1958	+16%
3,480	1959	+0.3%
3,112	1960	-11%
2,927	1961	-6%
3,655	1962	+25%
3,686	1963	+1%
3,553	1964	-4%
3,546	1965	-0.2%

Market Data Report

TOTAL DOLLAR SALES—by Type of Outlet

(reported in millions of dollars at retail selling price)

Type of Outlet	1961	1962	1963	1964	1965	Change	1965 Share of Market
STORES	305	319	307	321	346	up 7.8%	43.9%
RACKS	147	197	214	242	294	up 21.5%	37.3%
JUKE BOXES	35	35	42	38	39	up 2.6%	4.9%
CLUBS & MAIL ORDER	100	100	95	92	110	up 19.6%	13.9%
TOTAL INDUSTRY	587	651	658	693	789	up 13.9%	100.0%

TOTAL UNIT SALES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	Change	1965 Share of Market
STORES	160	171	164	170	185	up 8.8%	40.4%
RACKS	100	136	143	159	191	up 20.1%	37.8%
JUKE BOXES	50	49	60	54	55	up 1.9%	12.8%
CLUBS & MAIL ORDER	45	45	41	38	46	up 21.1%	9.0%
TOTAL INDUSTRY	355	401	408	421	477	up 13.3%	100.0%

UNIT SALES OF LP's—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	Change	1965 Share of Market
STORES	68	70	66	68	76	up 11.8%	33.3%
RACKS	60	76	79	86	106	up 23.3%	46.5%
CLUBS & MAIL ORDER	45	45	41	38	46	up 21.1%	20.2%
TOTAL INDUSTRY	173	191	186	192	228	up 18.8%	100.0%

Note: Above table does not include EP unit sales, which amounted to 2.3 million in 1964 and 1.5 million in 1965.

DOLLAR SALES—by Type of Record

(reported in millions of dollars)

Type of Record	1961	1962	1963	1964	1965	Change	1965 Share of Market
LP'S	441	486	485	515	598	up 16.1%	75.8%
SINGLES	141	161	170	175	189	up 8.0%	24.0%
EP'S	5	4	3	3	2	down 33.3%	0.2%
TOTAL INDUSTRY	587	651	658	693	789	up 13.9%	100.0%

UNIT SALES OF SINGLES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1961	1962	1963	1964	1965	Change	1965 Share of Market
STORES	92	101	98	101	108	up 6.9%	43.7%
RACKS	40	60	64	71	84	up 18.3%	43.0%
JUKE BOXES	50	49	60	54	55	up 1.9%	22.3%
TOTAL INDUSTRY	182	210	222	226	247	up 9.3%	100.0%

Note: Above table does not include EP unit sales, which amounted to 2.3 million in 1964 and 1.5 million in 1965.

UNIT SALES BY TYPE OF RECORD

Type of Record	Total Industry 1965 vs. 1964		Retail Stores 1965 vs. 1964		Rack Jobbers 1965 vs. 1964	
SINGLES	52.0%	54.1%	58.7%	59.8%	44.2%	45.2%
LP'S	48.0%	45.9%	41.3%	40.2%	55.8%	54.8%
	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

Market Data Report

HISTORICAL NOTES:

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

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

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

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

1891—Berliner first records on discs.

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

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

1902—Columbia and Victor share disc recording patents.

1903—Royalty system first used to compensate recording artists.

1912—Industry abandons cylinder recordings.

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

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

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

1930—Depression causes second general record industry decline.

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

1934—American Decca Record Company organized.

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

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

1952—Record Industry Assoc. of America organized.

1954—Rock & Roll becomes popular.

1955—Columbia Record Club established.

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

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

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

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

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

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

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

1965—U.S. Excise Tax on records rescinded.

1966—Breakthrough of tape CARtridge, with the nation's three major automobile manufacturers promoting tape units in new cars.

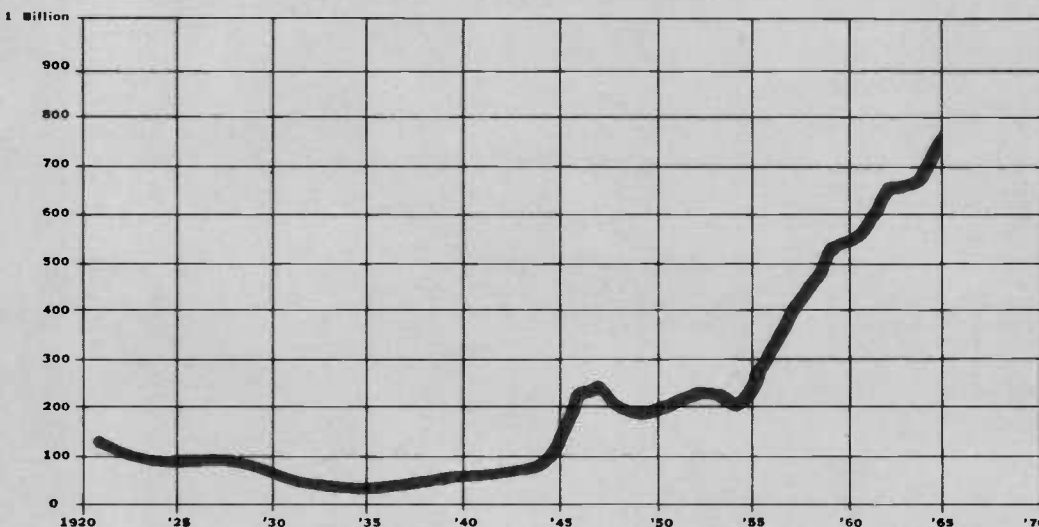
U. S. RECORD SALES 1921 — 1965

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

YEAR	SALES IN MILLIONS OF DOLLARS	YEARLY PERCENT CHANGE
1921	\$106	— %
1922	92	-13.2%
1923	79	-14.1%
1924	68	-13.9%
1925	59	-13.2%
1926	70	+18.6%
1927	70	
1928	73	+4.3%
1929	75	+2.7%
1930	46	-38.7%
1931	18	-60.9%
1932	11	-38.9%
1933	6	-45.5%
1934	7	+16.7%
1935	9	+28.6%
1936	11	+22.2%
1937	13	+18.2%
1938	26	+100%
1939	44	+69.2%
1940	48	+9.1%
1941	51	+6.3%
1942	55	+7.8%
1943	66	+20%
1944	66	
1945	109	+65.2%
1946	218	+100%
1947	224	+2.8%
1948	189	-15.6%
1949	173	-8.5%
1950	189	+9.2%
1951	196	+3.7%
1952	208	+6.1%
1953	210	+1%
1954	199	-5.2%
1955	250	+25.6%
1956	336	+34.4%
1957	405	+20.5%
1958	445	+9.9%
1959	518	+16.4%
1960	521	+6%
1961	587	+12.7%
1962	651	+10.9%
1963	658	+1.1%
1964	693	+5.3%
1965	789	+13.9%

1970 (estimated)
1.2 BILLION DOLLARS

(Dollars) U. S. RECORD SALES 1921 — 1965



PHONOGRAPH SALES

	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966 (est.)	
TOTAL UNITS SOLD (millions)	→	—	—	1.3	1.6	2.7	3.0	4.1	4.9	4.1	4.6	4.6	4.0	4.8	5.0	5.2	5.8	6.1
					+69%	+11%	+37%	+20%					+20%	+4%	+4%	+12%	+5%	
STEREO UNITS SOLD (millions)	→	—	—	—	—	—	—	—	1.2	2.7	3.4	2.9	3.5	3.6	3.6	3.6	3.7	
STEREO % OF ALL SALES	→	—	—	—	—	—	—	—	30%	62%	74%	73%	72%	71%	70%	62%	61%	

RADIO SETS IN USE (including autos)

	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965 (est.)	
(millions)	→	96	105	111	118	121	124	135	143	146	156	168	184	200	214	228	242

TELEVISION SETS IN USE

	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965 (est.)	
(millions)	→	10	16	21	27	33	37	43	47	51	54	57	60	63	66	69	72

RADIO STATIONS IN THE U.S.

		1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965 (est.)
AM STATIONS	→	2,669	2,824	3,008	3,195	3,326	3,398	3,539	3,693	3,810	3,937	4,009	4,039
FM STATIONS	→	552	540	530	537	578	688	815	960	1,081	1,146	1,270	1,408
FM-STEREO STATIONS	→	—	—	—	—	—	—	—	57	181	203	308	350



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U.S. Record Manufacturers

A

- A A**, 250 W. 57 St., New York, N. Y. Tel.: (212) 765-3350. Pres.: A. Massler; VP: A. Shimkin; VP Sales & Mktg.: S. Raiken. Labels: AA, Golden.
- A A A (Tri-A)**, 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel.: (213) HO 9-5591. Pres.: George Jay.
- A B C**, 1330 Ave. of the Americas, New York, N. Y. 10019. Tel.: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; Exec. VP & Int'l: Harry Levine; A&R Dir.: Bob Thiele; VP Sales & Promo.: Howard Stark; Sales Mgr.: Bud Katzel; Pub. & Adv. Dir.: Rick Ward; Promo. Dir.: Mike Becce.
- Branches:** Beverly Hills, Calif., 449 S. Beverly Dr. Tel.: (213) CR 8-1130. VPs: Jay Lasker & Lou Adler.—Chicago, Ill., 1303 S. Michigan Ave. Tel.: (312) 427-3035. Midwest A&R Dir.: Johnny Pate.—Nashville, Tenn., 905 16 Ave. S. Tel.: (615) 256-5694. South A&R Dir.: Fred Carter.
- Labels: (owned) ABC, Impulse, Command, Grand Award, Westminster, Music Guild, Dunhill, Whitehall, (distributed) Jerden, Tangerine, Boom, Oliver, Simon Says, 20th Century-Fox, Movie-tone.
- Int'l representatives:** Argentina (Famous), Australia (Festival), Belgium (Anvers Radio), Bolivia (Philips), Canada (Sparton), Costa Rica (Indica), Denmark (I. S. Dansk), England (EMI), France (Sofrason), Germany (Philips), Holland (Artone), Hong Kong (Festival), Israel (Hed Arzi), Italy (La Voce Del Padrone), Jamaica (Paradisc), Japan (King), Lebanon (Philips), Mexico (Gamma), Peru (El Virrey), Philippines (Mareco), South Africa (Teal), Spain (Hispanvox), Sweden (Karussell), Uruguay (Philips), Venezuela (El Palacio de la Musica), Yugoslavia (Radio Television Belgrad). (SEE ADVERTISEMENT)
- A B S** (see Dover, New Orleans).
- A & M**, 8255 Sunset Blvd., Suite 201, Hollywood, Calif. 90046. Tel.: (213) 656-5330. Pres.: Jerry Moss; VP: Herb Alpert; Prod'r: Tom LiPuma; Nat'l Sales Mgr.: Bob Fead; Nat'l Promo.: Don Graham; Int'l & Gen. Mgr.: Gil Friesen. **Branch:** Philadelphia, Pa.: Bill Mulhearn, 47 St. & City Line. Labels: Almo, Omen.
- Int'l representatives:** Central & South America (Transglobal, New York), Europe & Japan (London Records, New York).
- A P I**, 2991 Ingleddale Terr., Los Angeles, Calif. 90039. Tel.: (213) 662-3656. A&R Prod'n Dir.: Brian Ross.
- A R A**, 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel.: (602) 277-4723. Pres.: Bill Thorne; VP & Gen. Mgr.: Floyd M. Ramsey; A&R: Floyd Ramsey, Waylon Jennings, Don Owens, Jim Music. Labels: ARA, Ramco, Republic.
- A S A** (see Met Richmond Latin Rec. Sales).
- Aardvark Ent's.**, 609 Fifth Ave., New York, N. Y. 10022. Tel.: (212) PL 9-5324. Pres.: Mrs. Ramona Crehan. Labels: Aardvark, Piccolo.
- Abbey**, 160 Passaic Ave., Kearny, N. J. Tel.: (201) 998-8181. N. Y. C. Tel.: (212) LW 4-0891. Gen. Mgr.: Henry S. Rosenberg. Label: Connoisseur.
- Abel (see Laurie).
- Abnak Music Ent's.**, 1630 Life Bldg., Oallas, Tex. 75202. Tel.: (214) RI 2-7040, 6428. Pres.: John H. Abdnor. Labels: Abnak, Britania, Jetstar, Startime.
- Abundant Sounds** (see Fred Miles Presents).
- Academic Rec'g Institute**, 4727 Oakshire, No. 1, Houston, Tex. 77027. Tel.: (713) MO 6-5266. Pres.: Mack G. Reed.
- Academy**, 157 W. 57 St., New York, N. Y. 10019. Tel.: (212) LT 1-7490. Owners: A. Levington & J. Gibbs (distributed by Amy-Mala-Bell).
- Accent**, 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel.: (213) 469-1621. Pres.: Scott Seely (distributed by GNP Crescendo).
- Achilleian** (see Zaraks).
- Action**, P. O. Box 5, Youngstown, Ohio. Tel.: (216) 746-8464. Pres.: Terry Grimm.
- Acurela** (see Epstein Ent's.).
- Adaire**, 1036 Red Bird Rd., Augusta, Ga. 30904. Tel.: (404) 736-3154. Owner: Blanche C. Carter. Labels: Adaire, Cantor, Margo.
- Adco**, 7527 Juler Ave., Cincinnati, Ohio 45243. Tel.: (513) 561-7818. Pres.: Jack Adkins.
- Admiral** (see Amy-Mala-Bell).
- Adrian Assocs.**, 6660 Biscayne Blvd., Miami, Fla. 33138. Tel.: (305) 757-1626. Pres.: Michael Adrian.
- Branch:** New York, N. Y., 130 W. 42 St., New York, N. Y. 10036. Tel.: (212) PE 6-0936. (SEE ADVERTISEMENT)
- Advance**, 6376 Yucca St., Hollywood, Calif. 90028. Tel.: (213) HO 3-2151 & 465-6258. Owner: Tim Gayle.
- Adventure** (see Amy-Mala-Bell).
- Aeolian-Skinner**, 549 E. Fourth St., Boston, Mass. 02127. Tel.: (617) AN 8-2232.
- Aesop's Label**, 9358 James Ave. S., Minneapolis, Minn. 55431. Tel.: (612) 888-4459. Owner: Harley Toberman.
- Aetna** (div. of Shreve-Nash Ent's.), P. O. Box 105, 1842 Line Ave., Shreveport, La. Tel.: (318) 422-7376. Gen. Mgr.: Dick Martin.
- Air**, P. O. Box 833, Riverside Sta., Miami, Fla. 33135. Pres.: Jack A. Curry.
- Alear**, 420 20 St., West Point, Va. Tel.: 240 (no direct dial). Pres.: Dean Greer.
- Alector**, 367 W. 34 St., New York, N. Y. 10001. Tel.: (212) LO 3-2831. Pres.: Ted Starke.
- Alegre** (see Roullette).
- Alert** (see Atco).
- Allagash**, P. O. Box 1181, Bangor, Me. 04401. Tel.: (207) 942-9637. Pres.: Daniel B. Fulkerson.
- Allan**, P. O. Box 940, Indianapolis, Ind. 46206. M'g'g Dir.: Jerry Duane Allan.
- Allandale**, 3635 Allandale, Memphis, Tenn. 38111. Tel.: (901) 324-4640. Pres. A&R & Adv.: Style Wooten; VP: Thomas Grissom; Sales, Mktg. & Promo.: Dennis Turnipseed; Pub.: Melba Knoblock.
- Allegro**, P. O. Box 11371, Los Angeles, Calif. 90011. Tel.: (213) FA 1-5654. Pres.: Dunlap J. Cawthron.
- Allegro** (see Pickwick Int'l).
- Alley**, 213 E. Monroe, Jonesboro, Ark. Tel.: (501) WE 5-2161. Pres.: Joe Lee.
- Allied**, 2437 E. 57 St., Los Angeles, Calif. 90058. Tel.: (213) 582-0841. Cable: Allrecord. Pres.: Daken K. Brodhead; VP: John F. Wegner.
- Alma**, Brooklyn, N. Y. (see Met Richmond Latin Rec. Sales).
- Alma**, 18108 Parthenia St., Northridge, Calif. 91326. Tel.: (213) DI 5-2400. Pres.: Hugh S. Edwards. Labels: Alma, Christian Faith.
- Almanac**, P. O. Box 7532, Houston, Tex. 77007. Talent Dir.: Mack McCormick; Sales Dir.: J. D. Horn.
- Al-Matt** (see Alta).
- Almo** (see A&M)
- Aloha** (see Trend).
- Alon**, 4318 MacArthur Blvd., New Orleans, La. 70114. Tel.: (504) 367-3104. Pres.: Joseph Banashak.
- Alpha** (see Don-El).
- Alshire Presents** (see Budget Sound).
- Alta**, 508 S. Main St., Altus, Okla. Tel.: (405) HU 2-6275. Cable: ALRECO. Pres.: Don R. Booker; VP A&R, Pub. & Adv.: Robert Jeter; Promo.: Bill Grubbs.
- Branch:** West Covina, Calif.: 1142 Azusa Ave. Tel.: (213) 966-5184. Cable: WEALRECO. Rep.: James Lopina. Labels: Alta, Al-Matt, Kingdom.
- Alte Werke** (see London).
- Alto** (see Atlas).
- Alvera**, P. O. Box 9304, Tulsa Okla. 74107. Tel.: (918) 242-3283. Pres. & Gen. Mgr.: Al Clauser; VP: Vera Clauser; A&R: Henry Clauser; Sales: Walter Clark; Pub., Promo. & Adv.: Vera Longan. Labels: Alvera, Target.
- Amadeo** (see Apon).
- Ambassador**, 2990 W. Pico, Los Angeles, Calif. 90006.
- Ambassador**, 145 Komorn St., Newark, N. J. 07105. Tel.: (201) MA 3-4214. Mgr.: Mark Friedman. **Branch:** Los Angeles, Calif., 742 E. 61 St. Tel.: (213) 231-2144. Contact: Fred Levi.
- Labels: Compose, Diplomat, Guest Star, Look & Listen, Peter Pan, Pirouette, Playmate, Rocking Horse, Scripture, Tifton.
- Ambat**, 1667 Central Pkwy., Cincinnati, Ohio 45214. Tel.: (513) 621-3252, 3253. Pres.: Vernon W. Hawks.
- Branch:** Dayton, Ohio, 1336 Xenia Ave. Zip: 45410.
- Amber**, 2856 Kennedy Blvd., Jersey City, N. J. Tel.: (201) 653-5681. VP: Jeff LeRose; A&R: V. Dean; Sales: Stan Krause.
- Amcan** (see Canadian American).
- American Grammophone**, 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel.: (213) 474-3565. Pres.: Randy Sparks.
- American Rec. Prod'n Assistants** (see Bil80).
- Amherst**, 153 Walton Dr., Buffalo, N. Y. 14226. Tel.: (716) TF 9-1482. Pres.: John H. Warfel.
- Amphora Music**, 1727 Division St., Davenport, Iowa. 52804. Pres.: Frank L. Engel. Labels: Amphora, Decora.
- Amy-Mala-Bell**, 1776 Broadway, New York, N. Y. 10019. Tel.: (212) PL 7-6081. Gen. Mgr.: Larry Uttal; Sales & Promo. Mgr.: Fred de Mann.
- Labels: Academy, Admiral, Adventure, Amy, Aurora, Bell, Big Hill, Big Top, Dynovoice, E, Eskee, Flashback, General Int'l, Goldwax, Mala, Maxx, Musicland USA, New Voice, Rotate, Sansu, Sphere Sound.
- Int'l representatives:** Canada (Quality), All other (EMI).
- Angel**, 1750 N. Vine St., Hollywood, Calif. 90028. Tel.: (213) 462-6252. Cable: Caprecords. Pres.: Alan W. Livingston; A&R: Robert Myers; Classical Mdsq. Mgr.: Brad Engel. **Branch:** New York, N. Y., 1290 Ave. of the Americas. Zip: 10019. Tel.: (212) PL 7-7470. Sales: Jack Cohen.
- Int'l representatives:** The classical material released in the U. S. on the Angel label is released abroad on the following EMI labels: Britain (British Columbia, HMV), France (La Voix de Son Maitre, Pathe-Marconi), Germany (Electrola), Italy (La Voce del Padrone) (see Capitol).
- Angelicum** (see Apon).
- Angeltone** (see Atlas).
- Ansonia**, 992 Columbus Ave., New York, N. Y. 10025. Tel.: (212) UN 5-2121. Pres.: Ralph Perez.
- Antares**, 663 Fifth Ave., New York, N.Y. 10022. Tel.: (212) EL 5-5633. Pres.: William A. Wiggins.
- Anthem** (see Texas Sound Studios).
- Antiqua Prod'ns**, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) 757-2750. Pres.: Sales & Mktg.: Sam Goldner; Exec. VP & A&R: Johnny Brantley. Labels: Music World, Marx X.
- Anzac** (see Trend).
- Apache**, 3320 Barham Blvd., Hollywood, Calif. 90028. Tel.: (213) HO 4-3653. Mgr.: Chic Matthews.
- Apon**, P. O. Box 131, Grand Central Sta., 1541 First Ave., New York, N. Y. 10017. Tel.: (212) YU 8-0450. Pres.: Andrej Poncic. Labels: Amadeo, Angelicum, Discapon, Harmonia Mundi.
- Apostle** (see Happy Hearts).
- Applause** (see CBC Ent's.).
- Api-To**, P. O. Box 284, 45 Elm St., Wyandotte, Mich. 48192. Tel.: (313) 285-0375. Owners & Prod'rs: Lou & Cozetta Miller. **Branch:** Clinton, Tenn., c/o L. Miller, Rt. 2, Box 46.
- Ara** (see Atlantic).
- Aravel**, 46-23 Crane St., Long Island City, N. Y. 111001. Tel.: (212) EX 2-6442. Pres.: Herbert Borchardt.

continued on page 23



THE SIXTY-EIGHTH YEAR

1965
1966

For the First Time on Records

- DONIZETTI: *Il Campanello*, Mariotti, De Sanctis, Rafanelli, Rinaldo, La Fenice Venice/Gracis
- BOHUSLAV MARINU: *Fantasia concertante*. Margrit Weber/Kubelik
- LIEDER BY MAX REGER on the occasion of the 50th anniversary of his death (May 11th, 1966)
Dietrich Fischer-Dieskau, Baritone.
- PALESTRINA: *Missa Hodie Christus natus est*. Regensburg Cathedral Choir
- TELEMANN: *Ino-Cantata*. Janowitz, Chamber Orchestra Hamburg Telemann Society/Boettcher
- WORKS BY WERNER EGK on the occasion of the composer's 65th birthday (May 17th, 1966).

Available For the First Time in Stereo

- SCHOENBERG: *Gurre-Lieder*. Borkh, Töpfer, Schachtschneider, Fehenberger, Engen, Fiedler, Bavarian Radio Chorus and Orchestra/Kubelik
- PALESTRINA: *Improperia. Missa Assumpta est Maria*. Regensburg Cathedral Choir/Schrems

Important New Releases

- DONIZETTI: "*Don Pasquale*". Mariotti, Basiola, Benelli, Maccianti, Frati, Florence May Festival/Gracis
- MASCAGNI: "*Cavalleria Rusticana*".
- LEONCAVALLO: "*Pagliacci*". Cossotto, Martino, Carlyle, Bergonzi, Guelfi, Taddei, Panerai. Karajan's first opera

recordings for Deutsche Grammophon Gesellschaft. Production with La Scala of Milan.

MOZART: "*Abduction from the Seraglio*". Köth, Schädle, Wunderlich. Lenz. Böhme, Choir and Orchestra Bavarian State Opera Munich/Jochum. Incidentally, all five of Mozart's important operas are now available in new stereo versions on Deutsche Grammophon Gesellschaft.

FIRST RELEASE by the young German violinist Edith Peinemann.

DVORAK: *Concerto for Violin*. RAVEL: *Tzigane*. Czech Philharmonic/Maag

THE COMPLETION of our series of Bruckner's Symphonies in stereo made progress, and Nos. 1, 5, 8, and 9 are now available—all with Eugen Jochum and the Berlin Philharmonic

BARTOK: *Concerto*. Berlin Philharmonic/Karajan

GOUNOD: *St. Cecilia Mass*. Seefried, Stolze, Uhde, Czech Philharmonic/Markevitch

SCHUBERT: *Mass No. 5 in A flat major*. Stader, Hoeffgen, Haefliger, Uhde, Regensburg Cathedral Choir, Bavarian Radio Symphony/Ratzinger

BACH: *Christmas Oratorio*. Janowitz, Ludwig, Wunderlich, Crass, Munich Bach Choir and Orchestra/Richter

BACH: *Brandenburg Concertos, Suites Nos. 2 and 3*. Berlin Philharmonic/Karajan

BEETHOVEN'S complete works for violoncello and piano, Fournier/Kempff

FIRST LIEDER RECITAL by Fritz Wunderlich. Beethoven, Schubert, Schumann ("Dichterliebe")

FIRST RELEASE by the young 'cellist Anja Thauer. Reger: *Suite for Violoncello Solo in A Minor*. Françaix. *Fantasy for Violoncello and Piano*

SCHUBERT: *Winterreise*. Dietrich Fischer-Dieskau's first recording of the cycle for Deutsche Grammophon Gesellschaft



Awards

The first complete European recording of Alban Berg's "Wozzeck" with Dietrich Fischer-Dieskau and Evelyn Lear under Karl Böhm was awarded:
Grand Prix du Disque
AS "WORLD'S BEST RECORDING"
Grammy 1965
AS "BEST OPERATIC RECORDING"

Awards also went to
FRITZ WUNDERLICH for his interpretation of the role of Tamino in Mozart's "Magic Flute" and
DIETRICH FISCHER-DIESKAU for his interpretation of Schubert's "Winterreise" and Schumann's "Dichterliebe"
AS "BEST SINGER OF THE YEAR" (ORPHEE D'OR)

Furthermore the following records have won awards:

SCHOENBERG: *Gurre-Lieder*. Bavarian Radio Chorus and Orchestra/Kubelik (Grand Prix, Premio della Critica Discografica Italiana)

TELEMANN: *Musique de Table*. Schola Cantorum Basiliensis/Wenzinger (Grand Prix)
"Baroque Music for Trumpet Virtuoso". Adolf Scherbaum (Edison-Prize)

BEETHOVEN: *Piano Sonata (Hammerklavier) op. 106*. Kempff (Edison-Prize)

MAHLER: *Kindertotenlieder*. Fischer-Dieskau, Böhm (Edison-Prize)

SARTRE: *Huis Clos* (Edison-Prize).

SIBELIUS: *Violin Concerto*. Ferras, Berlin Philharmonic/Karajan (Grand Prix, Edison-Prize)

R. STRAUSS: *Krämerspiegel*. Fischer-Dieskau (Prize of the German Schallplattenkritik)

HENZE: *Elegy for Young Lovers*. (Prize of the German Schallplattenkritik)

Artists Around the World

Our artists were busy as ever touring the globe. Here's where you could find some of them during recent months:

JAPAN

Herbert von Karajan and the Berlin Philharmonic again paid a visit and played to capacity wherever they went.

Tamàs Vàsàry, our most promising young

pianist, made his first appearance and became a favorite with the public and the reviewers.

Pierre Fournier paid another visit, as well as the Deutsche Oper Berlin.

USA

Karl Böhm gave his annual series of performances at the Met, this time giving us *Fidelio* and *Salome*.

The Amadeus Quartet finished their most extensive tour since their debut. Jörg Demus, Pierre Fournier, Ernst Haefliger, Wilhelm Kempff, Rafael Kubelik, Edith Peinemann, Thomas Stewart, Tamàs Vàsàry and Nicanor Zabaleta all performed again for American audiences.

EUROPE

Many of our artists made their annual tours of the musical centres of Europe, among them Géza Anda with the Camerata Academica, Christian Ferras, Rita Streich, and Fritz Wunderlich. A great many of our artists participated at the Festival in Salzburg, Lucerne, Vienna, Bayreuth, Berlin, Munich, Edinburgh and Holland.

Distribution and Sales Activities

On September 1st, 1965, Deutsche Grammophon published the subscription for the "Masterworks in De Luxe Albums", containing three albums: 1.) F. Chopin: "Selected Works for Piano", 2.) F. Schubert: "Chamber Music", 3.) W. A. Mozart: "Magic Flute" under the baton of Dr. Karl Böhm. This campaign was started in many European countries: Belgium, Denmark, Germany, Finland, Norway, France, Greece, Great Britain, Holland, Italy, Austria, Sweden, Switzerland. In some countries, the "Christmas Oratorio" under Karl Richter was also part of the subscription. The idea of subscription, initiated by Deutsche Grammophon in 1962, has now become a well-established annual event, eagerly awaited by public, trade and press.

The addition of the MGM and Verve catalogue gave our subsidiary in Japan the much desired big American catalogue, necessary to make Nippon Grammophon, Toyko, truly one of the major record companies. Eighteen important dealers from Japan paid a visit to the plants of Deutsche Grammophon in Hanover and to their central office, Hamburg, in May 1966.

Moreover, about one hundred Scandinavian dealers went to see the central office in Ham-



burg and were informed in advance about the important campaigns in Autumn: the subscription and the new release of the classical Heliodor series.

The major effort that Deutsche Grammophon is putting behind its activities in the United Kingdom is already paying off. Not only did Bert Kaempfert's recording of "Bye, Bye Blues" reach a prominent place in the LP and Single charts, but the recording "Substitute" by "The Who" reached a top position on the Single charts.

Another innovation of Deutsche Grammophon has also become an institution by now with the trade in Europe. In 1966 the "V66" was bought by more than 2,500 dealers, each "V66" containing several hundred LP's. The important campaign of Archive Productions in August 1966 will bring 10 new releases, among them 3 LP's with works by Heinrich Schütz, sung by the Kreuzchor Dresden under Rudolf Mauersberger. New attractive design and presentation of the record-sleeves have been started.

The confidence of American record companies in the distribution and promotion abilities of Deutsche Grammophon Gesellschaft is further enhanced by the fact that Atlantic Records has given us the rights to their catalogue for the United Kingdom and the Netherlands.



The following are some of the young, vigorous and dynamic subsidiaries of Deutsche Grammophon Gesellschaft.

Polydor S.A., Paris; Polydor Records Ltd., London; Polydor N.V., The Hague; Polydor S.A., Brussels; Polydor, Hamburg; Polydor Records Ltd., Montreal. Also represented in all other dollar markets the world over.

The cradle of internationally acclaimed artists

Italy:	Orietta Berti
France:	Leny Escudero, Marcel Amont
United Kingdom:	The Who
Netherlands:	Golden Earrings
Japan:	Sachiko Nishida, Alfred Hause, Mari Sono
South Africa:	Kallmann Choir
Norway:	The Pussycats, Wencke Myhre
Belgium:	John Larry

Greece: Pnos Tsanetis
 Venezuela: Quinteto Contrapunto
 Germany: Freddy, Roy Black
 Sweden: The Spotnicks
 and Bert Kaempfert everywhere!!

Latest News from Polydor

BERT KAEMPFERT'S two singles—"Moon Over Naples" and "Bye-Bye Blues"—were bestsellers practically the whole world over. Bert has recently scored his first Hollywood movie, "A Man Could Get Killed"; and Frank Sinatra has recorded the theme, "Strangers in the Night."

The American hit, "The Ballad of the Green Berets" has been recorded by FREDDY in a German version. As "Hundert Mann und ein Befehl," the song is topping the German charts.

PETER ALEXANDER left Polydor after 14 years. But one of his latest Polydor recordings, "Müssen Frauen einsam sein?" is fast becoming a hit in every German-speaking country.

Polydor welcomes two important new stars: WENCKE MYHRE and ROY BLACK. They are among the five Polydor artists performing at the 1966 German Song Festival in Baden-Baden. Both have frequent hits on the German charts.

THE GÜNTER KALLMANN CHOIR and CRAZY OTTO have returned from an unbelievably successful ten-week tour of South Africa.

The German musical "Heimweh nach St. Pauli" with FREDDY in the leading role ran well over a hundred performances in Hamburg.

The famous KURT EDELHAGEN ORCHESTRA toured throughout North Africa. The Swedish group, "THE SPOTNICKS" returned from a brilliantly successful tour of Mexico and Japan.

FREDDY was awarded his ninth Golden Record.

BERT KAEMPFERT placed in the British Single and LP Hit Parade.

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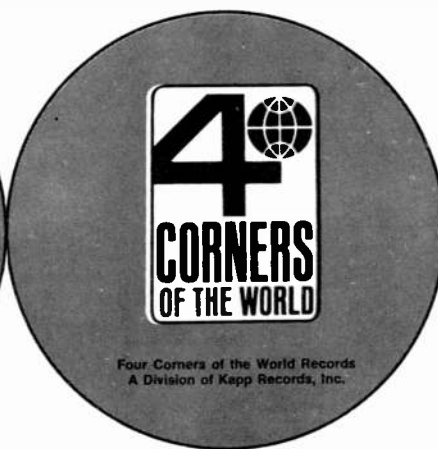
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RETAIL PRICE \$30 PER CARD

\$5.99 per card

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No. 1506
TIP: SAPPHIRE
SPEED: LP/STEREO
USE FOR: Electro-Voice Stereo 21D, 26DST.
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.

RETAIL PRICE \$30 PER CARD

\$5.99 per card

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No. 1385
TIP: SAPPHIRE
SPEED: ALL
USE FOR: Sonotone-W9980 & 2TS.
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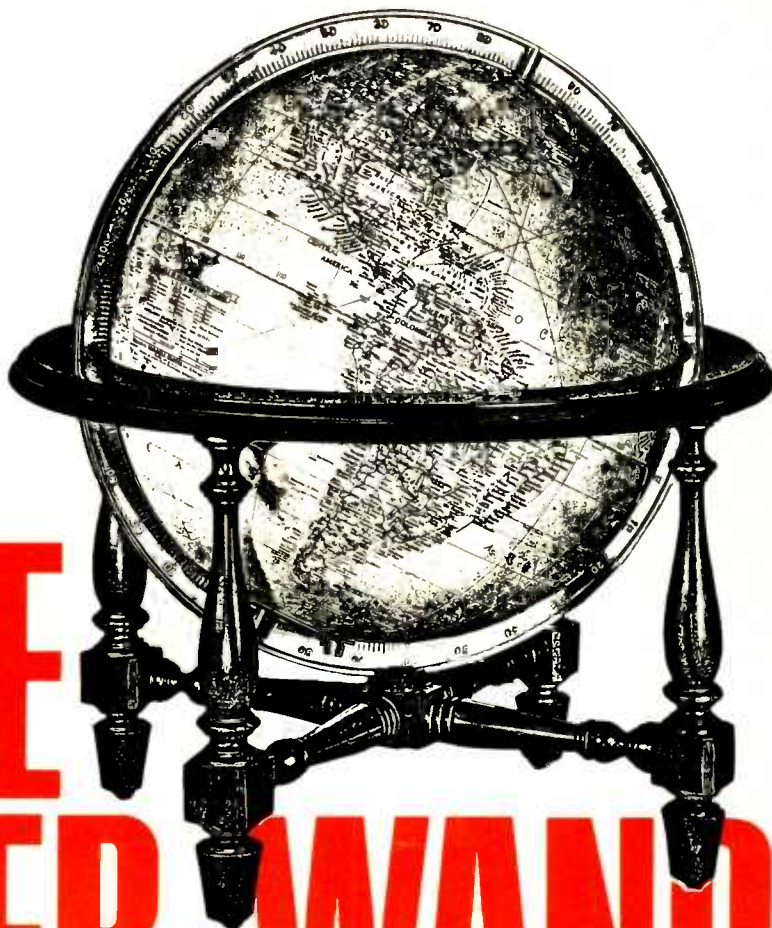
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- Baroneza (see Met Richmond Latin Rec. Sales).
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- Bartok, 200 W. 57 St., New York, N. Y. 10019. Tel.: (212) JU 6-2896. Pres.: Peter Bartok.
- Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel.: (404) 798-4341. Mgr.: Calvin S. Robinson.
- Battle (see Orpheum Prod'ns).
- Bay-Tone, 1509 Filmore St., San Francisco, Calif. 94115. Mgr.: Bradbury Taylor. Branch: Kalamazoo, Mich., 821 Porter St. Pres.: Victor Taylor.
- Beacon, 518 W. 50 St., New York, N. Y. 10019. Tel.: (212) 245-7658. Pres.: Joe Davis. Labels: Beacon, Burdett, Davis.
- Bear, Rt. 1, Box 104, Groveland, Fla. Tel.: (305) 429-2098. Owner: Lucile B. Peddy.
- Bear, 257 Plymouth N., Minneapolis, Minn. 55411. Tel.: (612) 332-7131. Mgr.: Allen Abrams.
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- Bee, 664 Schuylkill Ave., Reading, Pa. 19601. Tel.: (215) 374-2750. Pres.: Grover Barbour. Labels: Bee, Sundance.
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- Bell (see Amy-Mala-Bell).
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- Bervel, 615 Dauphine St., New Orleans, La. 70016. Pres.: Carey James Tate.
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- Betty, Chicago, Ill. (see Mor-Sun Prod'ns).
- Beulah (see McKinnon).
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- Big Hill (see Amy-Mala-Bell).
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- Big Three (see Hawk).
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- BiBo Ent's., White Plains, Ky. 42464. Pres.: Bill Springer. Labels: American Rec. Prod'n Assistants, Aria.
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- Bi-Ru, 923 University Ave., Indianapolis, Ind. 46201. Tel.: (317) 359-0462. Pres.: Bill Rucker. Labels: Bi-Ru, Jet, Solid Gold.
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- Block, 422 E. 32 St., Paterson, N. J. Tel.: (201) 525-3027. Pres.: Robert Block; PR: Richard Kaltz. Branches: East Paterson, Lodi, Newton, N. J.
- Blue Angel, 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel.: (502) 447-0670. Owner: Wesley Daugherty.
- Blue Cat (see Red Bird).
- Blue Hen (see Three Star).
- Blue Horizon, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel.: (904) 456-2695. Pres.: Larry L. Stevens; VP, Sales & Mktg. Rep.: Calvin Brooks; Prod'rs: Ed White & Larry Stevens; Pub. Mgr.: Tom Arnold; Adv. Mgr.: Danny Trainer; Promo. Mgr.: Lynn Lee. Labels: Blue Horizon, Seagull.
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- Bonnie Bee, 62 Hillside Ave., Somerville, N. J. 08876. Tel.: (609) RA 5-9460. Pres.: Bonnie B. King.
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- Brian Ross Prod'ns (see API).
- Brit (see Atco).
- Britania (see Abnak Music Ent's).
- Brite-Star, P. O. Box 56, Downtown, Newbury, Ohio 44065. Tel.: (216) JO 4-2211. Mgr. & A&R Dir.: Tex Clark; Pub. Dir.: Judy Parker; Adv.: Jack Greene; Promo.: Joey Sasso. Branches: Lakeland, Fla., P. O. Box 281. Tel.: (813) 686-0150. Mgr.: Gerry Nicks.—Springfield, Mo., 1406 Nora. Mgr.: Worth Becker.—New York, N. Y., 525 Lexington Ave., Suite 427. Tel.: (212) PL 3-4951. Promo. Chief: Joey Sasso. Labels: Brite-Star, Bryte, Elgin, Roy.
- Britestar, P. O. Box 825, Bloomington, Ind. 47401. Pres.: Red Wiseman; Gen. Mgr. & A&R: Ray Guyce. Int'l representative: England (Greenbuck Dist.).
- Broadside (see Folkways).
- Broadway (see Sue).
- Bronco, Hollywood, Calif. (see Stereo-Fi Corp. of Calif.).
- Bronco, McAllen, Tex. (see Falcon).
- Bronjo (see Seeco).
- Bronze, 1510 N. W. 53 St., Miami, Fla. Tel.: (305) 691-1815. Pres.: Bobby Darnell.
- Brook-lyn (see Atco).
- Brosh, 3223 W. Birchwood Ave., Milwaukee, Wis. 53221. Tel.: (414) AT 1-7363. Mgr.: J. Brosh.
- Bruno Hi-Fi, P. O. Box 365, Wilton, Conn. 06897. Tel.: (203) 847-2311. N. Y. C. Tel.: (212) CY 5-2272. Pres.: Bruno G. Ronty.
- Brunswick (see Decca. For Int'l representatives see Coral).
- Bryte (see Brite-Star).
- Frank Buck (see listing under F).
- Buckley, 1707 Church, Nashville, Tenn. Tel.: (615) 254-8809. Owner: Louis Buckley.
- Buddy, 500 Locust St., Marshall, Tex. 75670. Tel.: (214) WE 5-2582. Pres.: A. T. Young; VP's: Buddy & Bobby Young.
- Budget Sound (formerly Miller Int'l), 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel.: (213) 849-4671. Cable: Budsound. Pres. & Int'l: Al Sherman; Gen. Mgr. & Adv.: Ricardo Ceja; A&R Prod'n: David L. Miller; Sales Mgr.: Howard Alperin; Pub. & Promo.: Sam Laine. Labels: Somerset, Stereo Fidelity, Audio Spectrum, Alshire Presents, Aria Senza Voci, Paloma, Azteca.
- Int'l representatives: Angola (Gallo), Argentina (EMI Odeon), Australia (Astor Electronics), Belgium (Vogue), Brazil (EMI Odeon), Burma (Pye), Canada (Arc Sound), Central Africa (Gallo), Costa Rica (Orfeon-Videovox), El Salvador (Orfeon-Videovox), England (Pye), Finland (Pye), Formosa (Nippon Columbia), France (Vogue), Greenland (Pye), Guatemala (Orfeon-Videovox), Holland (Pye), Honduras (Orfeon-Videovox), Iceland (Pye), India (Pye), Ireland (Pye), Israel (Pye), Japan (Nippon Columbia), Kenya (Gallo), Korea (Nippon Columbia), Mexico (Orfeon-Videovox), Mozambique (Gallo), Norway (Pye), Okinawa (Nippon Columbia), Pakistan (Pye), Philippines (Federal), South Africa (Gallo), Sweden (Europa Film), Switzerland (Vogue), Tanzania (Gallo), Uganda (Gallo).
- Buena Vista (see Disneyland).
- Buff, Delevan, N. Y. 14042. Tel.: (716) 492-2623. Pres.: Art Dedrick.
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- C B G, P. O. Box 666, Montebello, Calif. Tel.: (213) 728-7553. Pres.: Charles B. Gallegos.
- C F P (see Fuller).
- C J, 4803 Indiana Ave., Chicago, Ill. 60615. Tel.: (312) AT 5-1616. Pres.: Carl Jones. Labels: C J, Colt, Firma.
- C L W, 7855 W. Colfax, Lakewood, Colo. Tel.: (303) 238-3907. Pres.: Jim Ward. Labels: CLW, Kaye.
- C R (see Cherokeeland).
- C R P (see Celtic Rec'g Prod'ns).
- Cab, P. O. Box 620, 120 W. 125 St., New York, N. Y. 10027. Tel.: (212) AC 2-5900. Gen. Mgr.: Camille E. Hodge.
- Cadet, 5810 S. Normandie Ave., Los Angeles, Calif. Cadet (formerly Argo), 2120 S. Michigan Ave., Chicago, Ill. 60616. Tel.: (312) 225-2770. Cable: CHESREC. Pres.: Philip T. Chess; A&R: Esmond Edwards; Sales & Mktg. VP: Dick LaPalm; Pub.: Bill Hegner Assocs.; Adv.: Mar-Ken Ent's.; Promo.: Michael Telano; Int'l VP: Marshall Chess. Branch: Los Angeles, Calif., 1607 El Centro. Zip: 90028. Tel.: (213) 462-4950. Sales & Promo.: Paul Gayten (see Chess & Checker).
- Cadet, P. O. Box 36, Burnett, Wis. Tel.: (414) 689-2215. Pres.: Don Peachey.
- Caedmon, 505 Eighth Ave., New York, N. Y. 10001. Tel.: (212) LW 4-3122. Cable: Caedmon. Pres. & A&R: Marianne Mantell; Int'l & A&R: Barbara Holdridge; Sales: Bob O'Brien. Labels: Caedmon, Shakespeare Rec'g Society, Theatre Rec'g Society. Int'l representatives: Australia, England, Europe, New Zealand, South Africa (all Philips).
- Cafe (see Cash Prod'ns).
- Calico (see Laurie).
- California (see Contemporary).
- Calten Rec. Prod'ns, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel.: (901) 324-4640. Pres. & Adv.: Cecil Caldwell; VP, Pop A&R & Pub.: Style Wooten; VP Classical A&R & Promo.: James E. Caldwell; Sales & Mktg.: Rosemary Caldwell. Cambridge, 473 Washington St., Wellesley, Mass. 02181. Tel.: (617) 235-3557. Pres.: Charles P. Fisher.
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Caribbean Folk Music, P. O. Box 748, Miami Springs, Fla. 33166. Tel.: (305) 885-3738. Pres.: Patricia V. Jacobs.

Home Office: Nassau, Bahamas, P. O. Box 174. Tel.: 28784. Cable: Tropical.

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Carriage, 2702 Fairfield Ave., Fort Wayne, Ind. Tel.: (219) 456-1903. Mgr.: R. A. Steinke.

Carsan, P. O. Box 19024, Houston, Tex. 77024. Tel.: (713) HO 5-6044. Pres.: Edward C. Benjamin.

Carvier (see Met Richmond Latin Rec. Sales).

Casa Grande, P. O. Box 113, 6 Carter Pl., Woburn, Mass. 01802. Tel.: (617) 933-1474. Prop. & Gen. Mgr.: Frank P. Pappalardo; PR: Jeanne McCarthy; Music Dept.: Steve Dinan; Pub. Adviser: Mary DeConto.

Labels: Casa Grande, Don-Mar, Shawmut.

Casark (see Georden Prod'ns).

Cash Prod'ns, 761 Elton Ave., Bronx, N. Y. 10451. Tel.: (212) LU 5-3660. Pres.: Garfield Ricketts; Pop A&R Dir.: Ray Jones; A&R (R&B): Joe Simmons; Sales & Promo. Mgr.: William Parker.

Labels: Arrawak, Cafe, Faith.

Casual (see Lotassco).

Casual, 126 W. 42 St., New York, N. Y. 10036. Tel.: (212) LO 5-9524. VP: Lamont Cranston.

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Cee-Jam (see Atco).

Celest, 855 Majestic Ave., Norfolk, Va. 23504. Tel.: (703) 627-4037. Owners: Ralph & Nettie Brickers.

Celtic Rec'g Prod'ns, 1157 Julia St., Teaneck, N. J. 07666. Tel.: (201) 833-2431. Pres.: Edward F. Conway; VP, Gen. Mgr. & Int'l: Edward F. Conway Jr.; A&R Dir.: Ed Daniels.

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Int'l representatives: Canada (Quality), All other (Transglobal). Julia distributed throughout world by 20th Century-Fox.

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Center City (see McKinnon).

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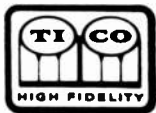
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Deco, P. O. Box 655, Hudson, Ohio 44236. Tel.: (216) 653-8295. Pres.: Ethel P. Delaney.
Decora (see Amphora Music).
Dee-Bee, S. Camp St. Ext., Windsor, Pa. Tel.: (717) 244-5411. Owner: Stan Deppen Jr.
Dee Gee, 1953 Pontius Ave., Los Angeles, Calif. 90025. Tel.: (213) 879-1967. Pres.: Doris Gilbert.
DeeSu (see Dover, New Orleans).
Delco (see Murco).
Delwood, 10 Banta Pl., Hackensack, N. J. Pres.: Woodrow C. Gardella.
Delmar Prod'ns, P. O. Box 6023, 1506 Eighth Ave., Nashville, Tenn. Tel.: (615) 292-7549. Pres.: Dick Delmar; Gen. Mgr.: R. R. Thomas.
Labels: Country-Western, Dream Time, Voice of Calvary.
Delmark, 7 W. Grand, Chicago, Ill. 60610. Tel.: (312) 222-1467. Pres.: Robert G. Koester.
Int'l representative: England (Talent).
Delmarti, Wanderwood, Nashville, Ind. 47448. Tel.: (317) 988-2000. Pres.: Don D. Sheets.

Del Norte (see Falcon).
Del-Ray, 4 Center St., Harrington, Del. Pres.: Sam Short Jr.; A&R: Howard Vokes.
Delta Int'l, 1584 E. 31 St., Cleveland, Ohio 44114. Tel.: (216) 861-7286. Pres.: John R. Gayer.
Delta Ltd., 524 Plaster Ave. N. E., Atlanta, Ga. 30324. Tel.: (404) 874-2781. Pres.: Harold Martin.
DeLuxe (see King).
Del-Val, 1636 S. 58 St., Philadelphia, Pa. 19143. Tel.: (215) SA 7-3778. Pres.: Edward J. Kelley.
Labels: Del-Val, Pentagon.
De Marco, 3004 Beachwood Dr., Los Angeles, Calif. 90028.
Demonstration (see Vanguard).
Denver (see Big Scott).
Design (see Pickwick Int'l).
Destination, 1448 S. Michigan Ave., Chicago, Ill. 60605. Tel.: (312) 939-3698. Pres.: James Golden.
Destiny, P. O. Box 131, Lorain, Ohio. Tel.: (216) AT 8-6397. Owner: Robert W. Sellers.
Deutsche Grammophon Gesellschaft, 350 Fifth Ave., New York, N. Y. 10001. Tel.: (212) LO 4-7674. Mgr.: Claus R. Petermann (see MGM).
Labels: Archive, Deutsche Grammophon, Polydor.
De Ville, 1607 El Centro Ave., Hollywood, Calif. Tel.: (213) HO 2-0261. Pres.: Erma N. Cabot.
Dexter (see Tri-World).
Dial (see Atlantic).
Diamond, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) JU 6-3876. Pres., Sales & Int'l: Joe Kolsky; A&R: Phil Kahl.
Int'l representatives: All int'l except Canada (EMI).
Diana, 210 W. 89 St., New York, N. Y. Pres.: Sidney Mills.
Dickerman Music Prod'ns, 101 First St., Utica, N. Y. 13503. Tel.: (315) 732-2172. Pres. & Treas.: Kenneth S. Hurd.
Branch: Middletown, Ohio, 3002 Manchester Rd., Zip: 45042.
Labels: Precise, Revere.
Dictation Disc, 170 Broadway, New York, N. Y. 10038. Tel.: (212) WO 2-5766. Pres.: John Visaggi.
Diplomat (see Ambassador, Newark, N. J.).
Directional Sound (see Premier Albums).
Discapon (see Apon).
Discos Columbia de Mexico (see Miami).
Discos Corona (see Crown).
Discotape Int'l (see Trend).
Disneyland, 800 Sonora Ave., Glendale, Calif. Tel.: (213) 845-3141. Pres.: James A. Johnson; A&R: Tutti Camarata; Sales: Bob Elliott.
Labels: Buena Vista, Disneyland.
Int'l representatives: Argentina (Phonogram), Australia (EMI), Brazil (RCA Victor), Canada (RCA Victor), Chile (Corporacion de Radio de Chile), Colombia (Orbe), Denmark (Skandinavisk), England (EMI), Finland (R. E. Westerlund), France (ADES), Germany (Electrola), Hong Kong (EMI), Israel (Hataklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (RCA Victor), Netherlands (Bovema), New Zealand (HMV), Norway (Carl M. Iversen), Peru (El Virrey), Philippines (Dyna), South Africa (Brigadiers), Spain (Hispa-vox), Sweden (Skandinaviska), Venezuela (Vene-vox), Yugoslavia (Radio TV-Belgrad).
Di Venus, P. O. Box 1231, 164 Church, New Rochelle, N. Y. Tel.: (212) TY 2-3645. Pres.: Alfred Volpe; VP: Robert Callini; VP A&R: Anthony Sansone.
Dixie, Box 70-B Kiln Rd., Picayune, Miss. 39466. Tel.: (601) 798-2768. Owner: Fred H. Henley.
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Dixieland Jubilee (see GNP Crescendo).
Dixietone (see General American, Columbia, Mo.).
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Dode (see Ernest Prod'ns).
Dolphin, 277 Park Ave., New York, N. Y. 10017. Tel.: (212) TA 6-2000.
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Dome, 3308 Eastern Ave., Baltimore, Md. 21224. Tel.: (301) 327-4861. Pres.: Ralph Johnson.
Labels: Dome, Fleet, Wedge.
Dome, P. O. Box 284, Vienna, Ohio 44473. Tel.: (216) 856-2142. Mgr.: Russ Hull.
Dominion Ent., P. O. Box 414, Eighth St., Salem, Va. 24153. Tel.: (703) 389-8339. Pres.: Earl R. Craig.
Don Costa Prod'ns, 1631 Broadway, New York, N. Y. 10019. Tel.: (212) PL 7-7630. Pres.: Don Costa.
Label: DCP.

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Dore, 1608 N. Argyle, Rm. 108, Hollywood, Calif. 90028. Tel.: (213) HO 2-6608. Pres.: Lew Bedell.

Dot, 1507 N. Vine St., Hollywood, Calif. 90028. Tel.: (213) HO 2-3141. Pres.: Randolph C. Wood; Exec. VP: Christine Hamilton; Mdsq. & Promo. VP: Ted Rosenberg; Sales VP: George Cooper; Int'l VP: Tom Mack. Labels: Dot, Hamilton.

Int'l representatives: Argentina (Sicamericana), Australia (Festival), Belgium (Vogue), Brazil (RGE), Canada (Quality), Chile (Corporacion de Radio de Chile), Colombia (Alberto J. Verswyvel), Central America (Indica, Costa Rica), Denmark (Morks), England (Pye), France (Vogue), Germany (Vogue), Greece (Greek Phonograph Rec. House), Holland (N. V. Negram), Hong Kong (Cosdel), India (Gramophone), Italy (Saar), Japan (Cosdel), Mexico (RCA Victor), New Zealand (Pye), Norway (Arne Bendiksen), Peru (Distribuidora Peruana), Philippines (Cosdel), Portugal (Arnoldo Trinidad), Singapore (Cosdel), South Africa (Trutone), Spain (RCA), Sweden (Knappupp), Switzerland (M. J. Finsterwald), Turkey (Melodi), Venezuela (La Discoteca), West Indies (Mr. George Benson, Jamaica; West Indies).

Double H, P. O. Box 10007, Whitehorse Rd., Greenville, S. C. 29603. Tel.: (803) 246-2112. Pres.: John Hudson.

Dover, 748 Camp St., New Orleans, La. 70130. Tel.: (504) 523-7474. Exec. VP: Bob Robin. Labels: (owned) ABS, Frisco, Nola, Tailgate, White Cliffs; (distributed) DeeSu, Eight-Ball, El-Tee, Manhattan, Pitter-Pat, Tonik, Virgil. (SEE ADVERTISMENT)

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

Dover, Arkansas (see Cotton Town Jubilee).

Dream Time (see Delmar Prod'ns).

Drum-Boy (see Jay Jay).

Drumfire (see Sound City).

Drummond, 13380 Capital Ave., Oak Park (Detroit), Mich. 48237. Tel.: (313) 548-3171. Pres.: Harry Levin; Promo. Dir.: Leo Cheslak; Sales Mgr.: Al Truax.

Dual, 139 Commonwealth, Massapequa, N. Y. Tel.: (516) PY 9-4302. Pres.: Andrew A. Palatta; VP: Larry M. Palatta (see Larric).

Ducretet-Thomson (see Capitol Imports).

Duke, 2809 Erastus St., Houston, Tex. 77026. Tel.: (713) OR 3-2611, 1225. Cable: PeaDuke. Pres.: Don D. Robey; A&R: Joseph W. Scott, Gilbert G. Caple, Wilmer C. Shakesnider; Sales & Promo.: Marion Frazier & Robert Sye; Nat'l Sales: Dave Clark. Labels: Duke, Sureshot.

Int'l representatives: Australia (CBS), Austria (CBS), Benelux (Vogue), Canada (London), England (Vocalion), France (Vogue), Germany (CBS), Mexico (Gamma), New Zealand (Viking), Philippines (Mareco), Portugal (Hispavox), Spain (His-pavox), Switzerland (Vogue).

Dumont, 1040 Tremont, Boston, Mass. 02120. Tel.: (617) HI 2-0800. Pres.: Donald E. Dumont.

Dunhill (see ABC).

Dunwich (see Atco).

Duo (see Stereodiddies).

Duo Disc (see Jay-Gee).

Dynamic (see Epstein Ents.).

Dynamic Sound, 1 Woodcrest Rd., Hicksville, L. I., N. Y. Tel.: (516) WE 8-7108. Co-owners: Joe & Marty Monaco (distributed by Celtic Rec'g Prod'ns).

Dynatone (see King).

Dyno (see Gateway Rec'gs).

DynoVoice (see Genius).

E

E (see George Clements Prod'ns).

E L J, 4215 Maffitt, St. Louis, Mo. 63113. Tel.: (314) JE 5-0004. Pres.: Eddie Johnson.

E-MC (see Oakridge).

E S P-Disk, 156 Fifth Ave., New York, N. Y. 10024. Tel.: (212) 255-4800. Cable: ESPDISK. Pres.: A&R, Sales & Mktg. Int'l: Bernard Stollman; Pub. Dir.: Tim Boxer; Adv. Dir.: Howard Bernstein.

Int'l representatives: Belgium (Schott Freres), Canada (Musimart), Denmark (Dansk), England (Transatlantic), Holland (Artone), Japan (Shinsei).

Eagle (see Trend).

Eastern (see Sue).

Ebbtide (see Celtic Rec'g Prod'ns).

Ebony, 920 S. Laurel, Mishawaka, Ind. Tel.: (219) 259-3215. Owner: Juanita Henson.

Ecco, 490 University Dr., Pocatello, Idaho. Tel.: (208) 232-0966. Pres.: Rich Crowley.

Branch: Boise, Idaho, 920 S. Orchard. Tel.: (208) 343-2263. VP: Dale Rich.

Economy (see Met Richmond Latin Rec. Sales).

Eddissa (see Met Richmond Latin Rec. Sales).

Eddo, P. O. Box 12209, Atlanta, Ga. 30305. Tel.: (404) 255-5404. Pres. & A&R: Edward J. Sheahan; Prod'n Mgr.: William A. Dial; Sales Mgr. & Pub.: Mark E. Johnson.

Edit (see Tide).

Edmar, 81 Spring Valley Rd., Paramus, N. J. 07652. Tel.: (201) 489-6638. Owners: Nancy Weit & Eddy DeMello.

Branch: Bermula, Eddy DeMello, Harrington Hundreds. Labels: Edmar, Skyline.

EeZee (see Oakridge).

Eichler, 815 Broadway, New York, N. Y. 10013. Tel.: (212) OR 4-3504. Pres.: Aaron Eichler.

Eight-Ball (see Dover, New Orleans).

Elco, P. O. Box 52287, New Orleans, La. 70150. Tel.: (504) 949-9078. Pres.: Bob Cole. Labels: Elco, Rapid.

El Dorado, 755 S. Grand, Mesa, Ariz. 85201. Tel.: (602) 964-0367. Pres.: Galen Arrington; VP: Mel Williams.

Electrola, c/o Record & Tape Sales, 821 Broadway, New York, N. Y. 10003. Tel.: (212) OR 4-6400. Pres.: Robert Staub.

Elektra, 51 W. 51 St., New York, N. Y. 10019. Tel.: (212) JU 2-7711. Cable: FOLKMUSIC. Pres.: Jac Holzman; VP: W. S. Harvey; A&R: Jac Holzman & Paul Rothchild; Sales: Mel Posner; Int'l: Jac Holzman & Larry Harris. Labels: Bounty, Crestview, Elektra, Nonesuch.

Int'l representatives: Australia (Astor), Benelux (Vogue), Canada (Allied), England (Elektra), France (Vogue), Germany (Vogue), Israel (CBS), Japan (Cosdel), Mexico (CBS), New Zealand (La Gloria), Philippines (Cosdel), Scandinavia (Karussel), South Africa (Trutone), Switzerland (Vogue).

Elgin (see Brite-Star).

El-Tee (see Dover, New Orleans).

Elvitree (see Music Makers Network of America).

Emarcy, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel.: (312) DE 2-5788, N.Y.C. Tel.: (212) PL 9-2727. Cable: Merrec. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; VP & Prod'n Mgr.: Kenny Myers; Int'l: Brice Somers.

Int'l representatives: Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira De Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (Indica), Denmark (Nordisk Polyphon), Ecuador (Philips), Finland (Fintone), France (Philips), Germany (Philips), England (Philips), Greece (Helladisc), Holland (Philips), Italy (Phonogram), Japan (RCA Victor), Mexico (Dusa), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Industries), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

Ember, 161 W. 54 St., New York, N. Y. Tel.: (212) PL 7-2072. Cable: Saunlaw. Pres.: J. S. Kruger.

Emerald (see Philles).

Emerrod, 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel.: (513) 751-0820. Gen. Mgr.: Roosevelt Lee.

Empala, 1607 El Centro, Hollywood, Calif. 90028. Tel.: (213) 464-9819. Cable: Moonson. Pres.: John Elliott; Gen. Mgr.: Linwood Wilde. Labels: Empala, Royal Crest.

Empire, P. O. Box 743, Plattsburgh, N. Y. 12901. Tel.: (518) 563-3236. Pres.: Peter B. Guibord.

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

End (see Roulette).

Enrichment, 246 Fifth Ave., New York, N. Y. 10001. Tel.: (212) MU 3-9600. Dir.: Martha Huddleston.

Entas, 3400 Mill St., Reno, Nev. Tel.: (702) 329-7724. Exec. Dir.: Lee Peer.

Epic, 51 W. 52 St., New York, N. Y. 10019. Tel.: (212) 765-4321. VP & Gen. Mgr.: Leonard S. Levy; Sales Dir.: Maurice Hoffman; A&R Dir.: Bob Morgan; Pop A&R: Manny Kellm & Ted Cooper; Prod'n-Classical: Paul Myers; Pub. Mgr.: Judy Lishinsky; Adv. Mgr.: Saul Saget; Mds'g Dir.: Sol Rabinowitz; Admin. Dir.: Victor Linn; Int'l Servs. Mgr.: Ettore Stratta.

Branches: Hollywood, Calif., 1777 Vine St. Tel.: (213) 466-2481. A&R Prod'r: Stu Phillips; Reg'l Sales Mgr.: John Mahan-Nashville, Tenn., 812 16 Ave. S. Tel.: (615) 255-7463. A&R Prod'r: Billy Sherrill.

Labels: Epic, Crossroads, Okeh.

Int'l representatives: Chile (Patino & Ortiz), Denmark (I.S. Dansk), Eire (Gramophone), Finland (Sonet), India (Gramophone), Italy (Ricordi), New Zealand (Peak), Norway (Arne Bendiksen), Pakistan (Gramophone), Peru (Sica Peruana), Spain (Discophon), Sweden (Sonet), United Kingdom (EMI). (see Columbia).

Epstein Ents., 735 N. General McMullen Dr., San Antonio, Tex. 78228. Tel.: (512) GE 3-1461. Owner & A&R: Abraham Epstein.

Branch: Pittsburg, Tex., 19 Cedricton. Zip: 15210. Tel.: (412) 882-7677. Promo.: Edward T. Ignaski.

Labels: Acuarela, Beckingham, Cobra, Dynamic, Jox.

Int'l representatives: Canada (Robert J. Stone Assocs.), Mexico (Capitol).

Equator, P. O. Box 1885, 216 14 Ave. S.W., Birmingham, Ala. 35211. Tel.: (205) 323-3925. Pres.: Roosevelt Harvey.

Era, 7033 Sunset Blvd., Suite 308, Hollywood, Calif. 90028. Tel.: (213) HO 6-2161. Pres.: Herb Newman. Labels: Era, Newman.

Ernst Prod'ns, 15305 Livernois Ave., Detroit, Mich. 48238. Tel.: (313) 861-5650. Pres.: G. Ernie Stratton.

Labels: Dode, Meadowbrook, Top Ten.

Erwin, 2674 Steele St., Memphis, Tenn. 38107. Tel.: (901) 257-2933. Owner: Marshall E. Ellis.

Eskee (see Amy-Mala-Bell).

Esoteric (see Everest).

Essence (see PowerTree).

Eterna (see Lyricord).

Etiquette, 4425 Sixth Ave., Tacoma, Wash. Tel.: (206) SK 2-6636. Pres.: Barrie R. Jackson.

Eugenia (see Style Wooten Prod'ns).

Euphonix Sound, 357 Leighton Dr., Ventura, Calif. Pres.: Paul E. Affeldt.

Europa (see Fiesta).

Eurotone Int'l, 130 W. 42 St., New York, N. Y. 10036. Tel.: (212) 594-9670. Pres.: George Curtiss.

Int'l Branch: Austria, Symphony Tone Prod'ns, Konzerthaus, Lothringstr. 20, Vienna. Tel.: 57-54-82. Cable: IMROSA. Pres.: Imre Rozsa.

Int'l representatives: Canada (Sparton), Portugal (Marfer), Spain (Marfer).

Eventide, P. O. Box 51, Windsor, Pa. 17366. Tel.: (717) 244-5411. Owner: Wayne Thomas.

Everest, 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel.: (213) BR 2-4391 & GR 7-3272. Pres. & Int'l: Bernard Solomon; Pop A&R & Sales: Lee Palmer; Classical A&R: Ed Applebaum; Int'l: Bernard Solomon.

Labels: Archive of Folk Music, Arvee, Baroque, Concert-Disc, Counterpoint, Esoteric, Everest, HiFi, La Comedie Francaise, Period, Renaissance, Scala, Stradivari, Summit.

Int'l representatives: Argentina (Microfon, Trova), Australia (Transglobal, W&G, Astor), Canada (Compo, Sparton, Almada, Baroque), Denmark (Frode Herlov), England (Ember, Oriole, Associated Rec'gs), France (Societe Francaise du Son, Vox, Vogue, Barclay), Germany (Deutsche Grammophon, Deutsche Vogue), Greece (Greek Phonograph House), Hong Kong (Cosdel), Israel (Israel Rec.), Italy (CGD, Sarr), Japan (Cosdel, Nippon Grammophon), Mexico (Tizoc, Gamma), New Zealand (Transglobal), Philippines (Cosdel), Singapore (Cosdel), South Africa (Troubadour), Spain (Discophon), Sweden (Harbor), Switzerland (Eltron, John Lay), Venezuela (Discos).

Evergreen (see JJC).

Everyman (see Vanguard).

Excel, 1842 W. 11 St., Los Angeles, Calif. 90006.

Excello (see Nashboro).

Exito (see Seeco).

Experiences Anonymes (see Lyricord).

F

F G S (see Ranger).

Fabbri, 5533 Hollywood Blvd., Dept. 237, Hollywood, Calif. 90028. Tel.: (213) 463-6284. Pres.: Anthony Fabbri.

Fabor, P. O. Box 1487, Burbank, Calif. Tel.: (213) 982-1300. Pres.: Fabor Robinson.

Factor, 909 Front, Georgetown, S. C. 29440. Tel.: (803) 546-9409. Owner: Michael L. Rice.

Fairmount (see Cameo-Parkway).

Faith (see Cash Prod'ns).



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Labels: (owned) Bronco, Del Norte, Falcon; (distributed) DLV, Orfeon.

Fame (see Atco).

Family, 64 Mechanic St., New Rochelle, N. Y. 10801. Tel.: (914) NE 2-6059. Pres.: H. J. Lengsfelder; Gen. Mgr.: R. Gamba.

Famo (see Caribbean Folk Music).

Fan, P. O. Box 2321, Santa Ana, Calif. Pres.: O. A. Swearingen.

Fanfare, P. O. Box 26393, Houston, Tex. 77032. Dir.: R. Ames.

Fanin, Rt. 1, Box 56 B, Blue Ridge, Ga. 30513. Pres., Sales & Mktg.: Edna Parker; VP, A&R (R&R), Pub., & Adv.: Jim Parker; A&R (C&W): Jimmy Smart; Promo. Mgr.: Earl Reithgeb.

Fantasy, 855 Treat Ave., San Francisco, Calif. 94103. Tel.: (415) MI 8-7750. Coordinator: John Driscoll III.
Labels: Fantasy, Galaxy, Scorpio.

Faro, 5004 Melrose Ave., Hollywood, Calif. 90038. Tel.: (213) 469-4174. Pres.: Edward L. Davis.
Labels: Faro, Linda, Rampart.

Fayette (see Swan).

Federal, 1540 Brewster, Cincinnati, Ohio 45207. Tel.: (513) 751-2211.

Felco (see Jamaka).

Festival, 318 W. 48 St., New York, N. Y. Tel.: (212) PL 7-8500. Pres.: Herb Abramson.

Festival (France), c/o Record & Tape Sales, 821 Broadway, New York, N. Y. 10003. Tel.: (212) OR 4-6400. Pres.: Robert Staub.

Fiasco (see Bandera).

Fidelity Sound, 23 Don Ct., Redwood City, Calif. Tel.: (415) EM 6-3173. Dir.: Reginald McGovern.

Fiesta, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) PL 7-7760. Pres.: Jose Morand; E. Coast Sales: Irving Cherne; W. Coast Sales: Arnold Thies.
Labels: Europa, Fiesta, Grecophon. (SEE ADVERTISEMENT).

Filtro (see Met Richmond Latin Rec. Sales).

Finer Arts, 60 S. Glencoe, Denver, Colo. Tel.: (303) 355-4535. Owner: Morey Bernstein; A&R, Sales & Promo: Allan Bernstein.
Labels: Finer Arts, Transworld.

Fink Rec., 110 Pine Ave., Suite 501, Long Beach, Calif. 90802. Tel.: (213) 435-1212. Pres.: Edward N. Wood.

Fink Rec'g, 2732 Beachmont Ave., Norfolk, Va. 23504. Tel.: (703) MA 7-0957. Pres., Pub. & Adv.: Bill Johnson; A&R: Charlie Morgan; Sales & Mktg.: Jim Howard.

Chick Finney (see listing under C).

Firma (see CJ).

Flash, P. O. Box 133, Senatobia, Miss. Tel.: (601) 233-4407. Pres.: Mitchell May.

Flash, P. O. Box 231, Tyler, Tex. 75701. Tel.: (214) LY 4-2961. Contact: Curtis Kirk & Fred Harper.

Flashback (see Amy-Mala-Bell).

Fleet (see Dome).

Flip, 618 S. Ridgeley Dr., Los Angeles, Calif. 90036. Tel.: (213) 934-4033. Pres.: Max Fiertag.

Focus (see Atlantic).

Folk Promo's, Box 5007, Charleston, W.Va. Tel.: (304) 346-6428.

Folklore (see Prestige).

Folkstar (see Goldband).

Folkways, 165 W. 46 St., New York, N. Y. 10036. Tel.: (212) JU 6-7260. Dir., A&R & Int'l: Moses Asch; Sales: Lloyd Gelassen.
Labels: Folkways, Asch, Broadside, Mary.
Int'l representatives: Belgium (Schott Freres), Denmark (Dansk), England (Transatlantic), France (Le Chant du Monde), Germany (Electrola), Italy (Saar).

Fontana, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel.: (312) DE 2-5788. N.Y.C. Tel.: (212) PL 9-2727. Cable: Merrec. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; VP & Prod'n Mgr.: Charles Fach; Promo.: Lou Dennis; Int'l: Brice Somers.
Int'l representatives: Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Compani Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (Indica), Denmark (Nordisk Polyphon), Ecuador (Philips), England (Philips), Finland (Musik Fazer), France (Philips), Germany (Philips), Greece (Helladic), Holland (Philips), Israel (Hed-Arzi), Italy (Phonogram), Jamaica (Records), Japan (Victor), Mexico (Dusa), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Industries), Portugal (Philips), Singapore (William Jacks), South

Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

Format (see Audiofax).

Fortune, 3942 3rd Ave., Detroit, Mich. 48201. Tel.: (313) TE 3-5383. Execs: Jack & Devora Brown. Four Corners (see Kapp).

Four Sons, P. O. Box 444, Paris, Tenn. Tel.: (901) 642-9271. Pres.: C. S. Leach.

49th State Hawaii, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel.: (213) 750-3310. Pres.: George K. Ching.
Branch: Honolulu, Hawaii, 1218 Kaumualii St. Zip: 96817.

Fox Hall, 108 S. Main, Lake Elsinore, Calif. 92330. Tel.: (714) 674-4371. Gen. Mgr.: L. C. Saunders.

Frame (see Music Inds.).

Frank Buck, Cooperstown 26, N. Y. Tel.: (607) LH 7-8862. Pres.: Frank Lyle Buck.

Franne (see Hi Ho Prod'ns).

The Franson Corp., 100 Ave. of the Americas, New York, N. Y. 10013. Tel.: (212) WA 5-1200. Mgr.: Herman R. Singerman.
Labels: Children's Rec. Guild, Living Language Courses, Young People's Recs.

Franz Schubert Music, 425 W. Broadway, Ft. Worth, Tex. 76104. Tel.: (817) ED 2-5995. Owner & A&R: Franz Schubert.
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Fraternity, Sheraton Gibson Hotel, Rm. 105, Cincinnati, Ohio 45202. Tel.: (513) 381-3166.

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Fredio, 2224 E. 12 St., Davenport, Iowa. Tel.: (319) 326-2841. Pres.: Fred R. Mauck.

Freeway, P. O. Box 36448, Los Angeles, Calif. 90036. Tel.: (213) WE 4-1441. Partners: H. Endemano & Norm Goodman.

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Frisky, 160 Passaic Ave., Kearny, N. J. Tel.: (201) WY 8-8181. Sales Mgr.: Jerry Geller.

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Gama Ent., 930 F St. N.W., Washington, D. C. 20004. Tel.: (202) DI 7-3944. Pres.: Gabriel Mantilla.
Branch: Point Marion, Pa., P. O. Box 26, Ontario Ave. Zip: 15474. Tel.: (412) 725-5318. Contact: D. B. Hoop.

Gamble, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) CI 5-0620. Pres.: Kenny Gamble; Mgr. Dir.: Sam Goldner.

Garden (see Yale).

Garex (see Park Ave.).

Garlin, 11034 Blix St., North Hollywood, Calif. Tel.: (213) 769-0591. Pres.: Norm Pringle.

Gateway Rec'gs, 234 Forbes Ave., Pittsburgh, Pa. Tel.: (412) GR 1-5875. Pres.: Robert W. Schachner; Dir. of Promo.: Dave Maisle; A&R: Ron Lenhoff.
Labels: Dyno, Hunch, Leo, Scott. (SEE ADVERTISEMENT).

Gateway Recs., P. O. Box 111, 837 Los Angeles Ave., Simi, Calif. Pres.: E. E. Carlton.

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Label: Dixietone.

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General Lee's Confederate Recs. (see Three Star).

General Rec'g Co. (see GRC).

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Labels: Casark, Kitten, Point, South Shore.

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Labels: Glenvalley, Texan.

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Gold Leaf, Hotel Newhouse, Salt Lake City, Utah 84101. Tel.: (801) HU 5-0308. Pres.: Eugene Jelesnik.

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Golden State, 665 Harrison St., San Francisco, Calif. 94107. Tel.: (415) 781-6306. Pres. & A&R: Leo de Gar Kulka; VP Prod'ns, Sales & Mktg: Brad Miller; Pub. & Adv.: Art Ferris; Promo.: Kathy Furness.
Labels: Captain, Golden State.

Golden World, 3246 W. Davison, Detroit, Mich. 48238. Tel.: (313) 883-7843. Pres.: Joanne Jackson Bratton; Gen. Mgr. & Promo.: Irv Biegel; A&R Dir.: Andre Williams; Sales Mgr.: Al Rosner; Pub. & Promo.: Arni Zalesin.
Labels: Ric-Tic, Win Gate.

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Good Time Jazz (see Contemporary).

Gordon Street (see McKinnon).

Gordy (see Motown).

Gospel (see Savoy).

Gospel Corner (see Proverb/Gospel Corner).
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 Gospel Truth (see Showboat).
 Grand Award (see Command).
 Grand Prix (see Pickwick Int'l).
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 Groove (see RCA Victor).
 Groovy, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) CI 5-0620. Pres.: George Goldner; Exec. VP: Sam Goldner.
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 Guyden (see Jamie/Guyden Dist. Corp.).
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 Labels: Gypsy, Hide-Out.

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 Labels: Big Three, Hawk, Jerhart, Vick.
 Haydn Society, P. O. Box 2338, Hartford, Conn. Pres.: Ralph Colucci; Gen. Mgr.: Joe Girard.
 Headliner Stars, P. O. Box 411, San Fernando, Calif. 91340. Tel.: (213) DI 2-9109. Sales Rep.: Mark Raymer.
 Branch: Mehama, Ore., P. O. Box 928.
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 Heartbeat, 9746 Grandon, Chicago, Ill. Tel.: (312) RE 1-5716. Pres.: Seymour Schwartz.
 Heartbreak, Capitol Recs. Bldg., Suite 113, 806 16 Ave. S., Nashville, Tenn. Pres.: Don Cummings.
 Branch: Dallas, Tex., Continental Bldg., Suite 722.
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 Horizon, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) 466-4224. Cable: DAVONMUS. Pres.: David Hubert.
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 Branch: New York, N. Y., 1674 Broadway, Suite 703. Tel.: (212) 245-9709.
 Hurricane, 1927 San Mateo, N.E., Albuquerque, N. M. Tel.: (505) 265-4039. Pres.: Mrs. Sanchez.
 Hussar, 3445 N. Elaine Pl., Chicago, Ill. 60657. Tel.: 248-9295. Pres.: Maria E. D'Albert.
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I B C, 147 Mulberry St., New York, N. Y. 10013. Tel.: (212) CA 6-8106. Pres.: Frank Tudisco.
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J & T (see CBC).
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Jake's Music Shop, 744 N. Main St., Opelousas, La. Tel.: (318) 942-7092. Owner: Jake Graffagnino. Labels: Carl, High-Up, Jag.
Jamaka, 3621 Heath Ln., Mesquite, Tex. 75149. Tel.: (214) BR 9-5858. Owners: Jimmy Fields & George McCoy. Labels: Felco, Kick.
Jameco, 226 Flushing Ave., Brooklyn, N. Y. Tel.: (212) MA 5-2757. Pres.: Anthony Ferrante. Labels: Jameco, Blackhawk.
Int'l representatives: Benelux (Stone Assocs.), Canada (Stone Assocs.), England (Island).
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Joda, 1733 Broadway, New York, N. Y. 10019. Tel.: (212) CI 7-3727. Pres.: Johnny Nash; VP: Danny D. Sims Jr. Labels: Jocida, Joda, Jomada.
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John J. Sullivan Theatrical Ents., 80 Boylston St., Boston, Mass. 02116. Tel.: (617) HA 6-6617. Pres.: John J. Sullivan. Label: Jolar.
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Karate (see Audio Fidelity).

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Kash, B14 19 Ave. S., Nashville, Tenn. 37203. Pres.: J. F. Harrell.
Labels: Kash, Kippo.

Kasin (see Met Richmond Latin Rec. Sales).

Kasko (see Showboat).

Kathy, 1500 Creedmore Ave., Pittsburgh, Pa. 15226. Tel.: (412) 531-7290. Owner: James Grimes.

Kaybank, 2541 Nicollet, Minneapolis, Minn. Tel.: (612) TA 7-5441. Contact: Vern Bank.

Kay Bar Dane, 204 Cypress, Orange, Tex. Tel.: (713) TU 6-9795. Pres. & Mgr.: W. L. Thompson.

Kaye (see CLW).

Keane, 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel.: (213) 665-5257. Owner: Jane Keane.

Keepsake (see Sound, New Haven, Mich.).

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Kingdom (see Alta).

Kinor (see Audio Fidelity).

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Labels: Kip, Pik.

Kippo (see Kash).

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Kismet, 227 E. 14 St., New York, N. Y. 10003. Tel.: (212) GR 7-2891. Pres.: A. D. Kornienko.

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Kiss Kiss, 261 Cumberland St., Brooklyn, N. Y. 11205. Tel.: (212) UL 8-2943. Pres.: Eddy Jacobs.

Kitten (see Georden Prod'ns).

Klume, 64 E. Van Buren St., Chicago, Ill. 60605. Tel.: (312) WE 9-7188. Gen. Mgr.: Ruth Kling.
Labels: KM, Klume.

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Labels: Knight Education, Learn While You Sleep, Mind Power Education.

Kristal (see Kubaney).

Kubaney, P. O. Box 2067, Hialeah, Fla. Tel.: (305) 888-7411. Gen. Mgr.: Mateo San Martin.
Labels: Kubaney, Kristal.

L

L J (see Challenge).

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La Comedie Francaise (see Everest).

Laguna, 1056 S. St. Andrews Pl., Los Angeles, Calif. 90019. Tel.: (213) RE 2-7449. Treas.: B. H. White.

Laitini, 955 S. Magnolia Ave., Los Angeles, Calif. 90006. Tel.: (213) 383-8779. Pres.: Marvin Liblick.
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Lavette, 1205 Madeira S. E., Suite 124, Albuquerque, N. M. 87108. Tel.: (505) 255-3978. Pres. & A&R: Lindy Blaskey; VP: Joey Blaschke; Classical A&R: Steve Maase; Sales Mgr.: Jim Franchini; Pub. Chm.: Rose Marie Walker; Adv. Chm.: Bill Scotten; Promo. Sec.: Ann Faught.
Labels: Lavette, Lindell.
Branches: Abilene, Tex., 2600 Ivanhoe, Suite 402, Tel.: (915) OW 2-5149.—Dallas, Tex., 5920 Chalef Ct., Suite 4109, Tel.: (214) EM 9-3854. Mgr.: Joey Blaschke.

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Learn While You Sleep (see Knight Education).

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Labels: Liberty, Dolton, Imperial, Minit, World Pacific, Pacific Jazz, Sunset, Rheims, Blue Note.
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mophon), Eire (Gramophone), England (EMI, Philips), Finland (R. E. Westerlund), France (EMI Pathe-Marconi, Philips, Polydor Deutsche Grammophon), Germany (Electrola, Philips), Greece (Columbia), Holland (Bovema, Philips), Hong Kong (Colonial Trading, EMI), India (Gramophone), Italy (La Voce del Padrone), Japan (Toshiba, Cosdel, Victor), Mexico (Pan Americana, Gamma), New Zealand (HMV), Norway (Iversen & Frog), Pakistan (Gramophone), Peru (Distribuidora Peruana), Philippines (Dyna, Cosdel), Portugal (Valentim de Carvalho), Singapore (Chiang Huat), South Africa (EMI, Teal), Southern Rhodesia (ERMI), Spain (Odeon), Sweden (Skandinaviska Gramophon), Switzerland (EMI-Verkaufs), Turkey (American Nesriyatı Buros).

Library Editions (see Request).

Lifetime, 133 North St., Rochester, N. Y. 14604. Tel.: (716) 454-1269.

Lightnin, 6311 Gulf Freeway, Houston, Tex. 77023. Contact: E. L. Cole, Sam "Lightnin" Hopkins, Charles H. Wilson.

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Int'l representatives: Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (Indica), Denmark (Nordisk), Ecuador (Philips), England (Philips), Finland (Fintone), France (Philips), Germany (Philips), Greece (Helladisc), Holland (Philips), Italy (Phonogram), Japan (Victor), Mexico (Dusa), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Industries), Portugal (Philips), Singapore (William Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips, Sonora), Switzerland (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).

Lincoln Square (see Avant Garde).
Linda (see Faro).

Lindberg, 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel.: (312) 729-2047. Pres.: Sven Lindberg.

Lindell (see Lavette).

LinJo, 427 W. San Antonio, El Paso, Tex. 79901. Tel.: (915) 532-1434. Contact: Lindy Cash.
Branch: Englewood, N. J., 260 Speer Ave. Tel.: (201) LO 7-2323. Contact: Joan Granger.
Listen & Learn (see Decca).

Literary (see Creative Rec. Serv.).

Little Chip (see Record Corp. of New England).

Little Darlin' (see Audio Fidelity).

Little Nashville, 1610 Poinsettia Rd., Charleston, S. C. 29407. Tel.: (803) 766-9701. Pres.: Roger Hopkins; VP: G. A. Hopkins; Dir. A&R: David Jobe; Sales Dir.: Don Strange; Pub. Dir.: Matt Moser; Promo. Dir.: Boyd Cobb; Dist. Mgr.: Frank Sutton.

Labels: Little Nashville, Look, Zion.

Live, P. O. Box 663, Waxahachie, Tex. 75165. Tel.: (214) WE 7-2248. Owners: L. W. Dollar & Wayland Woodall.

Living Language Courses (see The Franson Corp.).

Living Legend, 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) HO 4-0226. Pres.: Kim Fowley.

Living Library (see Fuller).

Living Rec. Library (see Stereodiddies).

Livingston Audio Prods., 1275 Bloomfield Ave., Fairfield, N. J. Tel.: (201) 226-8300. Pres.: Darrell D. Scholten.

Loadstone, 163 Orizaba Ave., San Francisco, Calif. 94132. Tel.: (415) 334-2247. Los Angeles Tel.: (213) HO 9-2987. Pres.: Walter C. Stone.
Labels: Loadstone, Open.

Lodestar, 11224 Ewing Circle, Minneapolis, Minn. 55431. Tel.: (612) 888-2011. Owner: C. B. Brown.

L'Oiseau Lyre (see London).

Loma (see Warner Bros.).

London, 539 W. 25 St., New York, N. Y. 10001. Tel.: (212) OR 5-6060. Pres.: D. M. Toller-Bond; Admin.: Martin J. Wargo; Pop A&R: Walt Maguire; Classical A&R: Terry McEwen; Sales: Herb Goldfarb. Int'l: Mimi Trepel.
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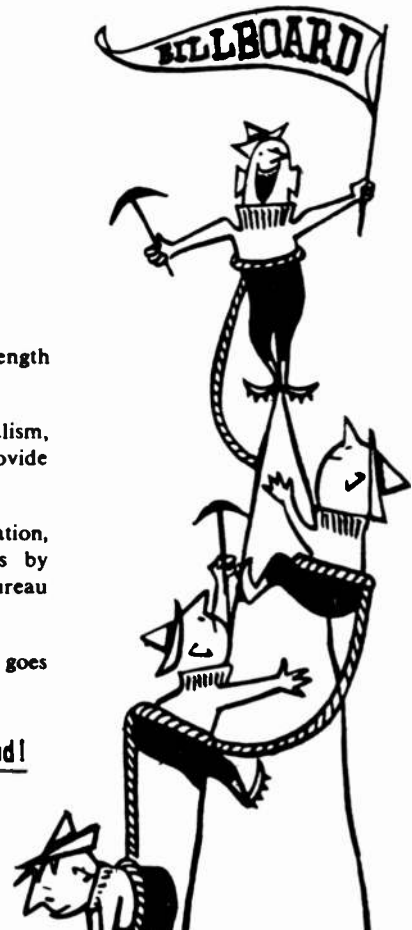
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LuPine (see Atlantic).
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Lytic, P. O. Box 147, Lake Charles, La. Tel.: (318) NE 6-6727. Owner: George Khoury.
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M

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Branches: Los Angeles, Calif., 2053 Venice Blvd. Tel.: (213) 733-2114.—Chicago, Ill., 1112 S. Wabash. Tel.: (312) 341-0660. Contact: Morrie Price.
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M T A, 26 W. 58 St., New York, N. Y. 10019. Tel.: (212) PL 3-5710. VP: Bob Thompson; Gen. Mgr.: Bob Mack.
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Mace (see Scepter).
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Map (see Music Ind.).
Maravilla (see Stereo Fi Corp. of Calif.).
Mardi Gras (see Roulette).
Margie (see McKinnon).
Margo (see Adaire).
Maria, P. O. Box 3770, Grand Central Sta., New York, N. Y. 10017. Tel.: (212) TR 2-3399. Contact: John Clark.
Marina, 870 N. Wabash Ave., Chicago, Ill. 60611. Tel.: (312) 337-2550. Pres.: Fred L. Jarm Jr.; A&R: E. "Dutch" Wenzlaff; Sec. & Dir.: James H. Nash.
Marion (see McKinnon).
Marjon, 93D Woodview Pl., Sharon, Pa. 16146. Tel.: (412) 347-4726. Owner, Sales & Mktg.: J. T. Krizancic; Pub. & Adv.: Martha Krizancic.
Mark, P. O. Box 17811, E. Atlanta Sta., Atlanta, Ga. 30316. Tel.: (404) 241-2744. Pres.: Jerry Ford.
Mark X (see Antiqua Prod'ns).
Markie (see USA).
Marlin, 557 Sharon Dr., Memphis, Tenn. Tel.: (901) 323-1519. Pres.: Marlin Grisham.
Marlo, 117 Elliott Pl., East Orange, N. J. Tel.: (201) 673-6519. Agent & Bus. Mgr.: Floyd Ketchum.
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- Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel.: (312) DE 2-5788. N. Y. C. Tel.: (212) PL 9-2727. Cable: Merrec. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; VP & Prod'n Mgr.: Kenny Myers; Int'l: Brice Somers.
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- Mercury Wing (see Mercury).
- Merlene, 2310 N. Mockingbird Ln., Abilene, Tex. 79603. Pres.: Melvin Mazy.
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- Merritt, 550 Radnor Rd., Oakland, Calif. 94606. Tel.: (415) 451-7787. Pres. & A&R: Tom Gericke.
- Mersey (see Process).
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- Metro-Beat, P. O. Box 4447, Minneapolis, Minn. 55421. Tel.: (612) 788-9122. Pres.: Michael Jann.
- Metronome, 117 W. 48 St., New York, N. Y. 10036. Tel.: (212) JU 2-2934. Mgr.: Mrs. Brigitta Peschko.
Int'l firms represented: Metronome (Denmark, Germany, Sweden).
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Branch: New York, N. Y., 157 W. 14 St. Tel.: (212) 989-3177. (SEE ADVERTISEMENT)
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- Mid-South, P. O. Box 11522, E. Memphis Sta., Memphis, Tenn. 38111. Tel.: (901) 324-4640. Pres. & Pub.: Jim Morgan; VP Pop A&R & Adv.: Style Wooten; Classical A&R: Howard Chandler; Sales & Mktg.: Ted Walker; Promo.: Dennis Turnipseed.
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- Milky Way, RR 1, Box 61, W. Ross Ln., Danville, Ill. 61835. Tel.: (217) 446-7280. Pres.: Arlyn Miller.
- Millie (see Pike).
- Minaret, 1808 West End Bldg., Penthouse, Nashville, Tenn. Tel.: (615) 244-1145. Pres.: Finley B. Duncan. (distributed by Atco).
- Mind Power Education (see Knight Education).
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- Mira, 9028 Sunset Blvd., Los Angeles, Calif. 90069. Tel.: (213) 278-1125. Pres.: Randall Wood; Gen. Mgr.: Robert Demain.
Labels: Mira, Mirwood, Surrey.
- Miranda, 105 York St., Lexington, Ky. Tel.: (606) 254-1294. Pres.: H. I. Miranda.
- Miro (see Monitor).
- Mirrosonic, 502 E. 84 St., New York, N. Y. 10028. Tel.: (212) RE 7-2592. Pres.: Kenneth L. Mapes.
- Mirwood (see Mira).
- Mr. Genius (see Impala-Delsey).
- Mobile Fidelity, P. O. Box 336, Burbank, Calif. 91503. Tel.: (213) 848-5367. Pres.: Brad S. Miller.
Branch: San Francisco, Calif., 665 Harrison St. Zip: 94107. Tel.: (415) 781-6306.
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- Mohawk, 41 W. 86 St., New York, N. Y. 10024. Tel.: (212) TR 3-4237. Mgr.: Irving Spice.
- Mona (see Met Richmond Latin Rec. Sales).
- Money, 6232 Lyndridge Ave., Columbus, Ga. 31904. Tel.: (404) FA 3-0515.
- Monitor, 156 Fifth Ave., New York, N. Y. 10010. Tel.: (212) YU 9-2323. Cable: MONRECOIN. Pres. & A&R: Michael Stillman; Sales Mgr.: Rose N. Rubin.
Labels: Monitor, Miro.
Int'l representatives: Australia (Carinia), Belgium (Schott Freres), England (Phonodisc), Germany (Electrola), Holland (Munnikendam Groothandel), Italy (CGD).
- Monogram, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) CI 7-8177. Pres.: Frances Warner.
- Monte (see Major Mgmt.).
- Montel, P. O. Box 2306, Baton Rouge, La. Tel.: (504) 342-8220. Pres.: Sam Montel. (distributed by Jamie/Guyden Corp.).
- Monticana, 4 W. 31 St., Suite 824, New York, N. Y. 10001. Tel.: (212) LA 4-7800, Ext. 824. Pres.: Dave Leonard.
Int'l Branch: Canada, 2955 Fendall St., Montreal 26, Que. Tel.: (514) 739-8935 & 737-9200.
- Montilla (see Spanish World).
- Monument, 530 W. Main St., Hendersonville, Tenn. 37075. Tel.: (615) 824-6565. Cable: Monuworld. Pres. & A&R: Fred Foster; VP & Gen. Mgr.: Jack Kirby; VP Promo.: Chuck Chellman; Mktg. Dir.: Bob Summer; Int'l Dir.: Robert B. Weiss, 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel.: (213) 273-8855.
Labels: LTD Int'l, Monument, Sound Stage 7.
Branch: Hollywood, Calif., 9000 Sunset Blvd. Zip: 90069. Tel.: (213) CR 3-8855. Int'l Dir.: Bob Weiss.
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Labels: Delco, Murco.
- Music City, 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel.: (415) OL 8-5344. Pres.: Ray Dobar.
- Music Guild (see Westminster).
- Music Inds., 821 19 Ave. S., Nashville, Tenn. 37203. Tel.: (615) 242-6451. Pres.: William T. Connor.
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- Music Makers Network of America, 306 S. 16 St., Wilmington, N. C. 28401. Tel.: (919) 763-1007. Exec. Dir.: Samuel M. Kahn; Nat'l & Int'l Rep.: LaRain Mattocks; Exec. Prod'r: John Lewis Janco.
Labels: Danco, Elvitrue, Walton.
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- New Jazz (see Prestige).
- New Voice (see Genius).
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- Newman (see Era).
- Night Owl (see Cuca).
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Labels: Nina, Olympic. (SEE ADVERTISEMENT)
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- Nonesuch (see Elektra).
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- Norca (see Met Richmond Latin Rec. Sales).
- Norco (see Rio Grande Music).
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Labels: Quinvy, Norala.

North-American, 5114 S. Blackstone Ave., Chicago, Ill. 60615. Tel.: (312) BU 8-4686. Owner & Prod'r: George A. Tasker.

North Lake Prod'ns, Otter Lake, Mich. 48464. Tel.: (313) SW 5-5917. Pres.: Rudolph J. Koteles; Gen. Mgr.: W. Michael Williams; PR Dir.: Janette Eden; Adv. Mgr.: Randolph Curtice.

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Nowl (see Carlson Int'l Prod'g Corp.).

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Labels: Clark, Nugget.

Nu-Mex Sound, 101 Amherst Dr. N.E., Albuquerque, N. M. 87106. Contact: Clark J. Smith.
Labels: Nu-Mex, QQ.



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Labels: (owned) Oakridge; (distributed) E-MC, EeZee.

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Oxford (see Tioga).



P R C (see Canary).
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Pacific Coast, P. O. Box 38631, Hollywood, Calif. 90038. Tel.: (213) 985-2884. Owner: Raymon Sanders.

Pacific Jazz (see Liberty).
Page, 345 Second St., Conemaugh, Pa. Tel.: (814) 539-8117. Owner: Al Page.

Palette, 250 W. 57 St., New York, N. Y. 10019. Tel.: (212) JU 6-3087.

Palmer, 13401 Lyndon, Detroit, Mich. 48227. Tel.: (313) BR 3-7000.

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Palomar (see London).
Pam (see Jesse Mason Prod'ns).

Panart Int'l, P. O. Box 423, North Miami, Fla. Tel.: (305) 751-4126.

Panda (see Connoisseur).
Parade (see Premier Albums).
Paragon Prod'ns, 1265 Broadway, New York, N. Y. 10001.
Labels: Ronnie, Record Makers.

Paramount, 1314 S. Howard St., Philadelphia, Pa. 19147. Tel.: (215) DE 6-7001. Pres.: Samuel D. Hodge.
Labels: Paramount, Hodge.

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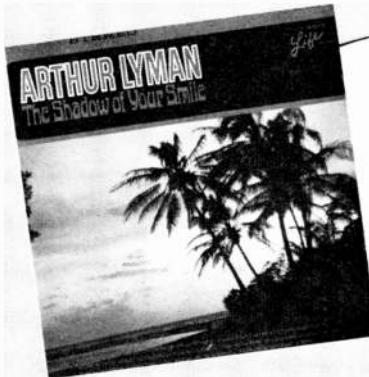
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- Platinum, 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel.: (305) 532-5475. (SEE ADVERTISE-
MENT)
- Playette, 585 Ninth Ave., New York, N. Y. 10036. Tel.: (212) BR 9-5379. Pres.: Sidney A. Evans.
Label: GMS-Disc.
- Playhouse, P. O. Box 36061, Los Angeles, Calif. Tel.: (213) WE 4-1863.
Owners: Jim Copp & Ed Brown.
- Playmates (see Ambassador, Newark N. J.).
- Pleasant Peasant (see Artists Life).
- Pliant (see Vantage).
- Plymouth (see Record Corp. of New England).
- Poetry, 475 Fifth Ave., New York, N. Y. 10017. Tel.: (212) MU 3-3421. Dir.: David Ross Jr.
- Point (see Georden Prod'ns).
- Polaris, 1232 Cambridge St., Cambridge, Mass. 02139. Tel.: (617) 547-3780. VP: Joseph F. Mahoney.
- Polka Dot (see Cuca).
- Polka-Favorites (see Artists Life).
- Polka Towne, 23 Marian Ln., Jericho, L. I., N. Y. Tel.: (516) OV 1-7356. Contact: T. Kalinowski.
- Polkaland (see Artists Life).
- Polly, 4542 Live Oak, Mesquite, Tex. 75149. Tel.: (214) BR 9-0635. Pres.: J. A. Balthrop.
- Pollyvox, 369 15 St., Norwood, N. J. 07648.
- Polydor (see Deutsche Grammophon).
- Polydor (France), c/o Record & Tape Sales, B21 Broadway, New York, N. Y. 10003. Tel.: (212) OR 4-6400. Pres.: Robert Staub.
- Popside (see Orpheum Prod'ns).
- Port (see Jay-Gee).
- Pow (see Masters Releasing).
- Powell, 1146 St. Augustine Pl. N.E., Atlanta, Ga. 30306.
- Powerfree, 144 W. 57 St., New York, N. Y. Tel.: (212) CI 5-3759. Pres.: Curtis R. Lewis.
Labels: Essence, Janus, Powerfree, Vega.
- Praise (see Prism).
- Precise (see Dickerman Music Prod'ns).
- Prelude, 7280 Caverna Dr., Hollywood, Calif. 90028. Tel.: (213) HO 6-6129. Contact: H. B. Barnum.
Premier (see Premier Albums).
- Premier Albums, 1650 Broadway, New York, N. Y. 10019. Tel.: (212) JU 6-5253. Pres.: Philip Landwehr.
Labels: Baronet, Blue Ribbon, Coronet, Directional Sound, Parade, Premier, Spin-O-Rama, Twinkle.
- Press (see London).
- Presta, 29 E. Monterey Way, Phoenix, Ariz. 85012. Tel.: (602) 264-9364. Pres.: Earl V. Perrin.
- Prestige, 203 S. Washington Ave., Bergenfield, N. J. 07621. Tel.: (201) 384-6900. Pres.: Robert S. Weinstock; A&R Dir.: Don Schlitten; Pop A&R: Cal Lampley; Sales: Jerry Field & Joe Fields; Promo.: Jerry Field; Int'l: Alan Bates, 41 Ladbroke Grove, London W. 11, England.
Branch: Pasadena, Calif., Arnold Theis, 1718 N. Los Robles.
Labels: New Jazz, Prestige, Prestige Folklore.
Int'l representatives: Argentina (Microfon), Belgium (Discobel), Eire (EMI), France (Pathe-Marconi), Holland (Artone), Hong Kong (Cosdel), India (EMI), Israel (EMI), Italy (Durium), Japan (Cosdel), Luxembourg (Discobel), Mexico (Pan Americana), New Zealand (Peak), Nigeria (EMI), Pakistan (EMI), Philippines (Cosdel), Singapore (Cosdel), Spain (EMI), Switzerland (John Lay), United Kingdom (EMI).
- Prestige Folklore (see Prestige).
- Prism, 49 Heid Ave., Dayton, Ohio 45404. Tel.: (513) 233-6904. Gen. Mgr.: Floyd Whited.
Branch: Cincinnati, Ohio, 1403 First Nat'l Bank Bldg.
Labels: Praise, Prism.
- Process, 439 Wiley Ave., Franklin, Pa. 16323. Tel.: (814) 432-4633. Mgr. & A&R: Norman Kelly.
Labels: Country Star, Mersey, Process.
- Progressive Sounds of America, 6034 Atlantic Blvd., Maywood, Calif. 90270. Tel.: (213) 5B3-5921 & 589-3880.
Branches: Kansas City, Mo.; Nashville, Tenn.; Houston, Tex.
- Protone Records & Tapes, 2534 W. Pico Blvd., Los Angeles, Calif. 90006. Tel.: (213) DU 7-3276.
Labels: Cornuto, Protone, Recotape.
- Proverb/Gospel Corner, 532B S. Central Ave., Los Angeles, Calif. 90011. Tel.: (213) AD 19261. Pres.: S. C. Henderson.
- Providence (see Laurie).
- Pulse, 300 W. 55 St., New York, N. Y. 10019. Tel.: (212) CI 6-2910. Pres.: Don Ames.
Labels: Pulse, Westerly.
- B T Puppy (see Jay-Gee).
- Purple Cow (see Springboard).
- Q**
- Q Q (see Nu-Mex).
- Que Rio (see Met Richmond Latin Rec. Sales).
- Queen City Album, 7200 Colerain Ave., Cincinnati, Ohio 45239. Tel.: (513) 931-3232. Pres.: Edward R. Bosken.
- Queen Vee (see Spivey).
- Quicka (see Met Richmond Latin Rec. Sales).
- Quint, 1035 Quebec Terr., Suite 2, Silver Spring, Md. Tel.: (301) 439-1629. Pres.: Lester L. Friedman.
- Quinvy (see North Alabama Rec'g Corp.).
- R**
- R C A Camden (see RCA Victor).
- R C A Victor, 155 E. 24 St., New York, N. Y. 10010. Tel.: (212) MU 9-7200. Cable: RCAVIC-TOR. VP: George R. Marek; Classical A&R: Roger G. Hall; Pop A&R: S. H. Sholes; Mktg. VP: H. E. Jenkins; Int'l: Dario Soria.
Branch: Hollywood, Calif. Tel.: (213) 461-9171. Mgr. & Pop A&R: Neely Plumb.—Nashville, Tenn. Tel.: (615) 255-5781. Mgr.: Chet Atkins.
Labels: RCA Victor, Camden, Groove, Victrola.
Company represents: Discophon (Finland), International Rec'g (Trinidad, BWI), RCA (Brazil), RCA Victor (Argentina, Canada, Italy, Mexico).
Int'l representatives: Argentina (RCA Victor), Australia (RCA), Austria (Musica), Belgium (Inelco), Brazil (RCA), Canada (RCA Victor), Chile (Corporacion de Radio de Chile), Colombia (Sonolux), Denmark (Hede Nielsens), Ecuador (E. Maulme), El Salvador (Dicesa), England (Decca), Finland (Discophon), France (AREA), Germany (Teldec), Greece (Greek Phonograph Rec. House), Holland (Inelco), India (Gramophone), Israel (Eastronics), Italy (RCA), Jamaica (Federal Rec. Mfg.), Japan (Victor), Lebanon (G. Haddad), Mexico (RCA Victor), New Zealand (Radio Corp. of NZ), Norway (Nera), Peru (Fabricantes Tecnicos), Philippines (Filipinas Rec. Corp.), Portugal (Telectra), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Trinidad (International Rec'g), Turkey (Melodi), UAR (Sono Cairo), Uruguay (American Prods.), Venezuela (Antor).
- R C A Victrola (see RCA Victor).
- R C P, P. O. Box 525, Mendota, Calif. Tel.: (209) 655-4630. Pres.: Ray Camacho.
- R D Truetone, 1835 Mound St., Springfield, Ohio 45505. Tel.: (513) 325-1778. Owner: Richard D. Durrant.
- R I C, 806 16 Ave. S., Suite 212, Nashville, Tenn. Tel.: (615) 244-2670. Pres.: W. L. Vanadore.
- R M P, 600 Ridgewood Ave., Brooklyn, N. Y. 11208. Tel.: (212) MI 7-9745. Owner: Stephen Benjak.
- R M T (see Reach).
- R S V P, 1650 Broadway, New York, N. Y. Tel.: (212) JU 6-6707.
- Racer (see Music Inds.).
- Rae-Ann, 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel.: (213) GA 2-4890. Owner: Sarah Ann Warner.
- Raglan (see Arhoolie).
- Rainbow, 5659 Heiskell St., Philadelphia, Pa. 19144. Tel.: (215) GE B-7605. Pres.: Phil Terry; A&R: Marty Lynn; Sales & Promo.: Joe Konowol.
Labels: Chase, Chelton, Rainbow.
- Raincoat, 1112 Lillian Way, Hollywood, Calif. 90038. Tel.: (213) HO 5-9646. Owner: Ellen Marty; Pub. & Adv.: Erwin Zucker & Steve Adler.
- Rainstar (see McDowell).
- Ralbar Prod'ns, 915 Queen St., Pottstown, Pa. 19464. Tel.: (215) 323-3336. Cable: RALBAR. Pres. & Exec. Prod'r: A. Alan Botto; Gen. Mgr.: Evadna Brosius; Mktg. Mgr.: William R. Glennon.
Rama (see Roulette).
- Ramble, Rt. 2, Box 2B, Leesville, S. C. Tel.: (803) 532-4174. Pres.: William R. Watkins Jr.
- Ramco (see ARA).
- Rampart (see Faro).
- Rane/Supreme/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel.: (413) RE 4-3376. Pres.: Mark Lee Woods.
- Rangel Music, 505 W. Commerce, San Antonio, Tex. 78205. Tel.: (512) CA 6-1923. Pres.: Manuel Rangel.
Labels: Corona, Rangel.
- Ranger, 5445 Hillier Dr., Clio, Mich. 48420. Tel.: (313) 686-0189. Contact: Forrest Green.
Labels: Ranger, FGS.
- Rapid (see Elco).
- Ra-Sel, 1426 Lombard St., Philadelphia, Pa. 19146. Tel.: (215) KI 5-8970. Pres.: Raymond F. Selden.
- Rave (see Artists Life).
- Razorback of Arkansas, P. O. Box 2205, Little Rock, Ark. Tel.: (501) MO 4-5163. Pres.: Bobby Crawford.
- Reach Prod'ns, 152B Overington St., Philadelphia, Pa. 19124. Tel.: (215) PI 3-0770. Pres.: Richie Moore.
Labels: RMT, Reach.
- Reading (see McKinnon).
- Realm Ent., 310 Madison Ave., Suite 1001, New York, N. Y. Tel.: (212) TN 7-2140. Pres.: Jackson Leichter.
- Rebel, P. O. Box 246, Mt. Rainier, Md.; 540B 20 Ave., Hyattsville, Md. Tel.: (301) 927-0010. Pres.: C. R. Freeland.
Int'l Branch: Canada, Box 32, Willowdale, Ont.
- Re-Car, 3121 Nicolett Ave. S., Minneapolis, Minn. 55408. Tel.: (612) TA 4-6484. Pres.: Russ Holland.
- Recital, 4640 E. Lewis, Phoenix, Ariz. 85008. Tel.: (602) 959-2076. Owner: L. John Twiford.
- Reco-Flex (see Vantage).
- Record Corp. of New England, 30 E. 42 St., New York, N. Y. 10017. Tel.: (212) 986-6031. Pres.: Donald H. Gabor.
Labels: Continental, Little Chip, Masterseal, Plymouth, Remington, Webster.

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

Record Makers (see Paragon Prod'ns).

Recorded Treasures (The Welte Legacy), P. O. Box 1278, North Hollywood, Calif. Tel.: (213) PO 3-3173. Pres.: Walter S. Heebner.

Recordland, 13673 Wales Ave., Oak Park, Mich. 48237. Tel.: (313) 542-2338. Pres.: Edward Kaplan; VP: Seymour Kaplan; A&R: Edward Kaplan & Daniel Schwartz; Prod'n Mgr.: Daniel Schwartz; PR & Pub.: Hershel Freeman; Adv.: Al Nawrocki.
Labels: Kapla, Recordland.

Recotape (see Protone).

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

Red Fox (see Skyway).

Redda (see Atco).

Redstart, 10229 N. 15 Dr., Phoenix, Ariz. 85021. Tel.: (602) 944-7862. Owner & Promo.: Hubert C. Stotts; Sales & Mktg. Mgr.: Jimmie Spellman; A&R, Pub. & Adv.: Steve Stephens.

Regal (see Capitol Imports).

Regent (see Savoy).

Release, 1000 Rogers, Florissant, Mo. 63033. Tel.: (314) TE 7-7108. Pres.: B. J. Bax.

Reli (see Met Richmond Latin Rec. Sales).

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

Rem, 2003 Liberty Rd., Lexington, Ky. 40505. Tel.: (606) 254-7858. Pres., Sales & Mktg., & Promo.: Bob Mooney; A&R (C&W): James Durham; Pub.: Kelly Bach; Adv.: Jim Voisenet.
Branches: Phoenix, Ariz., 1531 W. Peoria. Zip: 85029. Tel.: (602) 254-4161. Mgr.: Herb Sims.—Nashville, Tenn., 801 17 Ave. S. Tel.: (615) 256-0638.
Labels: Rem, Pennant, Trophy.

Remington (see Record Corp. of New England).

Renaissance (see Everest).

Renfro, 4764 Dockweiler St., Los Angeles, Calif. 90019. Tel.: (213) WE 5-5587. Pres.: Anthony C. Renfro.

Reo Tahiti (see Tiare Tahiti).

Reon, P. O. Box 11585, Oklahoma City, Okla. 73111. Tel.: (405) GA 4-2203. Pres.: Dude Rawson.

Repeat, 5782 E. Second St., Long Beach, Calif. 90803. Tel.: (213) GE 9-7785. Gen. Mgr.: B. Steidley; A&R: John Berry.
Int'l representatives: Canada (Sparton), New Zealand & Pacific Islands Area (Salem).

Reprise, 4000 Warner Blvd., Burbank, Calif. 91505. Tel.: (213) HO 9-1251. N. Y. C. Tel.: (212) CI 6-1400. Gen. Mgr.: Mo Ostin; A&R: Jimmy Bowen (see Warner Bros.).
Int'l representatives: Aden (Bhicajee Cowasjee), Argentina (Sicamericana), Australia (Australian Rec.), Austria (Musica), Belgium (Vogue), Brazil (EMI), Burma (Gramophone), Cambodia (Gramophone), Canada (Compo), Ceylon (Gramophone), Chile (Goluboff), Colombia (Columbia de Discos), Costa Rica (Indica), Denmark (Hede Neilsens), Ecuador (Industria Fonografica), England (Pye), Finland (Sankoliikkeiden), France (Vogue), Germany (Teldec), Greece (Greek Phono), Holland (Negram), Hong Kong (Cosdel), India (Gramophone), Israel (Gal Ron), Italy (CGD), Japan (Cosdel), Malaysia (E. S. Isaac), Mexico (Gamma), New Zealand (La Gloria), Norway (Arne Bendiksen), Peru (EMI), Philippines (Cosdel), Portugal (Arnaldo Trindade), Puerto Rico (Juan Martinez Vela), South Africa (Teal), Spain (Hispanovox), Sweden (Telefunken), Switzerland (Musica), Turkey (Melodi), Venezuela (Favedica), West Indies (West Indies).

Republic (see ARA).

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

Rev, 12044 Chandler Blvd., North Hollywood, Calif. 91607. Tel.: (213) PO 6-9164. Owners: Maj. W. V. Thrasher & John Phillips.

Revancha (see Met Richmond Latin Rec. Sales).

Revere (see Dickerman Music Prod'ns).

Revolution (see Periscope).

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

Rheims (see Liberty).

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Label: Tom Thumb.

Riba, 101 Rockaway Ave., Valley Stream, N. Y. 11580. Tel.: (516) IV 3-7766. Pres.: Richard W. Babeuf.

Ric-Tic (see Golden World).

Rice, 1531 Demonbreun St., Nashville, Tenn. 37203. Tel.: (615) 242-2461. Dir.: Jimmy Key.

Rich, 925 N. Hudson, Oklahoma City, Okla. Tel.: (405) CE 9-9512. Pres.: Jack L. Rich.

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

Richmond (see London).

Ringstar Record Ent., 7128 S. Bennett Ave., Chicago, Ill. 60749. Tel.: (312) 684-5312. Pres.: Rollin Allison.

Rio Grande Music, P. O. Box 861, San Benito, Tex. 78586. Tel.: (512) EX 9-1471. Owner: Paco Betancourt.
Labels: Ideal, Norco.

Riverside (see Orpheum Prod'ns).

Riviera (see USA).

Robbins, P. O. Box 411, San Fernando, Calif. 91340. Tel.: (213) DI 2-9109. Sales Rep.: Mark Raymer.
Branch: Mehama, Ore., P. O. Box 928

Robbins, 713 1B Ave. S., Nashville, Tenn. 37204. Tel.: (615) AL 4-5918. Mgr.: Marty Robbins.

Roben, 102 E. Fourth, Tompkinsville, Ky. 42167. Pres.: Benny Williams.

Robin Hood (see Crown).

Rocket, 1732 E. Fourth St., Brooklyn, N. Y. 11223. Tel.: (212) ES 5-8513. Pres.: Vic Stevens.

Rockin', 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel.: (213) 933-6521. Pres.: Willie H. Roquemore; Promo.: Skip Lane.
Labels: Rockin', Rockmore (distributed by SER-Prod'ns).

Rocking Horse (see Ambassador, Newark, N. J.).

Rockmore (see Rockin').

Rollo-Marsh-Kammy, 9341 Olympic Blvd., Beverly Hills, Calif. 90212. Tel.: (213) 271-6345. Pres.: Al Kavelin; VP: Bobby Lile; A&R Dir.: Frank Kavelin.

Romco, 1000 Hazel Ave., Wichita, Kan. Tel.: (316) JA 4-4033. Pres.: Richard O. Miller.

Romulus (see SPQR).

Ron (see Shaab Prod'ns).

Ron-Jac, 166 W. Washington, Chicago, Ill. 60602. Tel.: (312) 782-3053. Pres.: Jack Barthel.

Ronik Rekords, 5814 Leslie Dr., Flint, Mich. 48504. Tel.: (313) 789-2559. Pres.: Johnny Nogaj.

Ronnie (see Paragon Prod'ns).

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

Rose (see World-Wide).

Rosemarf (see Atlantic).

Brian Ross Prod'ns (see API).

Rotate (see Amy-Mala-Bell).

Roulette, 1631 Broadway, New York, N. Y. 10019. Tel.: (213) PL 7-9880. Pres.: Morris Levy; A&R: Henry Glover; Sales Mgr.: Gerri Cousins; Pub. & Promo.: Red Schwartz.
Labels: Alegre, End, Gee, Gone, Kenwood, Mardi Gras, Rama, Roulette, Satin, Squire, Tico.
Int'l representatives: Africa (Trutone), Argentina (Sicamericana), Belgium (Discobel), Brazil (Cassia Muniz), Canada (Compo, Roulette), Colombia (Fuentes), Denmark (Dansk), Dominican Republic (Gonzarena), England (EMI), France (Vogue), Greece (Helladisc), Holland (Artone), Hong Kong (Cosdel), Israel (Hatakli), Japan (Cosdel), Mexico (Gamma), New Zealand (La Gloria), Peru (Distribuidora Peruana), Philippines (Cosdel), Puerto Rico (DND), Sweden (Scandisc), Switzerland (Finsterwald & Cantacuzene), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)

Round Sound (see Pickwick Int'l).

Roy (see Brite-Star).

Royal Crest (see Empala).

Royce, 190 E. Main St., Oblong, Ill. 62449. Tel.: (618) 1313 (no direct dial). Mgr.: Keith Dorrough.
Labels: Atom, Royce.

Ruff (see Checkmate Prod'ns).

Russell, P. O. Box 3318, 1403 Callens Rd., Ventura, Calif. 93003. Tel.: (805) 642-3555. Pres.: Ted Russell.

Rust (see Laurie).

Rustique (see Band Box).

S O A (see World-Wide).
 Tel.: (404) 874-2781. Pres.: H. H. Brooks.

S P Q R, 177 Rt. 304, New City, N. Y. Contacts: Frank Guida, Tel.: (703) 853-4041 & Pearl Frank, Tel.: (914) NE 4-5101.
Labels: Romulus, SPQR, Legrand.

S T A, P. O. Box 11372, 227 Ida, Wichita, Kan. 67211. Tel.: (316) AM 7-3275. Pres.: M. H. Jewett.

Sable, 2224 Belvedere Dr., Jackson, Miss. Tel.: (601) 354-3062. Pres. & A&R (R&B): Johnny Angle; Sales & Promo. Dir.: James Farris.

Sacred KMOF, 1347 Selby Ave., St. Paul, Minn. 55104. Tel.: (612) 645-8271. Pres.: Fred Adam.

Sacred Prod'ns, PO Box 7654, Waco, Tex. 76711. Tel.: (817) PL 6-4101. Pres.: Jarrell McCracken.

Sadboy (see LeMans).

Safice (see Atlantic).

Sage, 5653 1/2 Hollywood Blvd., Hollywood, Calif. 90028. Tel.: (213) HO 9-1527. Pres.: W. O. Fleener.
Labels: Sage, Sand.

Sahara (see Masters Releasing).

St. Paul, Arts & Science Cir., 30 E. 10 St., St. Paul, Minn. 55101. Tel.: (612) 225-6571. Pres.: John R. Stoltze.

Salem (see Continental).

Samter, 522 Lafayette St., Gretna, La. Tel.: (504) 361-9168. Pres.: Samuel C. Territo.

Sand (see Sage).

Sandrea, 12528 Buckeye Rd., Cleveland, Ohio 44120. Tel.: (216) 921-1442. Pres.: Mrs. S. Egedy.

Sansu (see Amy-Mala-Bell).

Santa Cruz (see Copper State).

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

Sara (see Cuca).

Sashay, 318 Summit St., Toledo, Ohio 43604. Tel.: (419) 248-2491. Mgr.: Robert F. Thomson; A&R Dir.: Jim Wise.

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

Sattin (see Roulette).

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

Saxony, P. O. Box 1771, Cincinnati, Ohio 45201. Tel.: (513) 661-0660. Mgr.: Paul Trefzger; A&R: Bud Reneau; Adv.: Jerry Humbert.

Scala (see Everest).

Scarlet (see Stereo-Fi Corp. of Calif.).

Scepter, 254 W. 54 St., New York, N. Y. 10019. Tel.: (212) CI 5-2170. Cable: SCEPTERMUS. Pres.: Florence Greenberg; VP, Sales & Mktg.: Marvin Schlachter; Pop A&R: Tommy Kay; Classical A&R: Stanley Greenberg; Promo.: Pete Garris; Int'l: Joe Zerga.
Labels: Hob, Mace, Scepter, Wand.
Int'l representatives: Australia (Festival), Canada (Quality), Denmark (Tono), England (Pye), France (Vogue), Holland (Negram), Italy (CGD), New Zealand (Festival), South Africa (Troubadour), Trinidad (National Rec'g). (SEE ADVERTISEMENT)

Franz Schubert Music (see listing under "F").

Scorpio (see Fantasy).

Scott (see Gateway Rec'gs).

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

S C Phillips Int'l (see Sun).

Scripture (see Ambassador, Newark, N. J.).

Sea-King (see Centaur).

Sea-Mist (see CBC Ent's.).

Seagrave (see Sound City).

Seagull (see Blue Horizon).

Security (see Holton).

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

Semaphore (see Vantage).

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

Ser-Prod'ns, 6365 Selma Ave., Hollywood, Calif.
Labels: Hondo, Tempe.

Seraphim, P. O. Box 5211, Chicago, Ill. 60680. Pres.: Dr. Francois D'Albert; VP: Emmett Steele.

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

Shaab Prod'ns, P. O. Box 14602, Baton Rouge, La. 70808. Tel.: (504) 342-8066 & 343-2963.
 Owner: Marlene Shaab.
Branch: Philadelphia, Pa., 7613 Seminole Ave., Melrose Park, Zip: 19126.
Labels: Lucky Sounds 7 & 13, Ron, Shakespeare Rec'g Society (see Caedmon).
 Sharp (see Savoy).
 Shawmut (see Casa Grande).
 Shikari (see MRM).
 Shirley (see Triad).

Shoestring, P. O. Box 4695, 3551 Bittersweet Rd., Richmond, Va. Tel.: (703) 272-4404. Pres.: Steve Richardson; Gen. Mgr.: Jim Gemmill.
 Shout (see Bang).

Showboat (div. of Santa Claus Kastle Ent's.), P. O. Box 45, Santa Claus, Ind. 47579. Tel.: (812) 529-2622. Pres. & Gen. Mgr.: Ray F. Scrivner.
Labels: Gospel Truth, Heed, Kasko, Skoop.

Shrine, 3 Thomas Circle N.W., Washington, D. C. 20005. Tel.: (202) 628-8870. Pres.: Ray Gordy; VPs: Eddie Singleton & Stanley Ossman.
 Siemens America (see Deutsche Grammophon).

Silver Burdett, Park Ave. & Columbia Rd., Morristown, N. J. 07960. Tel.: (201) 538-0400. Cable: SILDET. Pres.: Craig T. Senft; VP: Roger E. Egan; Adv. Dir.: Francis W. Goessling; Int'l: Erroll D. Michener.
Branches: Palo Alto, Calif., 435 Middlefield Rd. Zip: 94301. Tel.: (415) 327-4081. VP & Mgr. Pacific Div.: Thomas K. Moylan—Atlanta, Ga., 3272 Peachtree Rd. N.E. Zip: 30305. Tel.: (404) 237-0382. VP & Mgr. Southeastern Div.: G. Dan Robison Jr.—Park Ridge, Ill., 460 S. Northwest Hwy. Zip: 60068. Tel.: (312) 775-5787. VP & Mgr. Central Div.: Ronald J. Layde—Dallas, Tex., 4640 Harry Hines Blvd. Zip: 75235. Tel.: (214) 631-3044. Div. Sales Mgr.: G. Harris Holmes.

Silver Cross (see Stop).

Silver Falcon, P. O. Box 204, Minot, N. D. 58701. Cable: SIL FAL. Pres. & Prod'n Dir.: William B. Lewis; Promo. Dir.: Frank Halfacre.
Branch: Baltimore, Md., 4720 Pimlico Rd.
Labels: Gold Key, Legend, Silver Falcon, Soul A Rama.

Silverleaf (see Music Research).

Simon Says (see ABC).

Sims, P. O. Box 6277, 801 17 Ave., S., Nashville, Tenn. 37203. Tel.: (615) 256-0638. Pres.: Russell Sims.
Labels: Sims, Carol.

Singcord, Sta. C, Grand Rapids, Mich. Tel.: (616) GL 6-5406. Pres.: Bernie Zondervan Jr.
Labels: Crown V, Zondervan.

Sioux, P. O. Box 223, Cambridge, Mass. 02139. Tel.: (617) 235-0234. Prop.: Anthony Dejon. Int'l representative: Canada (Sparton).

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

Skill, 227 E. Sterling, Pasadena, Tex. 77502.
 Skipper (see Met Richmond Latin Rec. Sales).

Skokie, 5230 W. Howard St., Skokie, Ill. 60076. Tel.: (312) OR 5-4285. Pres.: Ed. Mravik.

Skoop (see Showboat).

Skyline (see Emdar).

Skyrocket, 1739 N. Third St., Philadelphia, Pa. 19122. Tel.: (215) CE 2-5729. Contact: Rex Zario.

Skyscraper (see Holton).

Skyview, 4850 Joaquin Way, Sacramento, Calif. 95822. Tel.: (916) 457-8497. Owner & Gen. Mgr.: Wesley Strawn.

Skyway, P. O. Box 133, Hollywood, Calif. 90028. Tel.: (213) HO 3-5885. Owner: Everett L. Whenham.
Labels: Red Fox, Skyway.

Slide (see McKinnon).

Smart Set (see Trend, Hollywood, Calif.).

Smash, 35 E. Wacker, Chicago, Ill. 60601. Tel.: (312) DE 2-5788. N. Y. C. Tel.: (212) PL 9-2727. Cable: Merrec. Exec. VP: Irwin H. Steinberg; VP: Charles Fach; Promo.: Lou Dennis; Int'l: Brice Somers.
Company represents: Fontana (Holland).
Int'l representatives: Argentina (Phonogram), Australia (Philips), Austria (Polyphon), Barbados (West Indies), Belgium (Polygram), Bolivia (Philips), Brazil (Brasileira de Discos), British West Indies (Records), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (Indica), Denmark (Nordisk Polyphon), Ecuador (Philips), England (Philips), Finland (Musik Frazer), France (Philips), Germany (Philips), Greece (Helladisc), Holland (Philips), India (Philips), Israel (Hed-Arzi), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), New Zealand (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home industries), Portugal (Philips), Singapore (Wm.

Jacks), South Africa (Trutone), Spain (Fonogram), Sweden (Philips), Switzerland (Philips), Uruguay (Philips), Venezuela (Siemens).
 Smoke, 310 Chadwick Ave., Newark, N. J. 07112. Tel.: (201) 242-6868. Owner: Kay Thomas; Pres.: George Blackwell Jr.
 Labels: Smoke, Vision.
 So Deska, 177 Beach 141 St., Belle Harbor, L. I., N. Y. 11694. Tel.: (212) GR 4-2450. Owner: Dudley Manners.
 Societe Francaise du Son (see London).
 Society for Forgotten Music (see Contemporary).
 Soft (see Jamie/Guyden Dist. Corp.).
 Solid Gold (see Bi-Ru).
 Solo, 831 Taylor Blvd., Millbrae, Calif. 94030. Tel.: (415) 692-0117. Rec'g & Prod'n: Lou Dorren; Sales & Promo.: Don O'Leary.
 Branch: San Diego, Calif., 3902 Lomaland Dr. Zip: 92106. Sales & Promo.: John Holmes.
 Soma, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel.: (612) 544-4201. Pres.: Amos Heilicher; VP: Daniel Heilicher; A&R: Ira Heilicher; Sales & Mktg.: Anne Allan; Promo.: Larry Bakke.
 Labels: Soma, Stereodiddies.
 Somar (see Met Richmond Latin Rec. Sales).
 Sombrero Alto, 1506 W. Bronson St., Carlsbad, N. M. Tel.: (505) TU 5-6580. Pres.: George Brazeal Jr.
 Somed, 356 Main St., Medford, Mass. 02155. Tel.: (617) 395-3373. Pres.: Robert E. Mondello.
 Somerser (see Budget Sound).
 Sommers, P. O. Box 322, Silver Spring, Md. 20907. Tel.: (301) WH 6-9039. Contact: Henry J. Sommers.
 Sommers' Song Shop, 322 Washington St., Prophets-town, Ill. Tel.: (815) 537-4721. Owner: Walt Sommers.
 Sonat (see Hull).
 Song Bird (see Peacock).
 Songs of Faith (see Spar).
 Soul (see Motown).
 Soul A Rama (see Silver Falcon).
 Soul Bros. Ents., 3436 Selma Ave., Knoxville, Tenn. Tel.: (615) 523-903. Contacts: Gary Moore, Arthur Burke.
 Label: K-Town.
 Sound, 56880 North Ave., New Haven, Mich. 48048. Tel.: (313) 749-5182. Pres.: W. Howard Walker; VP: Romeo LeDuke; A&R Prod'rs: Johnny Powers & Stan Getz; Gen. Mgr.: Lary Lick; VP Pub.: George Silvernail.
 Labels: Cracked, Keepsake, Sound, Trash, Walker.
 Sound, 240 W. Wells St., Milwaukee, Wis., 53203. Tel.: (414) 276-6422. Pres.: Stuart L. Glassman.
 Sound City, 363 Sixth St., San Francisco, Calif. 94103. Tel.: (415) EX 2-7690. Owner: James Seagrave; Mgr.: Mickey Underdahl; PR: David McDaniel.
 Branch: Kew Gardens, N. Y., 83-34 Lefferts Blvd. Tel.: (212) VI 9-2652. PR: Dick Zabe.
 Labels: Drumfire, Jimbo, Seagrave, Sound City.
 Sound Preservers, 1110 Indian St., Bellingham, Wash. 98225. Tel.: (206) 734-5621. Owner: Allen P. Giles.
 Sound Stage 7 (see Monument).
 Sound-Tex (See Texas Sound Studios).
 Sound Track Ents., PO Box 12276, Ft. Worth, Tex. 76116. Tel.: (817) PE 2-1685. Pres.: W. F. Temple; Exec. VP: N. D. Moody.
 Labels: Chevell, Sound Track.
 Sound of Atlanta (see World-Wide).
 Sound of Money (see Vantage).
 Sound of Soul (see Atlantic).
 Sounds of Wisconsin (See Cucca).
 South Shore (see Georden Prod'ns).
 Southern City, 157 Ford Ave., Gallatin, Tenn: 37066. Tel.: (615) 452-1479, 3900. Pres.: Harold Gilbert; VP: Marcus Scott; A&R: Harold Gilbert & Chico Robinson; Sales & Mktg. Mgr.: Samuel West; Pub. Dir.: Yvonne Gilbert; Adv. Mgr.: Jean Gilbert; Promo. Mgr.: Jan West; PR: Ann Goodall.
 Branch: Detroit, Mich., 18890 Keystone. Tel.: (313) TW 3-3901.
 Labels: Gilbert, Hal n' Jean, Hitsburgh.
 Southern Sound (see Claridge).
 Sovereign, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) CI 7-2904. Pres.: R. Fisher.
 Spa (Society of Participating Artists), 404 Broadway, Saratoga Springs, N. Y. Tel.: (518) 584-2222. Pres.: Norman M. Fox.
 Space (see World-Wide).
 Space, 2037 Alvarado Dr. N.E., Albuquerque, N. M. 87110. Tel.: (505) 268-8405. Pres. & Gen. Mgr.: Ann Faught.
 Space, Box 132-B, Chriesman, Tex. 77838. Tel.: (713) 535-7301. Pres. & A&R: Bennie Hess; Gen. Mgr.: D. L. Collins; Pub.: D. C. Lee; Adv.: Harold Sitton.

Branch: Houston, Tex., 1009 Janbar. VP: Bob Sloan.
 Labels: Musicode, Space.
 Spanish Music Center, Belvedere Hotel, 319 W. 48 St., New York, N. Y. 10036. Tel.: (212) JU 2-4280. Mgr.: Gabriel Oller.
 Label: Coda.
 Spanish World, 115 E. 23 St., New York, N. Y. 10010. Tel.: (212) GR 5-0001. Pres.: Alfredo Garcia; VP: Marcos Garcia; Sales VP: Jose Chao.
 Labels: Montilla, Perico.
 Int'l representatives: Argentina (RCA Victor) Colombia (Ajover); Costa Rica (Indica); Dominican Republic (Salon Mozart); Mexico (CBS), Peru (MAG); South Africa (Trutone) Uruguay (RCA Victor), Venezuela (Venevox).
 Spar, 48 & Tennessee, Nashville, Tenn. 37209. Tel.: (615) 291-7883. Owners: Bill Beasley & Alan Bubis.
 Labels: Gospel Time, Songs of Faith, Spar.
 Specialty, 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel.: (213) 656-7711. Pres.: Arthur N. Rupe.
 Spectra, 912 Stemmons Tower East, Dallas, Tex. Pres.: Wm. H. Hollingsworth; Exec. VP Sales: James E. Hollingsworth; Music Dir.: Roger B. McGaw.
 Labels: Mikalin, Spectra, Toy.
 Sphere Sound (See Amy-Mala-Bell).
 Spicy (see Band Box).
 Spin-O-Rama (see Premier Albums).
 Spindletop, 1812 Procter St., Port Arthur, Tex. 77640. Tel.: (713) YU 2-7121. Owner: Floyd J. Badeaux.
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 Spiral, 875 Fifth Ave., New York, N. Y. Tel.: (212) RE 7-3304. VP, Sales, Mktg., Pub. & Promo.: Sol Abrams.
 Branch: Palisade, N. J., 780 Palisade Ave. Tel.: (201) 945-1000.
 Spivey, 65 Grand Ave., Brooklyn, N. Y. 11205. Tel.: (212) UL 7-7003. Pres.: Victoria Spivey.
 Labels: Queen Vee, Spivey.
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 Spoken-Word, 10 E. 39 St., New York, N. Y. 10016. Tel.: (212) MU 3-1150. Pres.: George E. Probst.
 Springboard, 2318 Coles Blvd., Norristown, Pa. 19401. Tel.: (215) 275-7420. Pres.: George Yahraes.
 Labels: Purple Cow, Springboard.
 Squire (see Roulette).
 Stadium, P. O. Box 9411, North Hollywood, Calif. 91609. Tel.: (213) 335-5931. Pres.: A. J. Minto.
 Stallion, P. O. Box 2213, Birmingham, Ala. Pres.: Cecil Price & Gustave Rosemann III.
 Standard Phono, 163 W. 23 St., New York, N. Y. 10011. Tel.: (212) CH 2-0880. Pres.: Tetos Demetriades.
 Star (see Contemporary).
 Star Artist Prod'ns, 1157 Julia St., Teaneck, N. J. Tel.: (201) 833-2431. Pres.: Ed Daniels.
 Star Prod'ns, 398 Main St., Orange, N. J. Tel.: (201) 678-3456. Dir.: Bob May.
 Starburst, 673 Oakley Pl., Oradell, N. J. Tel.: (201) 261-0871. Contacts: M. Lynch & T. Lyle.
 Branch: New York, N. Y., 541 Hudson.
 Starday, P. O. Box 115, Madison, Tenn. Tel.: (615) 228-2575. Cable: Sisco. Pres.: Don Pierce; Exec. VP: Hal Neely; VP A&R (C&W): Tommy Hill; VP Mktg.: Jim Wilson; Sales: Tina Drake.
 Labels: Hollywood, Nashville, Starday.
 Int'l representatives: Australia (Festival, Decca, W&G), Austria (Ariola, Metronome), Benelux (C. N. Rood, Dureco, Decca), England (Decca, Ember, EMI, Longhorn, Emerald, Oriole, Melodisc, Country Style), France (Artec), Germany (Ariola, Metronome, Teldec), Italy (Decca, Fonit-Cetra), Japan (King, Cosdel), New Zealand (Rank), Scandinavia (Dansk), South Africa (Trutone, Teal, Meteor, Decca), Spain (Vergara), Switzerland (Ariola, Metronome).
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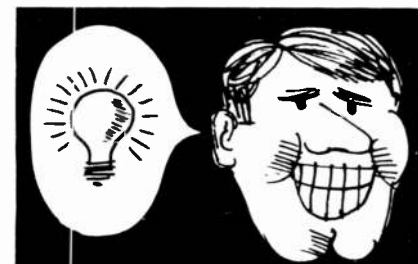
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- Stonel, 1531 Broadway, New York, N. Y. 10036. Tel.: (212) 265-4626. Sales: Billy Arnold.
- Stoneway, 2817 Laura Koppe, Houston, Tex. 77016. Tel.: (713) OX 7-7912. Owner: R. M. Stone. Stop, 1820 Washington St., Boston, Mass. 02118. Tel.: (617) HI 2-3830. Owner: Fred Le Blanc. Labels: Bluestown, Silver Cross, Stop, Wild.
- Story, 651 Judson St., Evansville, Ind. 47713. Tel.: (812) 422-7659. Pres.: Nathaniel E. Story.
- Stradivari (see Everest).
- Strafford, P. O. Box 599, Durham, N. H. 03824. Tel.: (603) 742-2041. A&R: Russ Hamm; Sales & Promo. Mgr.: Curt Bean.
- Strathmore, 57 Ingram Circle, Matawan, N. J. 07747. N. Y. C. Tel.: (212) PL 2-5494.
- Streetcar, c/o Iver Rec'g, 1619 Broadway, New York, N. Y. 10019. Tel.: (212) CO 5-3910. Contact: Barry Bergman, Ritchie Cordell.
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- Studio, 46 Berry Rd., Houston, Tex. Tel.: (713) OX 7-8904. Pres.: Johnnie Forrer.
- Style Wooten Prod'ns, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel.: (901) 324-4640. Pres.: Style Wooten; VP: Marvin Burcham; A&R: Roy Meddors & Doris Floyd; Sales & Mktg. & Promo.: Dennis Turnipseed; Pub.: Melba Knoblock; Adv.: Ann Taylor. Labels: Eugenia, Spinnin Square, Taver, Tentay, Wooten.
- Styleten, 1037 Maria, Memphis, Tenn. 38111. Pres.: Haydon Smith, VPs: June Smith & Style Wooten.
- Sue, 265 W. 54 St., New York, N. Y. 10019. Tel.: (212) PL 7-2711. Pres., A&R, Sales & Int'l: Juggy Murray. Labels: Broadway, Eastern, Sue, Symbol. Int'l representatives: Belgium (Fonior), Canada (Transworld), Denmark (Decca), Finland (Decca), France (Barclay), Germany, Holland, Sweden & Switzerland (Decca).
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- Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N. J. Tel.: (201) 775-4952. Pres.: William Jelley.
- Sun, 639 Madison Ave., Memphis, Tenn. Tel.: (901) 527-2614. Pres. & Int'l: Sam C. Phillips; Sales: Bill Fitzgerald; A&R: Knox Phillips. Labels: S. C. Phillips Int'l, Sun.
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- Sure-Shot, 1608 N. Argyle, Hollywood, Calif. 90028. Tel.: (213) HO 5-6947. Pres.: Joseph Hoover.
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- Surrey (see Mira).
- Swallow (see Jin).
- Swan, Eighth & Fitzwater Sts., Philadelphia, Pa. 19145. Tel.: (215) MA 7-1500. Pres.: Anthony S. Mammarella; Sales: Bernard Binnick. Labels: Fayette, Lawn, Swan. Int'l representatives: Argentina (Sicamericana), Australia (EMI), Belgium (Gramophone), Canada (Quality), Chile (Corporation de Radio), Denmark (I. S. Dansk), England (EMI), France (Disc), Germany (Electrola), Holland (Verkoop-Maatschappij, Bovema), India (Gramophone), Japan (Toshiba), New Zealand (HMV), Norway (Nor-Disc), Philippines (Cosdel), Portugal (Valentim de Carvalho), South America (EMI), Spain (Odeon).
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- Takoma (see Music Research).
- Tale Spinners for Children (see United Artists).
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- Three Sons, 926 Western Saving Fund Bldg., Philadelphia, Pa. 19107. Tel.: (215) PE 5-8292. Pres.: Lew Di Leo.
- Three Star, 301 Elderfield, Newark, Del. 19711. Tel.: (302) 368-1833. Pres. & Pub.: Lee Stevenson; A&R (R&R), Adv.: Eddie G. Stevenson; A&R (Country): Lee Stevenson; Sales Dir.: Lanny Walker; Promo. Mgr.: F. Lee Marden. Labels: Three Star, Blue Hen, General Lee's Confederate Recs.
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- Tiffany, 1130 Green Bay Rd., Lake Bluff, Ill. 60044. Pres.: Henry E. Doney.
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- Tri-State, 1767 Fort Henry Dr., Kingsport, Tenn. 37664. Tel.: 246-8651. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford Salyer.
- Tri-World Ents., 387 Sixth St., San Francisco, Calif. 94103. Tel.: (415) YU 1-6644. Pres. & A&R: Tom Spinoso; VP: James V. Salemi; Sales Mgr.: Syd Heller; Promo. Mgr.: Sidney Greene. Branch: Hawaii, 605 Coral St., Honolulu 96813. Tel.: 502-188. Mgr.: Kenneth Kaizawa. Labels: Cavalier, Cloverleaf, Dexter, U-Mac.
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- Tribe (see London).
- Trident Prod'ns, 916 Kearny, San Francisco, Calif. Tel.: (415) EX 2-8250. Prod'r: Frank Werber; Promo.: Don Graham.
- Triode, 1639 Broadway, Suite 310, New York, N. Y. 10019. Tel.: (212) 581-8179. Pres. & Mgr.: Ben Smith.
- Triumph (see Atco).


Trophy (see Rem).
Tropical (see Seeco).
Tru-Glo-Town, 1 N. Dean St., Englewood, N. J. Tel.: (201) 567-8282. Sales Mgr.: Wally Roker.
R D Truetone (see listing under "R").
Trusty, Nebo, Ky. 42411. Tel.: (502) 249-3194. Pres.: Elsie Childers; Sales Mgr.: Donald Dorris; Promo. Mgr.: Jerry Faulk; Mktg. Dir.: William Rice.
Tuff, 1697 Broadway, New York, N. Y. 10019. Tel.: (212) 757-6138. Pres.: Abner Spector.
Turia, P. O. Box 1917, Beverly Hills, Calif. Tel.: (213) 271-4460. (SEE ADVERTISEMENT)
Turnabout (see Vox).
20th Century-Fox, 444 W. 56 St., New York, N. Y. 10019. Tel.: (212) 957-5162. Cable: CENTFOX. Gen. Mgr.: Jack Benanty; A&R Dir.: Bernie Wayne; Sales Mgr.: Chris Saner; Prod'n Dir. & Int'l: Steve Morris.
Labels: 20th Century-Fox, TCF-Hall, Movietone.
Int'l representatives: Australia (Festival), Canada (Capitol), England (EMI), France (Barclay), Germany (Karl Heinz Busse), Japan (Victor), Mexico (Tizoc), South Africa (Gallo), Spain (Cantagallo).
Twilight, P. O. Box 174, Albany, Calif. 94716. Tel.: (415) 524-4939. Pres.: Clara Thompson.
Twinkle (see Premier Albums).
Twirl, 850 Seventh Ave., New York, N. Y. 10019. Tel.: (212) JU 2-4560. Pres.: Irving N. Micahnik; VP & Promo.: Rick Willard.
Int'l representatives: England (Polydor), All other (Deutsche Grammophon & affil. labels).
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U

U-Mac (see Tri-World Ents.).
U N E S C O Collection, c/o Record & Tape Sales, 821 Broadway, New York, N. Y. 10003. Tel.: (212) OR 4-6400. Pres.: Robert Staub.
U S A, 7448 S. Michigan Ave., Chicago, Ill. 60605. Tel.: (312) 939-3698. Contact: James Golden.
Labels: USA, Markie, Riviera, Tip Top. (SEE ADVERTISEMENT)
Ultraphone, 69 S. Moger Ave., Mount Kisco, N. Y. Tel.: (914) MO 6-2118. Dir.: Dr. Edward T. Salvato Jr.
Unicorn, 733 15 St. N.W., Rm. 232, Washington, D. C. 20005. Tel.: (202) 783-2553. Contact: Elliot Ryan.
Unidap (see Franz Schubert Music).
United Artists, 729 Seventh Ave., New York, N. Y. 10019. Tel.: (212) CI 5-6000. Cable: UNARTISCO. Pres.: Michael Stewart; Sales: Michael Lipton & Andrew Miele; A&R: Jack Gold, Gerry Granahan, LeRoy Holmes & Kelso Herston; Creative Servs. Dir.: Lloyd Leipzig; Promo. Dir.: David Greenman; Int'l Dir.: Noel Roger, 5 Albert Gate Ct., 124 Knightsbridge, London, S.W., England. Tel.: KNI 9383.
Branch: Hollywood Calif., 1041 N. Formosa. Zip: 90046. Tel.: (213) HO 9-6161. Contact: Norman Weiser.
Labels: Ascot, Tale Spinners for Children, United Artists, Veep.
Int'l representatives: Argentina (CBS), Australia (Australian Rec.), Belgium (Artone), Canada (Compo), Chile (Philips), Colombia (Fuentes), Denmark (Nordisk Polyphon), El Salvador (Indica), England (EMI), Finland (Fintone), France (Phonographique Francaise), Germany (Deutsche Grammophon), Greece (Hellasdisc), Holland (Artone), Hong Kong (Colonial Trading), India (Gramophone), Israel (CBS), Italy (CGD), Japan (Nippon Columbia), Mexico (Gamma), New Zealand (Allied Int'l), Norway (Nor-Disc), Peru (El Virrey), Philippines (Home Industries), Portugal (Radio Triunfo), South Africa (Trutone), Spain (Hispavox), Sweden (Karusell), Switzerland (Siemens), Uruguay (Editorial Antar), Venezuela (El Palacio de la Musica), West Indies (Federal).
United Sound Associated, 633 Fifth Ave., Brooklyn, N. Y. 11215. Tel.: (212) SO 8-2885 & HY 9-4120. Pres.: Rudolph Polizzi.
United States, 1549 N. Vine St., Suite 6, Hollywood, Calif. 90028. Tel.: (213) 462-0447. Owner: Joseph Van Winkle.
Unity (see Art).
Universal, Sheraton-Lincoln Hotel, Houston, Tex. 77002. Tel.: (713) CA 5-0859. Pres.: M. Brock.
Universal I, Ltd., 485 Fifth Ave., Rm. 410, New York, N. Y. 10036. Tel.: (212) MU 7-0377. Pres.: Phil Vitale.
Labels: Inner, Iguana.
Universe (see Larric).
Uptown (see Tower).
Urania (see Connoisseur).

V
V I P (see Motown).
V S P (see MGM).
V V, 7507 Foster, Morton Grove, Ill. Tel.: (312) 965-5507. Pres.: Perry Johnson.
Labels: VV, Venus.
Val, 32 Pride St., Pittsburgh, Pa. 15219. Tel.: (412) 281-3957. Pres. & Promo.: George Goodman; VP: Auggie Bannardo.
Labels: Ideal, Val.
Thomas J. Valentino, 150 W. 46 St., New York, N. Y. 10036. Tel.: (212) CI 6-4675. Pres.: Thomas J. Valentino.
Label: Major.
Valerie (see Band Box).
Valiant, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) 343-5807. Pres.: Billy Sherman; A&R: Barry DeVorzon; Gen. Mgr., Sales & Promo.: Budd Dolinger.
Valle, 4361 Valle Dr., La Mesa, Calif. 92041. Tel.: (714) 469-9173. Mgr.: Darlene R. G. Olson; Ass't Mgr.: David C. E. Gronseth.
Valtron, 305 Allen St., Helena, Mont. 59601. Tel.: (406) 442-0734. Owner & Mgr.: Lester L. Liedle; Sales: Roger Kingston; Pop A&R Dir.: Wally Peel; A&R (C&W) Dir.: Bob Bartmess.
Vandan, 8740 Aldwick Dr., Dallas, Tex., 75238. Tel.: (214) DI 8-9324. Pres.: Darrell A. Brown; Gen. Mgr.: Burel Merritt; Sales & Promo.: Don Brooks. Sales & Promo. Mgr.: Tom Brown.
Labels: Caprice, Creole, Vandan, Via.
Vanguard, 154 W. 14 St., New York, N. Y. Tel.: (212) AL 5-7732. Cable: VANMUSICA. Pres. & A&R: Maynard Solomon & Seymour Solomon; Sales: Herb Corsack; Int'l: Maynard Solomon.
Labels: Bach Guild, Demonstration, Everyman, Vanguard.
Int'l representatives: Argentina (Sicamericana), Australia (Radio Corp.) England (Philips), Colombia (Fonoton), Europe (Amadeo), Israel (Hed-Arzi), Japan (King), New Zealand (Philips).
Vantage, 1849 W. 107 St., Chicago, Ill. 60643. Tel.: (312) BE 8-1015. Cable: VANTAGE. Pres. & Exec. Prod'r: A. Allan Botto; VP & Gen. Mgr.: William R. Glennon; Sales: Thomas H. Bamford, Carl G. Nelson & Ronald D. Sundstrom; Int'l: A. A. Botto.

Branch: Pottstown, Pa., P. O. Box 212. Zip: 19464. Tel.: (215) 323-3336.
Labels: Jody, Pliant, Reco-Flex, Semaphore, Sound of Money, Vantage, Zouvenir.
Company represents: Eva-Tone.
Vaquero, 8275 Sunset Blvd., Hollywood, Calif. 90069. Tel.: (213) OL 6-2268. Pres.: Ellis Gold.
Variety, 51 Clifton Ave., 710 C, Newark, N. J. 07104. Owner: Stephen Janis.
Varmint, 929 14 St., Silvis, Ill. 61282. Tel.: (309) 792-3920. Pres.: V. P. Brown.
Vault (see Atco).
Veep (see United Artists).
Veevo, 54 W. 74 St., Suite 402, New York, N. Y. 10023. Tel.: (212) EN 2-2259. Pres.: Fredric Vonr.
Vega (see Powertree).
Vended, 859 N. Wilcox Ave., Hollywood, Calif. 90038. Tel.: (213) 662-4373. Owner: Larry Johnson.
Labels: Gold Token, Vended.
Venus (see VV).
Verdi (see Major Mgmt.).
Verve, 1540 Broadway, New York, N. Y. 10036. Tel.: (212) JU 2-2000. Pres.: Mort L. Nasatir; Sales: Sol Greenberg; Int'l: Eric Steinmetz. (see MGM).
Int'l representatives: Argentina (Philips), Australia (Radio Corp.), Austria (Polyphon), Belgium (Siemens), Brazil (Som/Maior), Canada (Quality), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), England (EMI), Finland (Fintone), France (Polydor), Germany (Deutsche Grammophon), Holland (Polydor), Hong Kong (Jardine Matheson, EMI), Ireland (Gramophone), Israel (Hed-Arzi), Italy (CGD), Jamaica (West Indies), Japan (Nippon Gramophone), Mexico (Dusa), New Zealand (Allied Int'l), Norway (Nor-Disc), Peru (El Virrey), Philippines (Mareco), Poland (Ars Polona), Puerto Rico (Juan Martinez Vela), South Africa (Trutone), Spain (Odeon), Sweden (Karusell), Switzerland (Siemens), Venezuela (Siemens), Yugoslavia (Jugoton).
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Via (see Vandan).
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Branch: Chicago, Ill., 7533 S. Dorchester. Zip: 60614. Tel.: (312) 493-2457. Mgr.: Nathan Griffen.

Vision (see Smoke).

Vista (see Disneyland).

Vocab, 3071 S. Broad St., Chicago, Ill. 60608. Tel.: (312) CL 4-8047. Pres.: Anthony J. Batko.

Vocalion (see Decca)

Vogue (France), c/o Record & Tape Sales, 821 Broadway, New York, N. Y. 10003. Pres.: Robert Staub.

Voice of Calvary (see Delmar Prod'ns).

Vokes, P. O. Drawer 1203, New Kensington, Pa. 15068. Tel.: (412) 828-6864. Pres. & Mgr.: Howard Vokes.

Volt (see Stax).

Vox, 211 E. 43 St., New York, N. Y. 10017. Tel.: (212) TN 7-9360. Cable: VOX PRODUCT. Pres., A&R & Int'l: George H. de Mendelssohn-Bartoldy; VP: Lawrence K. Green; Sales: Thomas Di Vita.
Labels: Vox, Turnabout.
Int'l representatives: Australia (Festival), Austria (Otto Preiser), Canada (Musimart), Chile (Victor), Colombia (Verswyvel), Denmark (Fona), England (Decca, Vox), Finland (Arne Bendiksen), France (Vox), Germany (Fono), Greece (Neodisc), Holland (Basart), Hong Kong (Cosdel), Ireland (Decca), Israel (Decca), Italy (Societa Italiana Dischi), Japan (Cosdel), Lebanon (Philosophie), Malaysia (Isaac), Mexico (Peerless), New Zealand (Wooler), Norway (Arne Bendiksen), Portugal (Oreves), South Africa (Galto), Spain (Vergara), Sweden (Decca), Switzerland (Jecklin), Uruguay (Editorial Antar), Venezuela (Venevox).

Vulcan, 812 17 Ave. S., Nashville, Tenn. Tel.: (615) 255-0624. Pres.: Henry P. Strzelecki.

W

Waikiki, 1984, Kalakaua Ave., Honolulu, Hawaii, Tel.: PH 9-4536. Pres.: Tommy Kearns.
Branch: Los Angeles, Calif. 11000 Chalon Rd. Zip: 90024.

Walker (see Sound, New Haven, Mich.).

Walton, P. O. Box 125, 428 W. Main St., Cambridge City, Ind. Tel.: 62769. Pres.: Wayman Overbay.

Walton, Wilmington, N. C. (see Music Makers Network of America).

Wand (see Scepter).

Warner Bros., 4000 Warner Blvd., Burbank, Calif. 91505. Tel.: (213) HO 9-2151. Cable: Wanewar. Pres.: J. K. (Mike) Maitland; A&R: Dick Glasser; Sales Mgr.: Gene Block; Mds'g: Joel Friedman; Promo.: Joe Smith; Int'l: Phil Rose.
Branch: New York, N. Y., 321 W. 44 St. Tel.: (212) CI 6-1700. Opts. Dir.: George Lee; A&R: Jerry Ragovoy.
Labels: Reprise, Loma, Warner Bros.
Int'l representatives: Aden (Bhicajee Cowasjee), Argentina (Sicamericana), Australia (Australian Rec.), Austria (Musica), Belgium (Vogue), Brazil (EMI Odeon), Canada (Compo), Chile (EMI Odeon), Colombia (Colombiana), Costa Rica (Indica), Denmark (Hede Nielsens), Ecuador (Industria Fonografica Ecuatoriana), England (Pye), Finland (Sahkoliikkeiden), France (Vogue), Germany (Teldec), Greece (Columbia), Holland (Negram), Hong Kong (Jardine Matheson), India (Gramophone), Israel (Gal Ron), Italy (CGD), Japan (Toshiba), Malaysia (E. S. Isaac), Mexico (Gamma), New Zealand (HMV), Norway (Arne Bendiksen), Peru (EMI), Philippines (Cosdel), Portugal (M. Arnaldo Trindade), Puerto Rico (Juan Martinez Vela), South Africa (Teal), Spain (Hispavox), Sweden (Telefunken), Switzerland Musikvertrieb), Thailand (Black & White), Turkey (Melodi), Venezuela (Venezolana de Discos), West Indies (West Indies).

Washington (see Orpheum Prod'ns).

Wax, 1755 Broadway, Oakland, Calif. Tel.: (415) 834-8340. Cable: WAX-Rex. Pres.: Sheldon Feinberg; VP & Promo.: Bob Bouchier; Sales & Mktg.: Mike Kessler.

Way Out (see Atco).

Webster (see Record Corp. of New England).

Wedge (see Dome).

Wells-DeSett, 2272 W. Adams Blvd., Los Angeles, Calif. 90018. Tel.: (213) 732-3987. Pres.: Edward G. Wells & Philip De Sett.

Wertz (see Cool Air Prod'ns).

Wesley, P. O. Box 10044, Denver, Colo. 80210. Owner: W. L. Horning.

West Wind, P. O. Box 5555, Lake St. Sta., Minneapolis, Minn. 55408. Tel.: (612) 788-9122. Pres.: Michael Jann.

Westerly (see Pulse).

Western (see Trend).

Westindy (see Caribbean Folk Music).

Westminster, 1330 Ave. of the Americas, New York, N. Y. 10019. Tel.: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; Gen. Mgr. & Sales: Marty Goldstein; Artists Relations: John Natoli; Int'l: Harry Levine.
Labels: Westminster, Music Guild, Whitehall (see ABC).

Whit (see Jewel).

White Cliffs (see Dover, New Orleans).

White Rock, 401 Wintermantle Ave., Scranton, Pa. 18505. Tel.: (717) 343-6718.

White Whale, 8490 Sunset Blvd., Los Angeles, Calif. 90069. Tel.: (213) 657-7370. Pres.: Ted Feigin.

Whitehall (see Westminster).

Wild (see Stop).

Wildwood, P. O. Box 39, Stevensville, Mich. Pres.: Jerry Kohlert; Mgr.: Lynda Kohlert.
Kae Williams Music (see listing under "K").

Windsor, Bakersfield, Calif. (see Pike).

Windsor, 5530 N. Rosemead Blvd., Temple City, Calif. 91780. Tel.: (213) 286-1167. Pres.: Edward H. Lowry.

Windy "C" (see Cameo-Parkway).

Win Gate (see Golden World).

Wine, 1500 Creedmore Ave., Pittsburgh, Pa. 15226. Tel.: (412) 531-7290. Owner: James Grimes.

Wing (see Mercury).

Wonderland (see Orpheum Prod'ns).

Wooten (see Style Wooten Prod'ns).

Word, P. O. Box 1790, Waco, Tex. 76703. Tel.: (817) PR 2-7650. Pres.: Jarrell McCracken; VP: B. M. Norcross Jr.; A&R Dir.: Kurt Kaiser; VP: Marvin Norcross; Sales Mgr.: William Jelley; Adv. & Promo. Dir.: George W. Baskin.
Labels: Canaan, Sword, World.

World Pacific (see Liberty).

World Wide, Newark, N. J. (see Savoy).

World-Wide, P. O. Box 13612, Sta. K., Atlanta, Ga. 30324. Tel.: (404) 874-2781. Pres. & Pop A&R: Johnny Brooks; Pub. & Adv.: Gaye Brooks; Classical A&R: Heinz Trutzschner; Sales & Mktg.: Hubert H. Brooks. Promo.: Doyle Taylor.
Labels: Gaye, Sounds of Atlanta (SOA), Space, World-Wide.

Wrangler, 830 Baetz Blvd., San Antonio, Tex. 78221. Tel.: (512) WA 4-1583. Pres.: John Stauffer.

Wrimus, P. O. Box 3294, San Bernardino, Calif. 92404. Owner: Neale Wrightman.

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X

X Y Z (see Claridge).

Y

Yale, 27 Spring St., Elizabeth, N. J. 07201. Tel.: (201) EL 3-5676. Pres.: Steve Sabatino; A&R Smokey Warren.
Labels: Garden, Yale.

York (see Atco).

Young People's Recs. (see The Franson Corp.)

Yucca, 1706 College, Alamogordo, N. M. Tel.: (505) 437-4491. Owner: Calvin Boles.

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Z

Z, Poplar Bluff, Mo. Tel.: (314) SU 5-3042. Pres.: Robert Zehm.

Zaraks, P. O. Box 5192, Washington, D. C. 20019. Pres.: Charles H. Barney Jr.
Labels: Achillean, INRI, Zaraks.

Zebra, 31 Brompton Rd., Garden City, N. Y. 11530. Tel.: (516) PI 7-3616. Pres.: Charley Ide; Gen. Mgr.: Ben Arrigo.
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Zion (see Little Nashville).

Zondervan (see Singcord).

Zone, 625 Chelsea Ave., Memphis, Tenn. 38107. Tel.: (901) 526-7826.

Zonia, 3635 Allendale, Memphis, Tenn. 38111. Tel.: (901) 324-4640. VP & A&R (C&W): Melba Knoblock.

Zouvenir (see Vantage).

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Alkon, PO Box 140, Burns, Ore. Pres.: Gary Seibert.
Branch: Canada, Klondike Rec., PO Box 561, Whitehorse, Yukon.

Aris Prod'ns, 10022 Melvin, Northridge, Calif. 91324. Tel: (213) 349-4394. Pres.: Rick Valrey.

Athens of the South Prod'ns, 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.

Avenger Prod'ns, 202 Conover St., Brooklyn, N. Y. 11231. Tel: (212) 522-0525. Pres.: Joey Napoleon.
Label Credit: Verve.

Burt Bacharach & Hal David (see Blue Jac Prod'ns).
Jeff Barry Corp., 15 W. 72 St., New York, N. Y. Tel: (212) 799-4512. Contact: Jeff Barry.
Label Credits: Bang.

Bill Bellman, 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796.
Label Credits: Colpix, Rock-It Prod'ns, Melody House.

Blue Jac Prod'ns, 1619 Broadway, New York, N. Y. 10019. Tel: (212) PL 9-3860. Contact: Burt Bacharach & Hal David.

Brigaro Music Prod'ns, 200 W. 57 St., New York, N. Y. Tel: (212) 247-4555. Contact: Dave Brigati.

James Brown Prod'ns, 410 N. First St., Pulaski, Tenn. Tel: (615) 363-1780. Pres.: James Brown.
Label Credits: Chess, Duke, Sound Stage 7, Chanson, JBP, Tee Vee.

Calla Ent's., 1650 Broadway, New York, N. Y. 10019. Tel: (212) 246-0717. Pres.: Nate McCalla.

Cameron Prod'ns, PO Box 111, Ralston, Neb. 68051. Tel: (402) 733-4007. Prod'rs: Scott A. Cameron & Charles N. Canuso.
Label Credits: Applause, Bear, MMC, Sea-Mist.

Centaur Prod'ns Int'l, 82 Aldine St., Rochester, N. Y. 14619. Tel: (716) FA 8-4649. Prod'r: Ven Pitoni.
Label Credits: Centaur, Sea King, Warner Bros.

David S. Chackler, 10756 Heather St., Philadelphia, Pa. 19116. Tel: (215) OR 6-4930.

Channel Prod'ns, 601B Henderson St., Chicago, Ill. 60634. Tel: (312) 283-0318. Pres.: R. N. Anderson.

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Label Credit: Chant.

Chris Prod'ns, 300 W. 55 St., New York, N. Y. Tel: (212) 246-4982. Pres.: Bunny Jones.

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Clover Rec. Prod'rs, 315 S. Beverly Dr., Beverly Hills, Calif. Tel: (213) 273-4664. Exec. Prod'r: Peter R. Brooke.

Con-Gal, 1722 Johnson St., Port Vue, McKeesport, Pa. Tel: (412) 678-5758. Pres.: Stanley Conrad.

Copper State Rec'g, 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Pres.: F. S. Cayce.
Label Credits: Advanced, Brite, Brite-Star, Pulma, T-J.

Bob Crewe Prod'ns, 1841 Broadway, New York, N. Y. Tel: (212) CI 5-3535.
Label Credits: Dynovoice, Philips, Vee Jay. (SEE ADVERTISEMENT)

Custom Rec'g (div. of Custom Electronics), PO Box 755, South Bend, Ind. 46624. Tel: (219) 234-4248. Pres.: Thomas W. Zoss.

Daedalus Prod'ns, 40 W. 55 St., New York, N. Y. Tel: (212) 265-7850. Pres.: Dave Kapralik; VP: Van McCoy.
Label Credits: Date, Columbia.

Davon Music, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-4224. Cable: DAVONMUS. Pres.: David Hubert.

Label Credits: CBS, Epic, Fontana, London, Mira, Mirwood, Music for Pleasure/EMI, Pickwick, Polydor, Premier, Surrey, Verve, Vogue.

Al Dexter, PO Box 71, Denton, Tex. Tel: (817) 497-2406. Mgr.: Al Dexter.
Label Credit: Dot.

Dynamite Prod'ns, 1650 Broadway, New York, N. Y. Tel: (212) 245-6344. Contact: Richard Perry.

Elray Recs., 1117 N. Main, Fremont, Neb. 68025. Tel: (403) 721-4728. Pres.: Ray Keeler.

Entertainment Unlimited, 839 E. New York Ave., DeLand, Fla. 32720. Tel: (904) 734-0384. Pres.: Raye A. Sorensen.
Label Credits: Gaynor, Shay.

Freeway Rec., PO Box 36448, Los Angeles, Calif. 90036. Tel: (213) WE 4-1441. Partners: H. Endemano & Norm Goodman.

Bob Gallo/Chris Huston, 126 W. 42 St., New York, N. Y. Tel: (212) CO 5-9659.
Label Credits: Roulette, Kapp, ABC, Cameo-Parkway, Ski-Hi, Amy-Mala, Casual, Pye.

Tim Gayle, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) HO 3-2151 & 465-6258.
Label Credits: Decca, London, Coral, Dot, Kem, Advance, W&G, Coast.

Genius (see Bob Crewe Prod'ns).
Go Go Music, 19 Southland Dr., Glen Cove, N. Y. Tel: (516) OR 6-6460. Pres.: Gene Moretti.

Golden State Recs., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulkka.
Label Credits: Mercury, Philips, Smash, Fontana.

H B Prod'ns, 11734 Sunshine Terr., Studio City, Calif. Tel: (213) 877-4430.

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Label Credits: Chess, ABC, Limelight, Blue Rock.

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Label Credits: Amy-Mala-Bell, Columbia, Diamond, London, RCA Victor, Reprise, Roulette.

Independent Promos., 2540 Cambon Way, Sacramento, Calif. 95821. Tel: (916) 482-8253. Owner: C. Trumbo.
Label Credits: Dot, Ikon.

International Rec'g Co. (IRC), 5619 W. Division, Chicago, Ill. 60651. Tel: (312) 378-4848. Chm.: J. V. Mani.
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J B Recs., PO Box 7221, Mobile, Ala. 36607. Tel: (504) 477-7434. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.

Jaclyn Ent's., 1607 El Centro, Hollywood, Calif. 90028. Tel: (213) 464-9819. Cable: MOONSON. Pres.: John Elliott; Gen. Mgr.: Linwood Wilde.

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Jepalana Prod'ns, 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640. Pres.: Nathan Schnappf.
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Kam Recs., PO Box 15366, Orlando, Fla. 32808. Tel: (305) CY 3-2560. Pres.: Robert P. Angel Sr.

Kama Sutra, 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-3320. Pres.: Hy Mizrahi, Arthur Ripp, Phil Steinberg.
Label Credits: Amy-Mala-Bell, Columbia, Kapp, Kismet, MGM, Mercury, Philips, Red Bird.

Kay-May Prod'ns, 231 Myrtle Ave., Irvington, N. J. 07111. Tel: (201) 374-5940. Pres. & A&R: Stephan Magis; Personal Mgmt.: Victor Kaply.
Label Credits: Corde, Cavalcade.

Kellmac Recs., c/o One-Derful Recs., 1829 Michigan Ave., Chicago, Ill. 60616.
Label Credits: One-Derful, Kellmac.

Kurl Recs., Rt. 2, Louisburg, Kans.

Lightnin Music, 6311 Gulf Freeway, Houston, Tex. 77023. Contacts: E. L. Cole, C. H. Wilson, Sam Lightnin Hopkins.
Label Credits: Guest Star, Vee Jay, Verve, Prestige, Fire.

Robert Lissauer, 157 W. 57 St., New York, N. Y. 1019. Tel: (212) CI 5-2828.

Madison Hall Prod'ns, 677 Newbury St. Springfield, Mass. 01104. Tel: (413) RE 4-3376. Cable: MADHAL. Pres.: Mark Lee Woods.

Malick Prod'ns, 541 Fulmer Ave., Akron, Ohio 44312. Tel: (216) 794-1304. Pres.: Ernie Malick.

Norman Malkin Prod'ns, 1549 N. Vine, Hollywood, Calif. 90028. Tel: (213) HO 5-4634.

Maverick Ent's., 424 Völker Dr., San Mateo, Calif. Prod'r: Eldon Hatfield.

Aubrey Mayhew, GPO Box 1958, New York, N. Y. 10001.
Label Credits: Parker, Hilltop, MGM.

Mack McCormick & Assocs., PO Box 13383, Houston, Tex. 77019.
Label Credits: Almanac, Candid, Prestige, Reprise.

Scotty McKay Prod'ns, Vaughn Bldg., Dallas, Tex. Tel: (214) RI 7-2174.
Branch: New York, N. Y., 250 W. 57 St., Suite 1528.
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Huey Meaux, 227 E. Sterling, Pasadena, Tex. Tel: (713) GR 2-6947.

Ray Meinberg, c/o Warren Sound Systems, 35 N.E. 62 St., Miami, Fla. Tel: (305) PL 4-9539.

Metro-Beat Prod'ns, PO Box 4447, Minneapolis, Minn. 55421. Tel: (612) 788-9122. A&R Dir.: Michael Jann.
Label Credits: Metro-Beat, West Wind.

Earl Miles Musics (Mile/Tones Musics), PO Box 1336, 1108 Davis, Redwood City, Calif. 94403. Tel: (415) EM 9-0728.
Label Credit: Canary.

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Monticana Recs., 4 W. 31 St., New York, N. Y. 10001. Tel: (212) LA 4-7800, Ext. B24. Exec. Prod'r: Dave Leonard.
Int'l Branch: Canada, 2955 Fendall St., Montreal 26, Que. Tel: (514) 739-8935.
Label Credits: Bell, Columbia, London, Quality, Allied.

Morgan/Sharp Recs., 3658 S. Perry, Montgomery, Ala. 36105. Tel: (205) 265-9961. Pres.: Ed Vaughn.

Much More Music, 7507 Foster, Morton Grove, Ill. Tel: (312) 299-8222. Contact: Perry Johnson.

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Label Credit: ARA.

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Label Credit: Date.

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Label Credits: Capitol, Epic, Reprise, Smash, Vee Jay, Verve/Folkways, Warner Bros.

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Label Credits: Audio Fidelity, Hilltop, Little Darlin'.

Pebble in the Sand Prod'ns, B Sutton Pl., Florham Park, N. J. Pres.: Bob Stone.

continued

Pied Piper Prod'ns, 1936 Butterfield, Troy, Mich. Tel: (313) 646-6693. Pres.: Shelley Haims. Label Credits: RCA Victor, Audio Fidelity, Karate, Giant.

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Curtis Kirk/Fred Harper, PO Box 231, Tyler, Tex. 75701. Tel: (214) LY 4-2961. Label Credits: Custom, Flash.

Gus Kondas, 1405 Allen Ave., Ashtabula, Ohio 44004. Tel: (216) 964-7862.

Koppelman-Rubin, 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-2682. Pres.: Charles Koppelman; VP: Don Rubin. Label Credits: Columbia, Decca, Kama Sutra, MGM, Mercury, RCA Victor, Roulette.

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Sharastan Recs., Rt. 3, Killen, Ala. Tel: (205) 764-1781. Pres.: Jerry Day.

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Sound of Gold Prod'ns, 301 E. 62 St., New York, N. Y. Contact: Jerry Goldstein.

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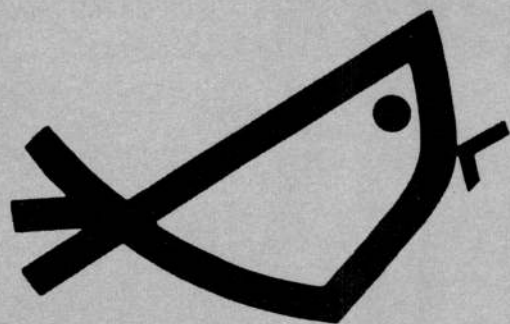
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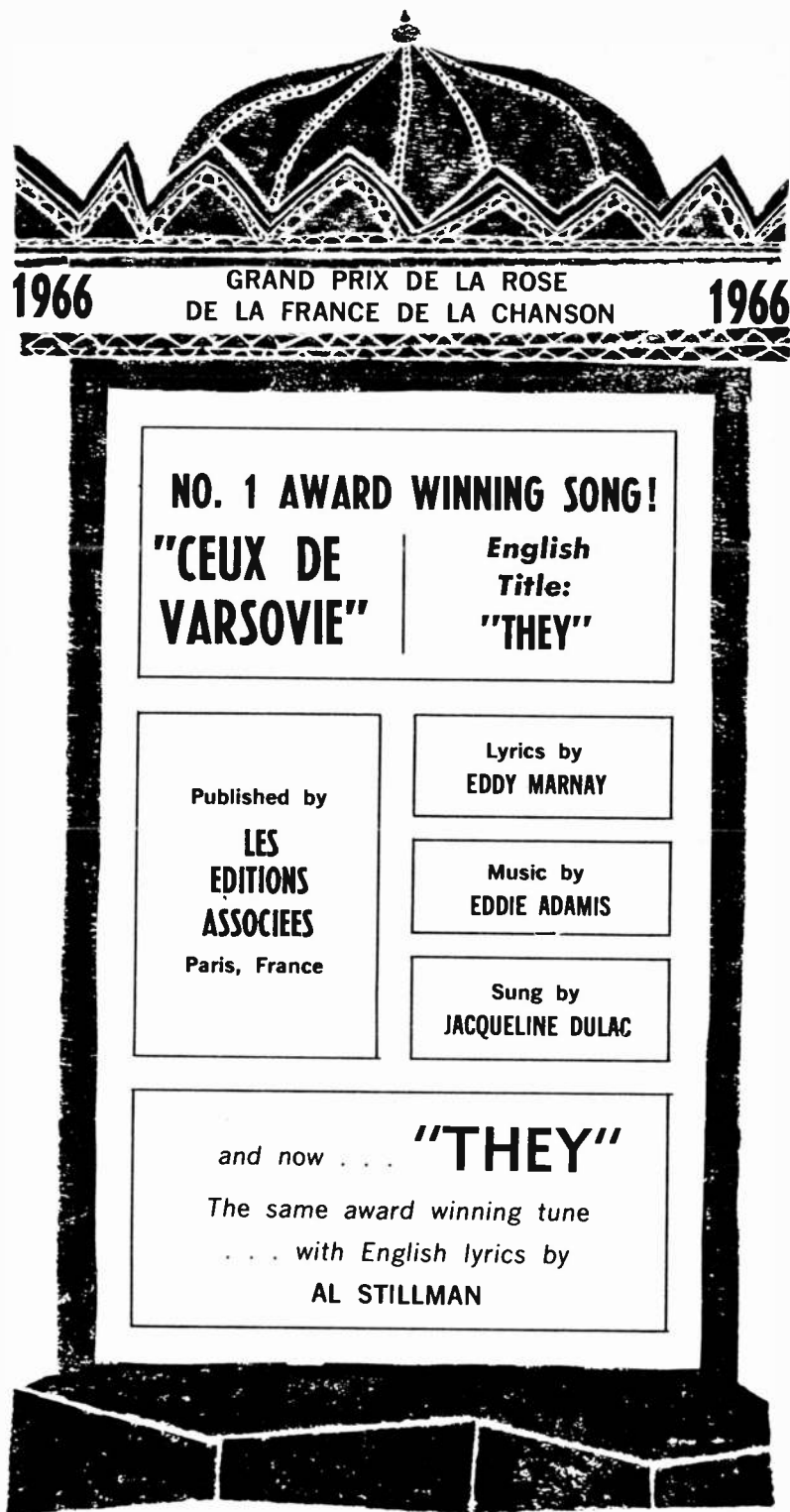
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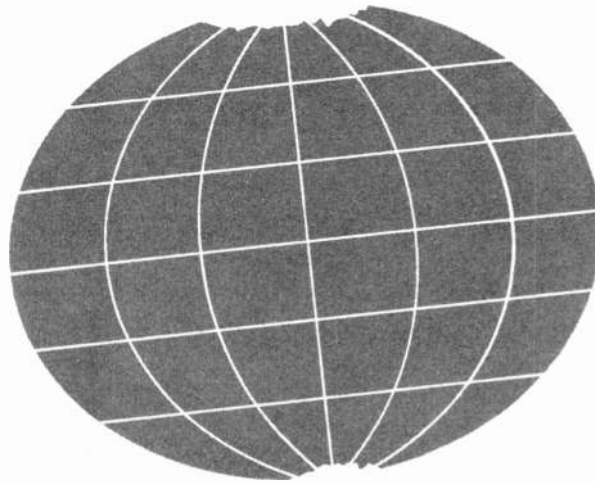
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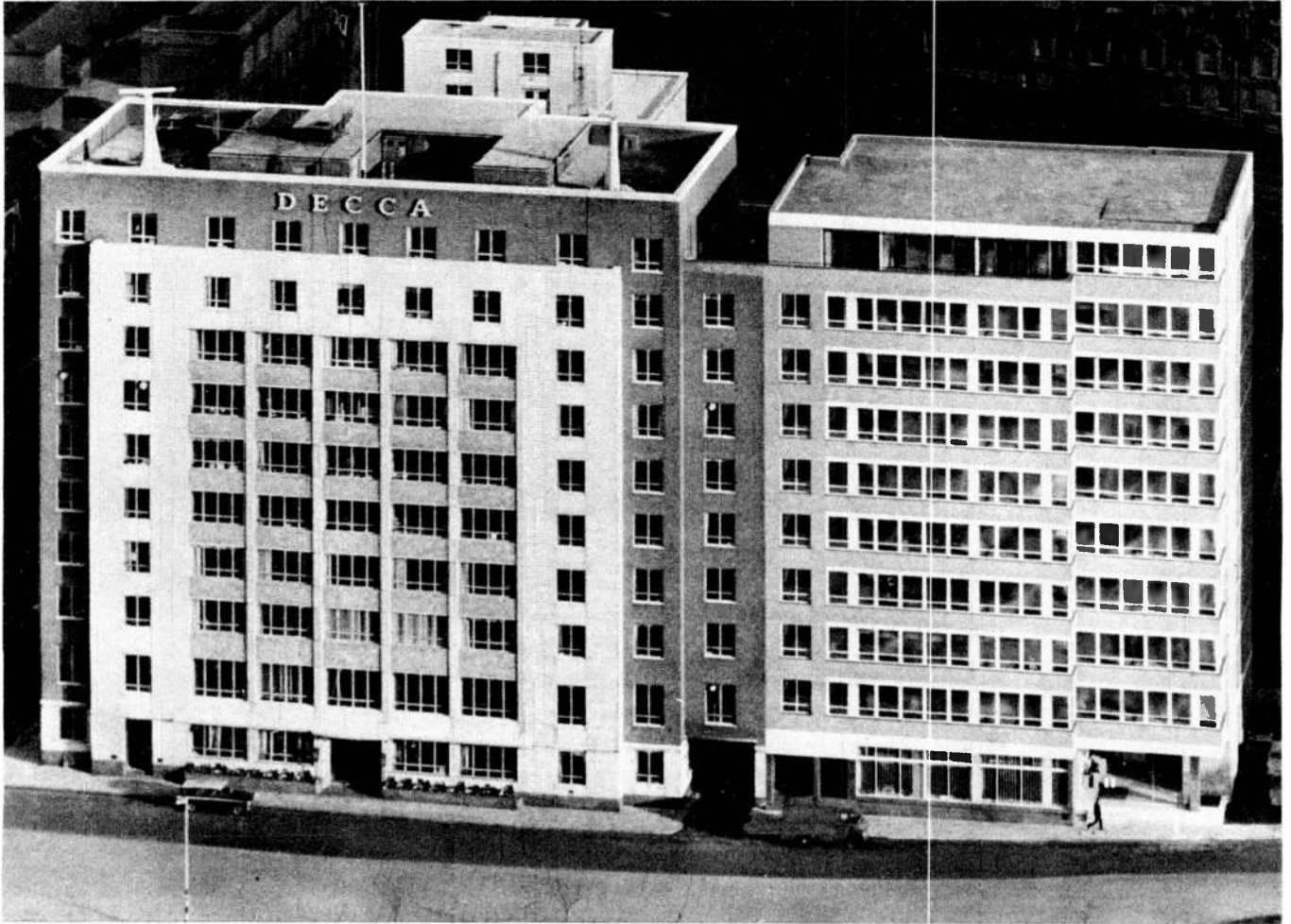
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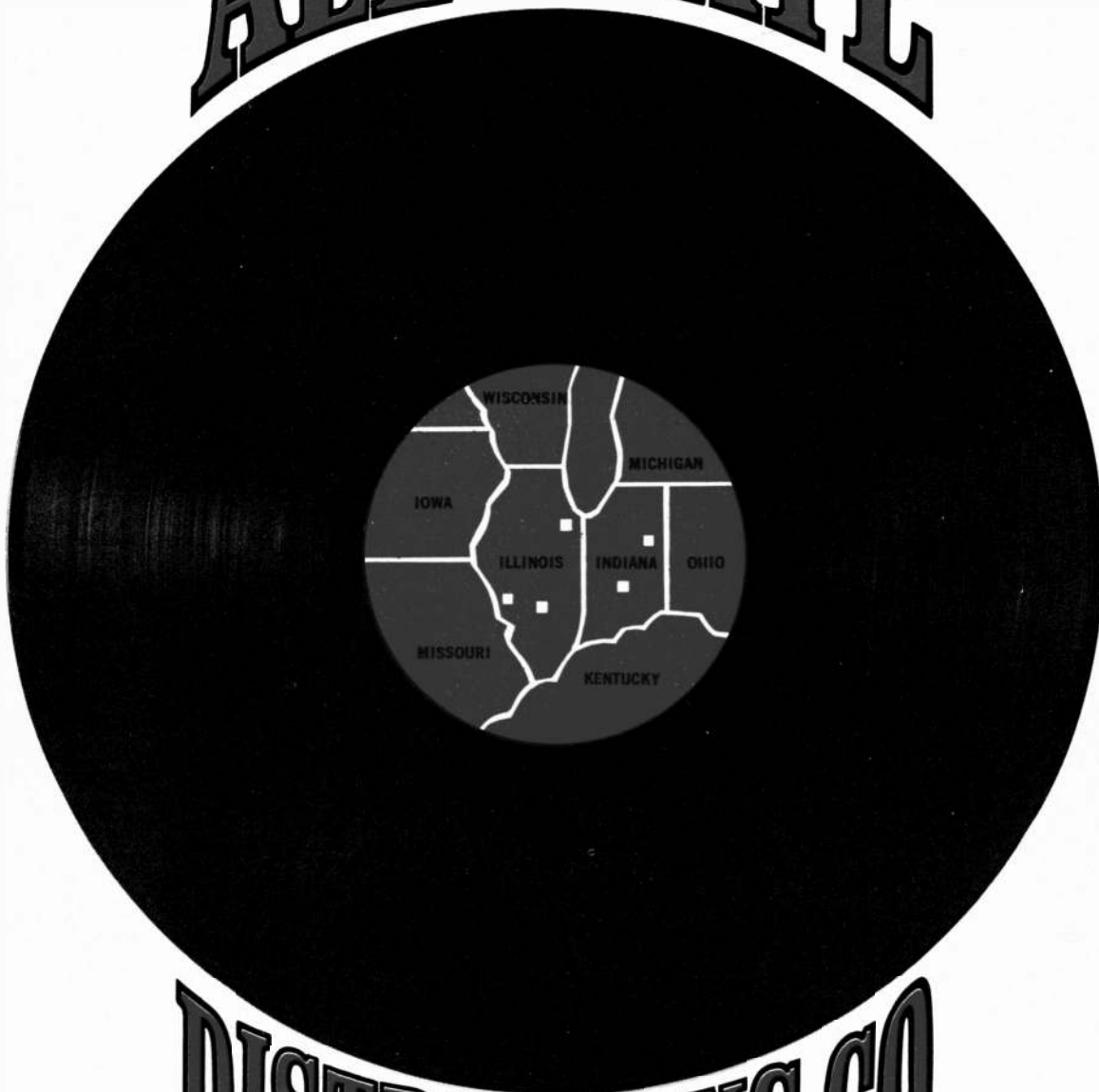
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Playback Equip.: Car Stereos. (SEE ADVERTISE-MENT)

Pep Rec. Sales, 3009 W. Pico Blvd. Zip: 90006. Tel: RE 5-1297. Partners: R. Stern & R. Ricklin.

Labels: Alon, Ascot, Banner, Boone, Caedmon, Canadian American, Chart, Colonial, Delmark, Dyer-Bennett, Epic, Eterna, Experiences Anon-ymes, Federal, Folk Legacy, Folkways, 49th State, King, Lyrichord, Motivation, Okeh, Pan, Ric-Tic, Sound of Nashville, Starday, Sunglow, Tahiti, Testament, Tiare Tahiti, United Artists, Vanguard, Vox.

Privilege, 2818 W. Pico. Zip: 90006. Tel: 731-3148. Pres. & Gen. Mgr.: Norman F. Goodwin.

Labels: Monument, Hanna-Barbera, GNP Cres-cendo, Tower, Original Sound, Dee Gee, Alshire Presents 101 Strings, Somerset, Stereo Fidelity, Tempo, Audio-Spectrum, Mobile Fidelity. Tape, Cartridge: ITCC, Muntz Stereo-Pak, Aural-sonic.

RCA Victor, 6051 Telegraph. Zip: 90022. Tel: 948-2771. Mgr.: D. G. Pearce. Distributes: RCA Product.

RECORD MDS'G, 2580 W. Pico Blvd. Tel: DU 5-9161. Mgr.: Sid Talmadge.

Labels: A&M, Amy, Cameo, Coed, Dimension, Dooto, Era, Elektra, Guyden, Hickory, Hilltop, Jamie, Kapp, Old Town, Parkway, SC Phillips Int'l, Savoy, Scepter, Sun, Swan, Wand, Wyn-cote. (SEE ADVERTISEMENT) Tape, Cartridge: ITCC.

Trend Int'l, 816 N. Highland Ave., Hollywood. Zip: 90038. Tel: 464-8204. Pres.: Gordon Burdge.

Labels: Trend, Discotape Int'l, Smart Set, Century 21, Eagle, Aloha, Arriba, Anzac, Western.

U T I (United Tape & Instrument), 2933 W. Pico Blvd. Tel: 733-1181. Contact: S. Ricklin.

Tape, Cartridge: RCA & Mercury Stereo 8. Tape Playback Equip.: Lear Jet Stereo 8.

United Tape, 2525 W. Ninth. Tel: 386-1821. Pres.: Ralph Kaffel.

Tape, Cartridge: Autostereo, ITCC, General, Jay Electronics, Tamla, Motown, Gordy, Soul.
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Universal Assocs., 1434 Westwood Blvd., West Los Angeles. Zip: 90024. Tel: 272-6545. Pres.: C. H. Junge.

Tape, Cartridge: ITCC West Coast Office.

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Jazz Research, PO Box 141. Zip: 92666. Tel: 537-1546. Owner: Bill Bacin.

Labels: Icon, Jazzette, Jelly Roll Jazz Band, Kapp (Kenny Ball only), Mortonia, New Orleans Bandwagon, Osaka Original Dixieland, Rosy McHargue, Southland, Woodshed.

Southland, PO Box 141. Zip: 92666; 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin.

Labels: Southland, Nobility of Dixieland Hall, Solo (Conger), Valon, Happy Jazz Band, Epitaph, Alamo City Jazz Band, Detroit Tailgate Ramblers, Icon, Jelly Roll Jazz Band, Pearl, Ron Bartley Gashouse 6, Woodshed, Kapp (Kenny Ball only), San Jacinto, GHB, Jazzology, Audiophile, Jazz Crusade, Connecticut Traditional Jazz Society, Jazz Museum Originals, Rhythm Posse, "77", Folklore, Goodtime Jazz, GNP Crescendo, Dixieland Jubilee, King, Center, Sounds, Gunn, Euphonic, Rosy McHargue, Norman, Bayou To Bay, Monomoy, Argo, Stinson, Art, Jazz Treasury, JJC, Storyville, Milneberg, Dixieland Academy, New Orleans Jazz Recorders.

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Tape, Reel-to-Reel: RCA Victor, RCA Camden, Ampex.

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Distributes: Columbia Product.

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Labels: RCA Victor, RCA Camden.

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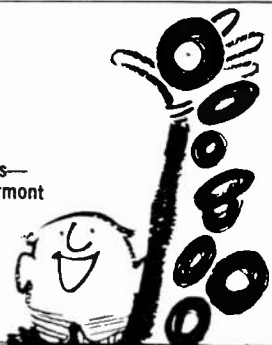
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General, 2329 Pennsylvania Ave., Baltimore, Md. Tel: (303) 669-6411. Pres.: Henry Nathanson. (See listing under Baltimore for lines handled).
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Labels: Kapp, Vanguard.

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Affiliate: Apex-Martin Rec. Sales, Newark, N. J. Labels: A&M, Challenge, Golden World, Epic, Disneyland, White Whale, Tower, Backbeat, Peacock, Ric-Tic, Prestige, Starday, Music Minus One, Impact, One-Derful, Mar-V-Lus, M-Pac, Simon Says, Mustang, Instant Language. (SEE ADVERTISEMENT)

Capitol, 80 E. 10 Ave., Hialeah. Tel: 887-4319. Mgr.: John Griffith.
Distributes: Capitol & Angel Product.

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

Columbia, 3641 N.W. 67 St. Zip: 33147. Tel: 0X 6-0033. Sales Mgr.: Bob Beasley; Promo. Mgr.: James Riggins.
Distributes: Columbia Product.

Decca, 2452 N.W. 77 Terr. Tel: 691-4816. Mgr.: Bert Jones.
Distributes: Decca Product.

Dot, 2335 N.W. Eighth Ave. Tel: 633-0643. Mgr.: Polly Reese.
Distributes: Dot Product.

Handleman, 3979 N.W. 24 St. Tel: 633-2479. Contact: J. Adams.
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Liberty, 2453 N.W. 77 Terr. Tel: 696-2010. Mgr.: Walter Gustin.
Distributes: Liberty Product.

Main Line Rec. Serv., 54 N.E. 181 St. Tel: 621-3694. Mgr.: Jack Solinger; Promo.: Gary Stites.

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Tape, Reel-to-Reel: Ampex.
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Distributes: Other Decca Product.
 Dixie, 1235 Techwood Dr. N.W. Tel: TR 3-2081. (See Southland.)

GODWIN, 1227 Spring St. N.W. Zip: 30309. Tel: 876-5719. Pres.: Art Godwin; Gen. Mgr.: Doyal McCollum.
Labels: A&M, Almo, Amy, Aurora, Bell, Bethlehem, Big Top, Bragg, Challenge, Co & Ce, Colpix, Command, Crestview, Dooto, Dimension, DynoVoice, Elektra, Federal, Gateway, Gem, Golden, Goldwax, Gordy, Gospel, Hickory, Hobb, Joda, King, Laurie, Loma, Mace, Mala, Motown, Musicland, New Voice, Nonesuch, Omen, Rampart, Reprise, Rust, Sacred, Savoy, Scepter, Sharp, Soul, Sphere Sound, Tamla, Thomas, Tower, 20th-Fox, Twirl, VIP, Valiant, Village Gate, Wand, Warner Bros., Word. (SEE ADVERTISEMENT)

L & F Rec. Serv., 720 14 St. N.W. Tel: 875-5565. Contact: J. Geldbart.

Tape, Cartridge: RCA Stereo 8.
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Radio Television, 432 Keawe St. Zip: 98613. Tel: 502-901. Mgr.: Arthur W. Kay.

Labels: Fontana, London, London American Group, Mercury Wing, RCA Camden, RCA Victor, Richmond, Smash.

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Car-Tapes, 2017 S. Michigan Ave. Zip: 60616. Tel: 942-6515.

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Decca, 425 N. Michigan Ave. Tel: DE 7-1100. Mgr.: A. Weiner.

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Guess, 6911 N. Keystone, Lincolnwood. Zip: 60646. Pres.: D. C. Guess.

Handleman, 6666 Lincoln Ave., Lincolnwood. Tel: 583-0770. Contact: L. Kwiker.

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 Distributes: RCA Product.
- **NILES (Area Code 312)**
 Capitol, 6401 Gross Point Rd. Zip: 60648. Tel: 647-8338. Sales Mgr.: George Gerken.
 Distributes: Angel & Capitol Product.

INDIANA

- **FORT WAYNE (Area Code 219)**
 Tri-State, 3434 Broadway. Tel: 744-5607. Mgr.: Cliff Ayers Ostermeyer.
 Labels: ABC, All Star, Alto, Angeltone, Arrawak, Art, Arvee, Atlas, Avenue, Ballad, Bandbox, Bartell, Baton, Bay Uke, Bee, Beltone, Buddy, Bullseye, C&M, Campus, Capa, Cardinal, Chattahoochee, Chroma, Cimarron, Clare, Commerce, Contour, Crescendo, Crown, Delden, Desert, Dome, Ebb, Emerald, Empire, Era, Excelsio, Fax, Film City, Flick, Flo-Jo, Ford, Golden World, Harvard, HiFi, Hit, Hudson, Hugo, Injun, Jamie, Kean, Kenco, Lincoln, Linjo, Longhorn, Lucky Four, Marvello, Mayhams, Mecca, Miracle, Moon, Motif, Motown, Nashboro, Neptune, N-Joy, Orbit, Peacock, Petal, Presta, Prima, RSVP, Rae-Cox, Ram, Rebel, Reno-Smiley, Robbins, Rondoleff, Sabine, Sabre, Sage, Sand, Serand, Shalamar, Shee, Sylvania, Sims, Spirit, Starday, Tamla, Tampa, Taylor, Twilight, Vanity, Variety, Vita, Wagner, Wedge, Wells-DeSett, Westport.
- **INDIANAPOLIS (Area Code 317)**
 Associated, 210 S. Meridian St. Tel: ME 4-2591. Mgr.: Lynne D. Jenks; Promo.: Robert Lay.
 Labels: RCA Victor, RCA Camden, Disneyland, Vista, Starday, 20th-Fox, Audio Fidelity, Vox, Living Language.
 Tape, Cartridge: RCA, ITCC.
 Tape, Reel-to-Reel: RCA Victor, Camden.
 Tape Playback Equip.: RCA Victor.

continued on page 88

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DISTRIBUTORS, INC.
2160 Palou
San Francisco, Calif.
Phone (415) 285-2131

continued

IOWA

• DES MOINES (Area Code 515)

Jather, 515 E. Locust. Zip: 50309. Tel: 244-5157. Mgr.: John Pittman.

Branches: Minneapolis, Minn.; Omaha, Neb. Labels: A&M, Almo, Ascot, Blue Note, Chart, Conversaphone, Federal, Fidelity Sound, Hickory, Jamie, King, Living Language, Longhorn, Musicor, Specialty, Starday, Summit, Sum, Tom Lehrer, United Artists Young People's Recs. Musical Accessories: Astatic Needles, Carrying Cases.

Mid American, 1630 Locust. Tel: 288-0182. Sales Mgr.: Don Cooper.

Labels: Blue Note, Blue Rock, Bluesville, Cumberland, Dooto, Dore, Era, Fontana, International, Joy, Jubilee, King, Limelight, Little Golden, Living Language, Mercury, Monument, Moodsville, Philips, Prestige, Reprise, Smash, Somerset, Starday, Swingsville, Tru-Sound, Valiant, Warner Bros., Word.

KANSAS

• HAYS (Area Code 913)

Hays Music, 710-12 Main St. Tel: MA 4-341B.

• KANSAS CITY (Area Code 913)

R C A Victor, Fairfax & Funston Rds. Tel: AT 1-3075. VP: M. E. Kramer. Distributes: RCA Product.

• PARSONS (Area Code 316)

Music Center, 2500 Grand Ave. Zip: 67357. Tel: GA 1-2782. Owners: Mr. & Mrs. H. A. Stephens. Label: Redstart.

• WICHITA (Area Code 316)

Pioneer, 2955 S. Kansas. Zip: 67201. Tel: LY 1-3414. Label: Columbia.

KENTUCKY

• LOUISVILLE (Area Code 502)

Handleman, 4500 Louisville Ave. Tel: 361-1336. Contact: J. Powers.

Tape, Cartridge: RCA Stereo B.

Kings Rec. Supply, 240 W. Jefferson. Tel: 584-5535. Owner: Gene King.

• NICHOLASVILLE (Area Code 606)

D & G Rec. Mart, PO Box 102, North Main. Zip: 40536. Tel: 252-2155. Owner: Dudley Bonds.

• RACELAND (Area Code 606)

Reed Printing & Advertising, 546 Pond Run Rd. Zip: 41169. Tel: 836-5541. Mgr.: David Mark Reed.

Tape, Reel-to-Reel: Radio broadcast tapes from around the world.

LOUISIANA

• NEW ORLEANS (Area Code 504)

All South, 1924 Lafayette St. Zip: 70113. Tel: 525-6124. Owner and Pres.: Henry J. Hildebrand Jr.; Promo.: Stanley Chaisson.

Labels: ABC-Paramount, A&M, After Hours, Amy, Arctic, Ascot, Audio Fidelity, Backbeat, Bell, Best, Boom, Briar, Caedmon, Cam, Canadian American, Chancellor, Challenge, Childcraft, Colpix, Command, Congress, Cumberland, DCP, Diamond, Dimension, Dolton, Dooto, Duke, Dunhill, Emarcy, Entertainment, Era, Excello, Fontana, Four Corners, Garpax, Gateway, Golden, London Group, Guyden, Ha-Ha, Half & Half, Hi, Hilltop, Hob, Impulse, Instant Learning, Jamie, Jerden, Jin, Joy, Kapp, King, La Louisianne, Lanor, Laughtime, Liberty, Lime-light, London American, Mace, Mala, Mercury, Monument, Motown, Musicor, Music Guild, Nashboro, Norman, Okeh, Oliver, Original Sound, Palomar, Parrot, Peacock, Philles, Pic, Press, Pricewise, Reprise, Riot, Scepter,

Scripture, Simco, Sing, Skylite, Smash, Songs of Faith, Sonora, Sound Stage, Spark, Storyteller, Storytime, Sunset, Swallow, Tamla, Tangerine, Teardrop, United Artists, Valiant, Vanguard, Wallis, Wand, Warner Bros., Warwick, Westminster, White Whale, Wing.

Tape, Cartridge: Mercury, Limelight, Smash, Philips, A & M, Cadet, MGM, Tamla, Motown, Gordy, Soul.

Tape, Reel-to-Reel: Command, Audio Fidelity, ABC, Impulse.

Tape Playback Equip.: Mercury.

Musical Instruments: Kingston Guitars.

Columbia, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-4546. Sales Mgr.: Bill Shaler; Promo. Mgr.: Donald Burt. Distributes: Columbia Product.

Decca, 517 Canal St. Zip: 70130. Tel: JA 2-1786. VP & Mgr.: R. N. McCormick.

Labels: Decca, Coral, Brunswick, Vocalion, London, Richmond, Elektra, Listen & Learn. Distributes: Other Decca Product.

DELTA, 1023 Baronne St. Zip: 70130. Tel: 525-7104. Contact: Mgr.: Ed Walker.

Labels: Accent, Archive, Atco, Atlantic, Autumn, Bang, Big Top, Blue Note, Boone Brook-lyn, BT Puppy, Buena Vista, Cadet (formerly Argo), Calla, Cameo, Carla, Charger, Checker, Chess, Chess Sermon, Clarion, Co & Ce, Constellation, Contemporary, Custom, DGG, Destination, Dial, Dictation Disc, Disneyland, Dixieland Jubilee, Dunwich, Duo Disc, Dyno-Voice, Ember, Everest, Fabor, Fame, Fat Fish, Fraternity, GNP, Goldwax, Good Time Jazz, Gordy, Gospel, Groovy, Gross, Hanna-Barbera, Happy Jazz, Heliodor, Hickory, HiFi, Imperial, Jewel, Joda, Josie, Jubilee, Kent, Laurie, Le-grand, Life, Living Language, Mainstream, Maxx, Michelle, Minit, Mirwood, Modern, Money, Moonglow, Moonshot, Movietone, Mustang, Musicland, New Jazz, Old Town, Pacific Jazz, Charlie Parker, Parkway, Paula, Philips, Port, Prestige, Pure Soul, Red Bird, Regent, Sansu, Savoy, Sentaur, Sims, Soma, Soul, Specialty, Sphere Sound, Stax, Stereoditties, Sue, Sun, Surrey, Symbol, Thomas, Time, Tower, Tuba, Tuff, 20th-Fox, USA, Vault, Village Gate, Volt, Windy C, Whit, World Pacific (SEE ADVERTISEMENT)



ED WALKER, Gen. Mgr.
BOB SPENDLOVE, Asst. Mgr.

1023 BARONNE ST., NEW ORLEANS, LA. 70130. TELEPHONE (504) 525-7104.

Dot, 605 Baronne St. Tel: 522-3661. Mgr.: Jim Flattman; Promo.: Eric B. Kiefer.
 Labels: Dot, Hamilton, MGM, Metro, Verve.
 McDonald Sales, 5500 Jefferson Hwy. Zip: 70123.
 Tel: 733-6653. Mgr.: Milton Munch.
 Distributes: RCA Victor Product.

NEW ORLEANS, 748 Camp St. Tel: 529-2367. Contact: Bob Robbins.
 Labels: AAA (Tri A), ABS, Alto, Angeltone, DeeSu, Dover, Eight-Ball, El-Tee, Faro, Frisco, Linda, Manhattan, Nola, Pitter-Pat, Rampart, Tailgate, Tonik, Virgil, White Cliffs. (SEE ADVERTISEMENT)

• **RUSTON (Area Code 318)**

Lawson, 707-713 W. California. Tel: 255-0286.
 Tape: Cartridge: ITCC 8 Track.

• **SHREVEPORT (Area Code 318)**

Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Pres.: Stan Lewis.

Labels: ABC-Paramount, A&M, Abnak, Ace, Alamo, Alon, Amy, Ara, Argo, Arlen, Ascot, Astro, Atco, Atlantic, Aura, Autumn, BT Puppy, Backbeat, Blackwood, Blue Cat, Bofuz, Buena Vista, Cadet, Cajun, Calla, Cameo, Canadian American, Caprice, Carlton, Carnival, Celeste, Challenge, Charger, Checker, Chess, Circa, Circle, Coed, Coleman, Congress, Crazy Cajun, Crown, Crusader, D, DCP, Dart, Del-Fi, Del-Mar, Delsey, Derby, Dial, Diamond, Dimension, Diplomat, Disneyland, Dooto, Dore, D-Town, Duke, Duo-Disc, Eldo, End, Enjoy, Era, Everest, Excello, Fabor, Fame, Fantasy, Fernwood, Flip, Fraternity, Frolic, Galaxy, Goldband, Golden Crest, Golden World, Gordy, Guest Star, Guyden, Hall, Hanna-Barbera, Heritage, Hermitage, Hickory, Hi-Fi, Impala, Imperial, Interphon, Jamie, Jay Gee, Jet Star, Jet Stream, Jewel, Jin, Josie, Jovial, Joy, KT, Kent, LG, LK, La Louisianne, Lanor, Laurie, Lecam, Legend, Lyric, MGM, Mala, Marc, Michelle, Minaret, Modern, Money, Montel, Moonglow, Motown, Murco, Musicor, Mutual, Nashboro, N-Joy, Old Town, One-Derful, Original Sound, Parkway, Paula, Peacock, Philips, Philles, Prestige, Princess, RBE, Rik, Red Bird, Regina, Riverside, Rod, Ron, Rotate, Roulette, Rust, Sabra, Sand, Santo, Sar, Savoy, Scepter, Select, Shirley, Sims, Soma, Specialty, Spector, Stacy, Starday,

Stax, Sue, Sun, Swallow, Swan, Swinging, Tally, Tamla, Tangerine, Teardrop, Tollie, Town House, Tri-Fi, Tuff, 20th-Fox, Ty-Tex, Typhoon, UA, USA, Vault, Vee Jay, Verve, Vivid, Volt, Wand, Wax, Whit, World Artists, World Pacific.

• **VILLE PLATTE (Area Code 318)**

Floyd's Rec. Shop, PO Box 506. Tel: 363-2138.
 Owner: Floyd Soileau.
 Labels: Almo, Bayou, Chamo, Ciro, Dooto, Hall, Hub-City, Index, Jin, LK, La Louisianne, Lanor, Lyric, Michelle, Peter Pan, Pic-1, Princess, Shane, Sound of Nashville, Swallow, Teardrop, Viking.

MAINE

• **PORTLAND (Area Code 207)**

Commercial, 50 Diamond St. Zip: 04101. Tel: 775-5644. Mgr.: Louis W. Spear.
 Distributes: RCA Victor Product.
 Portland Rec. (sub. of Boyd Corp.), 84 W. Cove St. Tel: 772-6551. Gen. Mgr.: Mr. Rice.
 Tape, Cartridge: ITCC.
 Tape Playback Equip.: Lear Jet Stereo 8.

MARYLAND

• **BALTIMORE (Area Code 301)**

Capitol, 6910 Harford Rd. Tel: HI 4-6030. Mgr.: Bill Dawson. District Promo. Mgr.: Bill Turner; Regional Singles Promo.: Bill Jamison.
 Distributes: Capitol & Angel Product.
 D & H, 2025 Worcester St. Zip: 21230. Tel: SA 7-5100. Mgr.: Lester Pyle.
 Distributes: RCA Victor Product.
 Decca, 2921 Alexander Ave. Zip: 21215. Tel: FO 7-0710. Mgr.: Ed Keelan.
 Labels: Decca, Coral, Brunswick, Listen & Learn, Vocalion.
 Distributes: Other Decca Product.

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Pres.: Henry Nathanson.

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Marnel of Maryland, 5550 Newbury St. Tel: 664-8500.

Pres.: Stan Hoffman; Mgr.: George Pappafotis. Promo.: Jimmy Gordon.

Labels: Backbeat, Caedmon, Camelot, Classical, DCP, Duke, Epic, Excel, Four Bros., Golden, Kellmac, Laurie, Legrand, Living Language, Mainstream, Mike, Minuteman, Nebs, Okeh, One-Derful, Peacock, Rik, Rust, Sahara, Swan, TMP-ting, 20th-Fox, Young People's Recs.

Marshall/Mangold, 4805 Nelson Ave. Zip: 21215.

Tel: 542-7214. Mgr.: Manny Goldberg; Promo.: Fred Lewis.

Labels: Amy, Co & Ce, Colpix, Counterpoint, Disneyland, Esoteric, Everest, Fantasy, Heartwarming, Hickory, Mala, Music Minus One, Philles, Specialty, Time, Vista.

Musical Instruments: Guitars, Tambourines.

Musical Sales, 134 W. Mt. Royal Ave. Zip: 21201.

Tel: 837-5757. Pres.: Milt Bereson; Mgr.: Howard (Chic) Silvers.

Labels: Tower, Fiesta, Dance Along, Blue Cat, Joda, Jomada, Jocida, Boone, Carnival, Grecophon, Uptown, Dearborn, Wynwood, HiFi, Life, Tuba, Groovy, Avin, Webcore, Tradition.

SCHWARTZ BROS., 2146 24 Pl., Washington, D. C.

Baltimore Tel: 727-0641. Pres.: James Schwartz. (See District of Columbia for lines handled.) (SEE ADVERTISEMENT)

S-Y-R, 3123 W. North Ave. Zip: 21216. Tel: LO 6-5400.

Pres.: Ernie Burston; Promo. & Sales: Jimmy Burston.

Labels: Alto, Big Wheel, Black Hawk, Candi, City, D-Town, Deliverance, Fortune, Ge-Ge, Gospel, Jameco, Marhap, Marseilles, Nitown, St. Lawrence, Strike, Sylvia, Thomas, Turntable, Viney, Wheelsville.

Jos. M. Zamoiski, 1101 De Soto Rd. Zip: 21223.

Tel: MI 4-2900. Mgrs.: Maury Bass & Jerry Friedman; Promo. Men: John Armetta, Joe Bilello, Earl Rollison.

Labels: ABC-Paramount, Audio Fidelity, Blue Rock, Boom, Command, Cameo-Parkway, Coliseum, Cumberland, Childcraft, Dooto, Dunhill, Fontana, Grand Award, Hi, Impulse, Jerden, Leo the Lion, Lighthouse, London, Mercury, Metro, MGM, Music Guild, New Breed, Kama Sutra, Philips, Press, Richmond, Smash, Tangerine, Westminster, Wing.

Tape, Reel-to-Reel: Command, London, ABC-Paramount.

• **CHEVERLY (Area Code 202)**

Southern Whslers., 2500 Schuster Dr. Zip: 20781.

Zip: 322-3500. Mgr.: George Nesline; Promo.: Nat La Patin.

Distributes: RCA Victor Product.

• **SILVER SPRING (Area Code 301)**

L & M Rec. Assocs., 1035 Quebec Terr., Suite 2.

Zip: 20903. Pres.: Lester L. Friedman. Labels: Delta Int'l, Empire, Gaslight, Impress, Liam, Orange, Quint, Stacey, Vanguard.

MASSACHUSETTS

• **BOSTON (Area Code 617)**

Bay State, 1030 Tremont St. Zip: 02120. Tel: GA 7-5060. Pres.: Bob Levinson; Promo.: Bob Paro.

Labels: Atlantic, Bang, Caedmon, Cameo, Chess, Colonial, Dore, Duke, Elektra, Era, Fantasy, Galaxy, Mace, Music Minus One, Nonesuch, Philles, Parkway, Pathways of Sound, Peacock, Regent, Savoy, Scepter, Specialty, Stax, Standard, Starday, Vault, Wand.

Capitol, 71 Fourth Ave. Tel: HI 9-0770. Contact: Martti Takki.

Distributes: Capitol & Angel Product.

Columbia, John Hancock Bldg., 75 Third Ave., Waltham. Zip: 02154. Tel: 899-3814. Sales

Mgr.: George Ryan; Promo. Mgr.: Roy Mallomo.

Distributes: Columbia Product.

Decca, 138 Ipswich St. Zip: 02215. Tel: CO 6-5110.

Mgr.: Allan Ross; Promo.: Elgin Waters.

Labels: Brunswick, Coral, Decca, Listen & Learn, Vocalion.

Distributes: Other Decca Product.

Disc, 1136 Columbus Ave. Tel: 445-3550. Pres.: Jack Sager.

Labels: Boone, Broadway, Cookin', Crackerjack, Eastern, Enjoy, Everlast, Golden World, Gordy, Joda, Joe Jones, Lawn, Maltese, Mar-V-Lus, Mel-o-dy, Mira, Mirwood, Motown, M-Pac, One-Derful, Ric-Tic, St. Lawrence, Shrine, Soul, Sue, Swan, Symbol, Tamla, VIP, Vest, WinGate, World.

Tape, Cartridge: Tamla, Motown, Gordy, Soul.

Dumont, 1040 Tremont St. Zip: 02120. Tel: 442-0800.

Pres.: Donald Dumont; Sales Mgr.: Howard Ring; Promo.: Jerry Brenner.

Labels: Atco, Volt, Moonglow, Brook-lyn, Alector, Avoca, Bert & I, Gold Star, Blue Note, Cadet (Argo), Checker, Canadian American, Cambridge, Challenge, Clarion, Colpix, Co & Ce, Command, Grand Award, Columbus, Minuteman, Copley, Gael, Diamond, Epic, Okeh, Esp, Fiesta, Grecophon, Virgo, Europa, Fraternity, Golden, Jamie, Jubilee, Josie, BT Puppy, King, Bethlehem, Living Language, Young People's Recs., Mainstream, Time, Original Sound, Old Town, Pacific Jazz, World Pacific, Aura, Prestige, Red Bird, Blue Cat, Roulette, Roost, Squire, Tico, End, FM, Kenwood, Soma, Stereoddities, Somerset, TCF, Vee Jay, Sentaur, USA.

Tape, Reel-to-Reel: Epic, Command.

Eastern, 620 Memorial Dr., Cambridge. Tel: TR 6-4720. Sales Mgr.: A. J. Shuffer.

Distributes: RCA Victor Product.

Massachusetts Rec., 1820 Washington St. Zip: 02118. Tel: 442-3830. Pres.: Fred LeBlanc;

Gen. Mgr.: Skippy White.

Labels: Arock, Amanda, Bluestown, Casa Grande, Candlelight, Carnival, Crash, Constellation, Crown, Custom, Ditto, D-Town, Excello, Exodus, Fortune, Glowstar, Hurd, Hi-Way, Janlene, Jewel, Kent, London House, Mello, Modern, Nashboro, Oldies 45, Old Gold, Paula, Pow, Relic, Rim, Rivoli, Sahara, Score, Silver Cross, Stop, Times Square, Whit, Wild.

Music Supplier, 75 N. Beacon St. Zip: 02134. Tel: 254-1780.

Pres.: Harry Carter; VP: Gordon Dinerstein; Promo. Men: Paul Maged & Frank Falanga.

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Promotion: Bob McAlpine

Sales: Arthur Hartling

Labels: ABC-Paramount, Audio Fidelity, Boom, Deutsche-Grammophon, Dunhill, Impulse, Kapp, Laurie, MGM, Reprise, Vanguard, Verve, Vox, Warner Bros., Westminster.

Mutual, 157 Washington St., Dorchester. Zip: 02121.
Tel: 288-5700. Mgr.: Frank Heland; Promo. Men: Dave Marshall & Bruce Hatch.
Affiliates: Har, Los Angeles, Calif.—C&C Stone, San Francisco, Calif.—Cleve-Disc, Cleveland, Ohio. (SEE ADVERTISEMENT)

Labels: Academy, Amy, Artia/Parliament, Ascot, Constellation, Crusader, DCP, Disneyland, Dolton, GNP Crescendo, Hanna-Barbera, Hi, Hickory, Hill Top, IPG, Imperial, JJC, Joy, Kent, LTD, Liberty, London, London Group, Loren, Mala, Mobile Fidelity, Monument, Musicor, Mustang, Phelps, Pickwick/33, RIC, Rheims, Richmond, Sound Stage 7, Tower, 20th-Fox, Twirl, Valiant, Vista, White Whale.
Tape, Cartridge: ITCC.
Tape, Reel-to-Reel: London.
Musical Instruments: Hohner Harmonicas, Guinars.

Riverboat Ents., 12 Noyes Pl. Zip: 02113. Tel: 227-9891. Pres.: Ralph Dopmeyer.
Labels: Audiophile, Blues Classics, Cavalier, County, Delmark, Euphonic, Faier, Folk-Lyric, Folk Promotions, Historical, Icon, Melodeon, Nobility, Old-Timey, Origin Jazz, Portents, Southland, Spivey, Takoma, Testament.

Royal, 17-19 Chadwick St. Zip: 02119. Tel: 445-1411. Pres: Aaron Gross.
Labels: Artia, Parliament, Crown, Custom, Forum, Panda.

• **CHICOPEE FALLS (Area Code 413)**
Columbia, 54 Second Ave., Massachusetts Ind'l Pk. Zip: 01013. Tel: 592-5141. Regional Sales Mgr. (Boston, Hartford, Syracuse): Joseph Broderick.
Distributes: Columbia Product.

• **WOBURN (Area Code 617)**
Recordwagon, 30 Nashua St. Tel: 933-6263. Contact: C. Steen.
Tape, Cartridge: RCA Stereo 8.

Palmer, Panik, Philips, Pickwick/33, Regina, Safice, Simpson, Smash, Soma, Somerset, Stax, Stereo Fidelity, Stereo Motion, Stereoditties, Story Teller, Sue, Symbol, Tower, VSP, Vanguard, Vee Jay, Verve, Verve/Folkways, Wing. **Tape, Cartridge:** Mercury, Philips, Smash, GRT. **Tape Playback Equip.:** Mercury.
Musical Accessories: Recoton Needles.

MERIT MUSIC, 15761 Wyoming Ave. Zip: 48238.
Tel: UN 3-9119. Mgr.: John H. Schlee; Promo. Men: Gene Silverman & Al Di Noble.
Labels: A & M, Adventure, Amphora, Amy, Bell, Cadence, Colonial, Constellation, Custom, Dance Along, Dearborn, DynoVoice, Flashback, Fraternity, Golden World, Gordy, Harvey, Hickory, Mala, Maxx, Mel-o-dy, Mira, Miracle, Mirwood, Modern, Money, Monument, Musicland, Music Minus One, New Voice, Pan, Request, Ric-Tic, Sound Stage 7, Sphere, Standard, Steno-Disc, Sunglow, Surrey, Tamla, TCF, Turnabout, VIP, Valiant, Vox, White Whale, WinGate.
Tape, Cartridge: Tamla, Gordy, Motown, Soul. **Tape, Reel-to-Reel:** Ampex. (SEE ADVERTISEMENT)

Merle, 15365 Livernois. Tel: 342-8777. Pres.: Merle Schneider.
Labels: Battle, Blue Note, Coronet, Cosmo, Crown, Design, Diplomat, ESP-Disc, Golden, Gospel Corner, Grand Prix, Guest Star, Harmony, Palace, Peter Pan, Pickwick/33, Proverb, Riverside, Simon Says, Time, Wonderland.

Michigan Mobile Radio, 20232 Livernois Ave. Zip: 48221. Tel: 863-7163. Pres.: Jack Frankford.
Tape, Cartridge: Motown, Muntz Stereo Pak, ITCC, Mercury.
Tape Playback Equip.: Muntz.

MUSIC MERCHANTS, 3731 Woodward Ave. Zip: 48201. Tel: TE 2-0870. Gen. Mgr.: Marvin M. Jacobs; Sales Mgr.: Joe Goleski; Promo. Mgr.: Ed Berson; Promo.: Al Valente.
Labels: Argo, Atco, Blue Cat, Caedmon, Carla, Checker, Chess, Colpix, Con-Lo, DCP, Dana, Dimension, Dunwich, Enjoy, Epic, Era, Everest, Faber, Fantasy, Folkways, Gateway, Jewel, Josie, Jubilee, Karen, Life, Limelight, Mainstream, Moonglow, Okeh, Old Town, One-Derful, Port, Prestige, Red Bird, St. Lawrence, Satellite, Sentaur, Tuba, USA, Veep, Volt. (SEE ADVERTISEMENT)

RCA Victor, 7400 Intervale Ave. Zip: 48238. Tel: TE 4-3500. VP: Reid Donaldson.
Distributes: RCA Victor Product.

Radio, 15-470 Schaefer Hwy. Zip: 48227. Tel: 273-6740. Mgr.: George MacDuff.
Labels: London, Richmond, Coliseum, Press, Palomar, Audio Book.
Musical Accessories: Amberg Carrying Cases, Astatic Cartridges, Cascraft Carrying Cases, Chicago Album Storage Albums, Cohoes Green Stock Envelopes, All 45 rpm Spindles, Duotone Blank Recording Discs, Fidelitone Needles, Genuine Diamond Needles, LeBo Products, Lu-Van Record Cabinets, 3M Blank Tape, Prevue Racks & Stands, Robins Phono & Tape Accessories, Rotographic LP Savers, Seebro Racks & Cass, Shelfmaker Platter-Poles, Walco Staticlean and Wall Racks & Stands.

Record Dis. Corp. of Mich., 14344 Fenkell Ave. Tel: 335-3790. Mgr.: Armen Boladian.
Labels: Arctic, Backbeat, Conversaphone, Duke, Elektra, Eurotone, Exello, Gospel, Hob, Linda, Mace, Nashboro, Nina, Nonesuch, Peacock, Rampart, Regent, Ring, Savoy, Scepter, Sharp, Songbird, Sureshot, Thelma, Wand, Wild Dece, World Wide.

Rissi Electronic Supply, 14405 Wyoming Ave. Branch: Grand Rapids, Radio Electronic Supply.
Tape, Cartridge: ITCC.
Tape Playback Equip.: Lear Jet Stereo 8.

• **GRAND RAPIDS (Area Code 616)**
Radio Electronic Supply, 505 Jefferson Ave. S.E. Branch: Detroit, Rissi Electronic Supply.
Tape, Cartridge: ITCC.
Tape Playback Equip.: Lear Jet Stereo 8.

• **KALAMAZOO (Area Code 616)**
Laval, 821 Porter St. Tel: FL 2-1936. Pres.: Vic La Var.
Labels: Adell, Anika, Ballad, Bay Tone, Ball, Boss, Cardinal, Danae, Gedinsons, Gospel, La Val, Luck, Regal, Skylight, Pammar.

• **NEW HAVEN (Area Code 313)**
Music City, 56880 North Ave. Tel: 749-5182. Pres.: W. Howard Walker.
Labels: Cracked, Keepsake, Sound, Trash, Walker.

MICHIGAN

• **DETROIT (Area Code 313)**
Arc, 13415 Lyndon. Tel: BR 2-4872. Mgr.: Henry Droz.
Labels: ABC-Paramount, Audio Fidelity, Calla, Cameo, Chancellor, Coed, Command, Congress, Crescendo, Diamond, End, Enterprise, Fiesta, Gone, Grand Award, Guymen, Hi, Imperial, Impulse, Jamie, Jay Jay, Kapp, King, Laurie, Legrand, Living Language, Loma, London Group, Music Guild, Musicor, Motown, Oliver, Original Sound, Parkway, Parrot, Philles, RIC, Reprise, Roulette, Rust, Soul, Starday, Swan, Tangerine, Tollie, 20th-Fox, Warner Bros., Westminster.

Cadet, 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin. Promo.: Leo Cheslak.
Labels: Aura, Avant Garde, Budapest, Challenge, Chattanooga, Contemporary, Dee Gee, Derry, Disneyland, Dolton, Dooto, Drummond, Freepport, Good Time Jazz, Hanna-Barbera, Liberty, Monitor, Pacific Jazz, SVR, Specialty, Star, Sun, Sunset, Universe, Vista, World Pacific.

Capitol, 18921 Wyoming Ave. Tel: UN 4-5001. Opts. Mgr.: Hersey Bryant.
Distributes: Angel & Capitol Product.
Musical Instruments: Hohner Harmonicas, Capitol Stereo Phonographs.

Columbia, 16141 W. Eight Mile Rd. Zip: 48235. Tel: 273-8616. Sales Mgr.: Larry Owens; Promo. Mgr.: Russ Yerge.
Distributes: Columbia Product.

Decca, 12730 Puritan. Zip: 48227. Tel: 341-6040. Mgr.: Mario De Filippo; Promo.: Pete Gidion.
Labels: Decca, Coral, Brunswick, Vocalion, Listen & Learn.
Distributes: Other Decca Product.

Handleman, 670 E. Woodbridge St. Zip: 48226. Tel: 961-9565. Contact: D. Strome.
Tape, Cartridge: RCA Stereo 8.

Jay-Kay, 13401 Lyndon Ave. Zip: 48227. Tel: BR 3-7000. Gen. Mgr.: John S. Kaplan; Sales & Promo. Mgr.: Tom Schlesinger; Promo. Men: Larry Benjamin, Rick Drapkin, Bob Hankins & Cliff Gorov.
Labels: ARA, Ashley, Atlantic, Audio-Spectrum, Bang, Clarion, Cumberland, Dial, Dot, Eastern, Everyman, Focus, Fontana, Garrett, Golden Ring, Hamilton, Heliodor, Hilltop, Kama Sutra, Kent, Leo the Lion, MGM, Mercury, Metro,



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Columbia, 9220 James Ave. S. Zip: 55431. Tel: 888-9551. Sales Mgr.: Mert Paul; Promo. Mgr.: Ronald D. Lynne.

Distributes: Columbia Product.

Decca, 17-19 E. Hennepin Ave. Zip: 55401. Tel: FE 5-7681. Mgr.: Ozzie Lowe.

Distributes: Decca Product.

F. C. Hayer, 250 Third Ave. N. Zip: 55401. Tel: 339-0201. Mgr.: Arthur R. Patch.

Distributes: RCA Victor Product.

Heilicher Bros., 7600 Wayzata Blvd. Zip: 55426. Tel: 544-4201. Pres.: Amos Heilicher; VP: Dan Heilicher.

Labels: ABC-Paramount, Academy, Accent, Amy, Arwin, Atco, Atlantic, Audio Fidelity, Audio-ophile, Audio-Spectrum, Aura, Aurora, Backbeat, Bell, Big Hill, Boom, BT Puppy, Cadet, Caedmon, Canadian American, Carla, Challenge, Charger, Checker, Chess, Childcraft, Co & Ce, Colonial, Colpix, Command Concert Disc, Constellation, Counterpoint, Crescendo, Crestview, Crusader, Cumberland, Dial, Diamond, Disneyland, Dolton, Dore, Drum Boy, Duke, Dunhill, Dunwich, DynoVoice, Elektra, Emarcy, Epic, Era, Everest, Excello, Fame, Fiesta, Focus, Folkways, Fontana, GNP, Gateway, Golden, Golden Crest, Golden Ring, Gordy, Gregmark, Hall, Hanna-Barbera, HiFi, Horizon, IRC, Imperial, Impulse, Interphon, Jay Jay, Jerden, Josie, Jubilee, Karate, Kenwood, Laurie, Liberty, Life, Limelight, Loma, Mainstream, Mala, Mercury, Minit, Mirwood, Mobile Fidelity, Money, Monogram, Moonglow, Motown, Musicland USA, Music Minus One, Mustang, New Voice, Nonesuch, Okeh, Original Sound, Pacific Jazz, Palmer, Paula, Period, Philips, Playcraft, Pricewise, Pure Soul, Rampart, Red Bird, Reprise, Riot, Rosemart, Scepter, Sentaur, Sermon, Sims, Smash, Soma, Somerset, Soul, Sphere, Sound, Standard, Stax, Stereoddities, Story Teller; Sue, Sun glow, Symbol, Tamla,

Time, Tollie, Triumph, 20th-Fox, Twirl, VIP, Vault, Vee Jay, Vista, Volt, Wand, Warner Bros., Westminster, White Whale, Wing, World Pacific.

Tape, Cartridge: All Lines.

Tape Playback Equip.: Voice of Music, Roberts, Lear-Jet.

Musical Instruments: String Instruments, Drums. Musical Accessories: Hohner Harmonicas, Sheet Music, Music Books, Miscellaneous Drum and String Accessories.

Jather, 730 Lyndale Ave. N. Zip: 55411. Tel: 374-3420. Mgr.: Jack Taylor. Promo.: Walter (Bud) Fritz.

Branches: Des Moines, Iowa; Omaha, Nebraska. Labels: A&M, Almo, Ascot, Blue Note, Chart, Conversaphone, Federal, Fidelity Sound, Hickory, Jamie, King, Living Language, Longhorn, Musicor Specialty, Starday, Sum, Summit, Tom Lehrer, United Artists, Young People's Recs. Musical Accessories: Astatic Needles, Carrying Cases.

Harold N. Lieberman, 257 Plymouth N., Zip: 55411. Tel: 332-7131. Mgr.: Allen Abrams; Promo. Men: John Knodie & Tommy Gee.

Labels: Bach Guild, Bang, Bear, Best, Chairman, Coliseum, Dot, Felsted, Folk Sing, Four Corners, Garpax, Golden World, Group, Hamilton, Heliodor, Hi, Kapp, Leo the Lion, London, Louis, MGM, MOC, Medway, Metro, Monument, Parkway, Parrot, Philles, Press, Richmond, Ric-Tic, Seville, Sierra, Sound Stage 7, SPQR, Swan, Telefunken, Tower, Tribe, VSP, Valiant, Vanguard, Verve, Verve/Folkways. Tape, Reel-to-Reel: Concord Aiwa. Tape Playback Equip.: Concord Aiwa. Musical Instruments: Guitars, Drums.

MISSOURI

• KANSAS CITY (Area Code 816)

Capitol, 701 E. Linwood. Tel: JE 1-0435. Dist. Sales Mgr.: John Swenson; Territory Mgr.: Kurt Orosz.

Distributes: Capitol & Angel Product.

Choice, 321 1/2 Southwest Blvd. Tel: HA 1-2540. Mgr.: Harold Hassler.

Labels: Boone, Chart, Down Home, ESP-Disc, Gateway, Golden World, Hickory, Hilltop, Jewel, Nola, Paula, RIC, Ric-Tic, Scepter, Simms, Sound of Nashville Group, Starday, Sun, Wand, Whit, WinGate.

Commercial Music, 3230 Roanoke Rd. Tel: JE 1-1317.

Decca, 2729 Gilham Rd. Zip: 64108. Tel: GR 1-4030. Mgr.: Carl Wayne.

Distributes: Decca Product.

• ST. LOUIS (Area Code 314)

Columbia, 2151 59 St. Zip: 63110. Tel: MI 7-5101. Sales Mgr.: Bob Van Metre; Promo. Mgr.: Eugene Denonovich.

Distributes: Columbia Product.

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

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

Decca, 1923 Delmar Blvd. Zip: 53103. Tel: CE 1-6600. Mgr.: Max Melton.

Distributes: Decca Product.

Dot, 2721 Pine. Tel: JE 3-8390.

Labels: Dot, Hamilton.

Dynamic Devices, 7831 Olive Blvd. Zip: 63130. Tel: PA 6-1081. Pres.: Mort Ross.

Distributes: Tape Cartridge, 4 & 8 track; Reel-to-Reel Tape & Playback equip.

Europa Ctr. (see Mayer Ents.).

Interstate Supply, 1153 Gustine Ave. Zip: 63116. Tel: B32-6000. Mgr.: R. N. Decker.

Distributes: RCA Victor Product.

Liberty, 1905 Washington Ave. Zip: 63103. Tel: GA 1-3326. Mgr.: James Saltzman; Promo.: Don Miller.

Distributes: Liberty Product.

Mayer Ents. & Europa Ctr., 5031 Gravois. Zip: 63116. Tel: VE 2-9659. Mgr.: Anton Mayer. Labels: Ariola, Baccarola, Brilliant, Gloria, Polydor, Telefunken.

Mid-State, 2549 Sullivan. Tel: GA 1-6878.

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• BILLINGS (Area Code 406)

Billings Hardware, 501 N. Broadway. Zip: 59101.
 Tel: 245-3066. Pres.: Ralph Johnson; Rec. Mgr.: Marion Massick.
 Labels: Angel, Capitol, Disneyland, Golden, Vista.

Interstate, PO Box 2523. Zip: 59101; 457 Daniels. Zip: 59102. Tel: 245-5141. Pres.: James A. Whitson.
 Distributes: RCA Victor Product.

• GREAT FALLS (Area Code 406)

Music Serv., PO Box 2487, 318 Sixth St. Tel: 761-2420. Pres.: R. E. Holm.
 Labels: A&M, Best, Boone, Challenge, Colpix, Cricket, Cumberland, Design, Dolton, Dot, Epic, Everest, Fabor, Fontana, Hamilton, Hi, Hilltop, Imperial, Instant Language, Jubilee, Kama Sutra, Laurie, Liberty, London, MGM, Mercury, Monument, Nashville, Okeh, Palomar, Parrot, Philips, Phyllis, Reprise, Richmond, SPQR, Seville, Smash, Sound Stage 7, Starday, Stereodities, Sun, Tribe, Vanguard, Verve, Warner Bros.

NEBRASKA

• OMAHA (Area Code 402)

Jather, 2500 Harney. Zip: 68131. Tel: 342-1545.
 Mgr.: George Shearer.
 Branches: Des Moines, Iowa; Minneapolis, Minn.
 Labels: A&M, Almo, Ascot, Blue Note, Chart, Conversaphone, Federal, Fidelity Sound, Hickory, Jamie, King, Living Language, Longhorn, Musicor, Specialty, Starday, Sum, Summit, Tom Lehrer, United Artists, Young People's Recs.
 Sidles, 7302 Pacific St. Zip: 68101. Tel: 393-2233.
 Mgr.: Ralph Woodward.
 Distributes: RCA Victor Product.
 T D C Electronics, 1121 Farnam St. Tel: 342-1538.
 Contact: Leo Colvin.
 Tape, Cartridge: Music-Tapes.
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 Branches: Perth Amboy, N.J.; Philadelphia, Pa.
 Distributes: Oldies But Goodies.

• CAMDEN (Area Code 609)

Decca, 1722 Federal St. Tel: 966-7111. Philadelphia Tel: (215) WA 2-5659. Mgr.: Sam Passamano.
 Distributes: Decca Product.

• NEWARK (Area Code 201)

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 Labels: Ascot, Atco, Brook-lyn, Carla, Class, Colosseum, Congress, Dunwich, Fame, Felsted, Four Corners, Garrett, Heidi, Hi, Kapp, Karen, London, Monument, Moonglow, Musicor, Palmer, Palomar, Parrot, Richmond, Select, Seville, Sound Stage 7, Telefunken, Tivoli, Tomorrow, Tribe, UA, Volt. (SEE ADVERTISEMENT)

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Tape, Cartridge: Motown, Tamla, Gordy, Soul, Aura Sonic, Epic, Okeh.

Tape, Reel-to-Reel: Epic, A&M, Audio-Spectrum.

Musical Accessories: Walco Strings, Needles & Accessories; Red Rope & Cascraft Carrying Cases. (SEE ADVERTISEMENT)

Bravo Rec., 356 Washington St. Zip: 07102. Tel: 642-2604. Pres.: David King.

Labels: Ajax, Benja, Casa Grande, Conrose, Coulee, Deblyn, Debut, GCP, Guillotine, Holiday, Impression, IRC, Jor-Dan, Kondas, Lantam, Mama, Maria, Melron, Parnaso, Summer, Tru-tone.

Tape, Cartridge: Rac Auto Tape, Sonocar Stereo.

Tape Playback Equip.: Rac.

Dance, 1161 Broad St. Zip: 07114. Tel: 622-0024.

Labels: MacGregor, Sets in Order, Windsor.

Essex, 10 Fenwick St. Zip: 07114. Tel: 243-7700.

Pres.: Joseph Cohen; **Promo.:** Harold Ladell.

Labels: ABC-Paramount, Allegre, Argo, Avin, Atlantic, Backbeat, Blue Cat, Blue Note, Boom, BT Puppy, Checker, Chess, Co & Ce, Coed, Colonial, Constellation, Copley, Dana, Dial, Diamond, Diplomat, Dooto, Double L, Dunhill, Duke, End, Excello, Fleetwood, Gee, Golden, Golden World, Gone, Gospel, Groovesville, Halo, Impulse, Jerden, Jewel, Josie, Jubilee, Kellmac, Laurie, Legrand, LuPine, Mace, Mira,

Mirwood, Money, Nashboro, Oldies, Old Town, One-Derful, Original Sound, Paula, Peacock, Pelnor, Peter Pan, Pure Soul, Red Bird, Ric-Tic, Roulette, Sar, Savoy, Scepter, Sew City, Sharp, Simpson, Song Bird, Specialty, Standard, Stax, Stella, Sun, Sureshot, Swan, Sylvia, Tangerine, Tico, Tiger, Tower, Uptown, Vee Jay, Wand, Whit, Win Gate.

IDEAL, 357 Lyons Ave. Tel: WA 3-6333. Pres.: Samuel Keenholtz.

Labels: Alector, Brent, Bruno, Caedmon, Cook, Fargo, Fiesta, Gold Star, Golden Crest, Headline, Helios, Simon Says, Time, Vesuvius.

J & J, 232 S. Orange Ave. Zip: 07103. Tel: 642-6000. Pres.: Irwin Jennis; Gen. Mgr.: Jay Jennis.

Tape, Cartridge: ITCC, Muntz Stereo-Pak, RCA Victor, Mercury, Motown.

Tape Playback Equip.: Norelco, Muntz, Lear Jet. (SEE ADVERTISEMENT)

Krich-New Jersey, 428 Elizabeth Ave. Tel: 81 8-7400. Pres.: F. M. Comins.

Distributes: RCA Victor Product.

LAREDY, 46 Green St. Zip: 07101. Tel: MA 3-5984. Pres.: Joseph Fechner.

Labels: Betty White Dance Recs., Challenge, Command, Contact, Conversaphone, DCP, Dee Gee, Disneyland, Evergreen, Grand Award, Hilltop, Living Language, Loma, Pickwick, Reprise, Sure, Tradition, Vista, Warner Bros., Young People's Recs. (SEE ADVERTISEMENT)

Steejay, 457 Chancellor Ave. Tel: WA 3-4900, N.Y.C. Tel: (212) CI 5-3800. Contact: Joel Koenig.

Tape, Cartridge: ITCC Stereo 8.

Tape Playback Equip.: Lear Jet Stereo 8.

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Schenk Electronics, 218 Fourth St. Tel: 882-1660. Sales Mgr.: Mike Wyatt.

Tape, Cartridge: ITCC.

WENDY, 37 William St. Tel: MA 3-5845. Pres.: Jerry Winston.

Labels: Arvee, Audio Fidelity, Boone, Cameo, Canadian American, Colpix, Congress, Contemporary, Dolton, Elektra, Era, Excel, GNP Crescendo, Hanna-Barbera, Hickory, HiFi, Imperial, Joda, Karate, K-ark, King, Liberty, Life, Mainstream, Mardi Gras, Nonesuch, Parkway, Prestige, RSVP, 20th-Fox, Vanguard, World Pacific, Wyncote. (SEE ADVERTISEMENT)

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Tape, Cartridge: RCA Stereo 8.

• **PERTH AMBOY (Area Code 201)**

Rockin' Recs., 169 High St. Zip: 08861. Tel: 442-1021. Gen. Mgr.: Edward Marcus.

Branches: Atlantic City, N. J.; Philadelphia, Pa. **Distributes:** Oldies But Goodies.

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**

Linden, 1205 Madeira S.E., Suite 124. Zip: 87108. Tel: 255-3978. Pres.: Lindy Blaskey.

Labels: ABC-Paramount, Capitol, Columbia, Decca, Dot, LaVette, Philips, RCA Victor, Reprise, Scepter, Space.

NEW YORK

• **ALBANY (Area Code 518)**

Delta, 1260 Broadway. Zip: 12204. Tel: 462-6653. Pres.: Robert E. Devere.

Labels: A&M, Amy, Audio Fidelity, Autumn, BT Puppy, Bell, Blue Note, Calla, Cameo-Parkway, Carnival, Challenge, Chaffahoochee, Co & Ce, Coed, Colpix, Connoisseur, Crescendo, Data, Dimension, Diplomacy, Devine, Double L, D-Town, Duke, Duo-Disc, DynoVoice, Era, Enjoy, Fleetwood, Four Brothers, Gateway, Goal, Golden World, Goldwax, Gordy, Hanna-Barbera, Hickory, Holton, Jay Gee, Jewel, Joda, Jubilee, Karate, Kent, King, Laurie, Mala, Motown, Music Sales, Musicor, Nashboro, New Voice,

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J-S, 98 Everett Rd. Zip: 12205. Tel: 489-5446. Owner: Joseph E. Spence Sr.; Gen. Mgr.: Tom Ryan.

Labels: Ajax, Alon, Big Bunny, Bragg, Bright Star, Canadian American, Carnival, Chart, Dearborn, DeeSu, Dooto, Dore, Elbam, Fatfish, Four Bros., Fraternity, Gamble, Gayland, Groovy, Hollywood, Holton, Hurd, Impact, Jameco, Jerand, Jessica, K-ark, Kell-Mac, Mar-V-Lus, Melic, Mustang, Nola, Pow, Rainbow, Renfro, Sahara, Scarlet, Sims, Sounds of Nashville, Starday, Stereo-Fi, Surfline, Toddlin' Town, Tomorrow, Tuba, Twirl, Vault, Venus.

Northeastern Rec., 360 Tolland St., East Hartford, Conn. 06108. Tel: (203) 289-7431. Mgr.: Frank Sutter.

Labels distributed in Albany area: ABC-Paramount, Bach Guild, Bang, Command, Dunhill, Epic, Eurotone, Haydn Society, Impulse, Jay Jay, Kama Sutra, Kapp, Living Language, MGM, Metro, Music Guild, Okeh, Pickwick, Prestige, Tangerine, Vanguard, Verve, Verve/Folkways, Westminster.

R T A, 991 Broadway. Zip: 12204. Tel: 465-7346. Rec. Mgr.: Joseph Paone.

Trinity, 477 Park Ave., East Hartford, Conn. Tel: (203) 289-4349.

Distributes: in Albany area.

• **BUFFALO (Area Code 716)**

Decca, 284 Delaware Ave. Tel: TL 2-8318. Mgr.: Maury Bloom.

Labels: Brunswick, Caedmon, Coral, Decca, Listen & Learn, London, Vocalion.

Distributes: Other Decca Product.

Gold, 959 Main St. Zip: 14203. Tel: 882-0427. Mgr.: Oavid Colson; Promo.: Neil Sawyer.

Labels: ABC-Paramount, Atlantic, Autumn, Blue Note, Cadet, Chess, Checker, Colpix, Constellation, Dial, Dooto, Fiesta, Hi Fidelity, Impulse, Mirwood, Sahara, Swan, Tuff, Universe, Westminster.

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Tape, Cartridge: Aura Sonic, ITCC.

Tape Playback Equip.: Lear Jet Stereo 8.

• **COHOES (Area Code 518)**

Decca, Vliet & Mohawk Sts. Zip: 12047. Tel: CE 7-9000. Warehouse Mgr.: Leo Refice.

Distributes: Decca Product.

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Labels: Conversaphone, Cricket, Disneyland, Golden, Hanna-Barbera, Learn in Record Time, Motivation, Music Minus One, Pickwick/33, RCA Camden, Berlitz.

Tape, Reel-to-Reel: GRT, Dot, Reprise, Camden.

• **HICKSVILLE, L. I. (Area Code 516)**

Gemini Whsle, 314 N. Broadway.

Branches: Levittown, L.I., N.Y.; New York, N.Y.

Jay Electronics, 52 Bethpage Rd. Zip: 11801. Tel: WE 5-8181. Pres.: Sanford Jay.

• **JERICHO, L. I. (Area Code 516)**

Polka Towne Music, 23 Marian Ln. Zip: 11753. Tel: OV 1-7356. Pres.: Teresa Kalinowski.

Labels: Ampol, Bel-Aire, Cardinal, Chicago, Delta Int'l, Dyno, Eurotone, Family, Gateway, Glo, Jay Jay, Lush, PASA, Pan, Rave, Request, Rex, Ridgemoor, Silverbell, Steljo, Sun glow, USA.

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• **LEVITTOWN (Area Code 516)**

Gemini Whsle., 2950 Hempstead Tpke. Zip: 11756. Tel: PY 6-2332. Pres.: Samuel Gower.

Branches: Hicksville, L. I., N. Y.; New York, N. Y.

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Apon, PO Box 131, Grand Central Sta., 1541 First Ave. Zip: 10017. Tel: YU 8-0450. Pres.: Andrej Poncic.

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Tape, Cartridge: Tucker.

BETA, 599 10 Ave. Zip: 10036. Tel: CH 4-3744. Mgr.: John Halonka; Promo. Men: Joseph Senkiewicz & Matty Mathews.

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Bruno-New York, 460 W. 34 St. Zip: 10001. Tel: 564-3062. Mgr.: Phil Silverman; Promo.: Mike Borrello.

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Capitol, 317 W. 44 St. Tel: CI 5-3400. Mgr.: Ben Savoia.

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Decca, 445 Park Ave. Zip: 10022. Tel: PL 2-1600. Mgr.: J. McDonald.

Distributes: Decca Product.

Eastern Rec. Sales, 666 10 Ave. Zip: 10036. Tel: CI 5-9469. Mgr.: Murray Lefkoff.

Labels: Astro-Greek, Bear.

Educational Rec. Sales, 157 Chambers. Tel.: CO 7-7437. Mgr.: Norman Kaplan.

Labels: Bowmar, Caedmon, Capitol, Columbia, Decca, Enrichment, Folkways, Pathways of Sound, Poetry, RCA Victor, Spoken Arts.

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Tape, Cartridge: Music Tapes.

Tape, Reel-to-Reel: ABC, Ampex, Audio Spectrum, Capitol, Columbia, Command, Decca, Dot, Epic, Liberty, Music Tapes, RCA Victor, Reprise, United Artists.

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Labels: Folk Dancer, MacGregor.

Folkways, 165 W. 46 St. Zip: 10036. Tel: JU 6-7260. Dir.: Moses Asch.

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Branches: Hicksville, L.I., N.Y.; Levittown, N.Y.

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Tape, Playback Equip.: RAC, Craig. (SEE AD-VERTISEMENT)
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Labels: Barclay, Festival, Philips, Polydor, Vogue (all France).
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light, Smash, Songs of Faith, Sound Stage 7,

Starday, Stax, Wing.

Wego, 6566 Montgomery Rd. Tel.: 731-7051. VP:

Charles Weiner.

Labels: Fax, Prism, Solar, Sound Spectrum, Tip.

● **CLEVELAND (Area Code 216)**

B & F, 3046 E. 123 St. Tel: LO 1-5524. Pres.:

Frank Szappanos.

Buckeye Nat'l Sales, 6313 St. Clair Ave. Zip: 44103.

Tel: 431-1155. Pres.: Harvey Korman.

Labels: A&M, American Artist, Armour, Bang,

Barbizon, Canary, Capa, Chart, Chevelle, Circa,

Clark, Curley, Dapper, Daralena, Down Home,

Forest, Gordy, JCP, Jo Mar, Lloyd, Longhorn,

MGM, Nugget, Peach, Pocano, Post, Prism,

Progress, Re Von, Rice, Tamlal, Tim, Token,

Train, Songs of Faith, Sound, Sound of Nash-

ville, Sound Spectrum, Vulcan, Wise, Wolf,

Capitol, 2800 Euclid, Rm. 225. Tel: 861-9187.

Territorial Mgr.: Jim Johnson.

Distributes: Capitol & Angel Product.

Cleve-Disc, 1550 E. 33 St. Tel: 391-1320. Gen.

Mgr.: Godfrey Dickey.

Affiliates: C&C Stone, San Francisco, Calif.—

Hart, Los Angeles, Calif.—Mutual, Boston, Mass.

Labels: ABC-Paramount, Atco, Co & Ce, Colpix,

Dunhill, Epic, Fiesta, Impulse, London Group,

Monument, Reprise, Tower, 20th-Fox, Warner

Bros., Westminster.

Columbia, 3510 Chester Ave. Zip: 44114. Tel: 431-

6300. Regional Sales Mgr. (Cleveland, Detroit,

Pittsburgh, Cincinnati): Tony Martell; Sales

Mgr.: Gene Settler; Promo.: Robert Fluke.

Distributes: Columbia Product.

Concord-Benart, 620 Frankfort Ave. Zip: 44113. Tel:

MA 1-7274. Pres.: Arthur Freeman.

Labels: Alpha, Arctic, Arrawak, Associated

Artist, Atila, Audio Fidelity, Bing, Blue Note,

Bonanza, Boyd, Broadway, Cadet, Carney, Chat-

tahoochee, Checker, Chess, Class, Clock, Con-

temporary, Coun-Tree, Crusader, Current, Dance

Along, Destination, Diplomacy, Disneyland,

Dooto, Downey, D-Town, Dyno, Era, Exodus,

Fantasy, Faro, Gemini, Good Time Jazz, Gospel,

Hall, Jamie, Jell, Jewel, Junior, Landa, Mag-

num, Montel, Moonglow, Paula, Phi-Dan, Philles,

Prism, Rampart, Red Fox, Regent, Riviera, Sa-

voy, Sharp, Soft, Sonar, Specialty, Stella, Sun,

Supreme, Sur-Speed, TCF, Tally, Teardrop, Tip

Top, USA, VIP, Verann, Vista, Ware, Wheel

City, Whit.

Decca, 746 W. Superior Ave. Zip: 44113. Tel:

621-9770. Mgr.: Bill Green.

Distributes: Decca Product.

Handleman, 6116 Broadway. Tel: 641-5989.

Contact: R. Cipriani.

Tape, Cartridge: RCA Stereo 8.

Liberty, 7002 Euclid Ave. Tel: 881-5050. Contacts:

Joe Simone, Ron Iafornaro, Marv Dorfman.

Distributes: Liberty Product.

Main Line, 1260 E. 38 St. Zip: 44114. Tel: 391-

1800. Exec. VP: Jim Shipley; VP & Gen. Mgr.:

Mike Spence; Mgr. RCA Div.: Carl Lombardo;

Mgr. Independent Div.: Ed Rosenblatt.

Labels: RCA Victor, RCA Camden, A&M, Amy,

Autumn, Cadet, Cameo, Checker, Chess, Congress,

continued on page 102



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Verve/Folkways

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Metro Distributors
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Mel Price, Branch Manager

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Black Rock
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Tape, Cartridge: RCA Victor, ITCC, Motown, Aura Sonic.

Tape, Reel-to-Reel: RCA Victor, RCA Camden.

Tape Playback Equip.: RCA Victor, Lear Jef.

Mobile Stereo of Ohio, 5141 Pearl Rd. Zip: 44129. Tel: 741-3134. Pres.: C. J. Lombardo; Mgr.: R. C. Smith.

Tape, Cartridge: ITCC.

Tape Playback Equip.: Craig.

Seaway, 3142 Prospect Ave. Tel: EX 1-7300. Pres.: John Cohen; Promo.: Mike Dragas.

Labels: Atlantic, Blue Horizon, Bo-Mar, Diamond, Disneyland, Dot, Everest, Golden, Mainstream, Scepter, Time, Wand.

• COLUMBUS (Area Code 614)

Handleman, 1977 McAllister Ave. Tel: 258-8419. Contact: J. Glaser.

Tape, Cartridge: RCA Stereo 8.

United Assocs., 832 Leona Ave. Zip: 43201. Tel: 299-6150. Mgr.: Vernon Stewart; Promo. Men: Ben Segal, George E. Sagold & Bobby Clark. **Labels:** Ekco, Four-L, Hi, Hitone, Hi-Top, Song-dial, Stardisc, Verne.

• SPRINGFIELD (Area Code 513)

Buckeye Ents., 5 E. Main St. Zip: 45502. Tel: 325-7686. Pres.: Asen Kristoff; VP: Steve Kristoff.

Labels: Design, Dooto, Little Golden.

OKLAHOMA

• OKLAHOMA CITY (Area Code 405)

B & K, 129 N.W. 23 St. Zip: 73103. Tel: 525-7509. Owner: Cliff Keeton & Bill Burton; Sales: Bill Runge.

Labels: AAA, ABC-Paramount, Atco, Autumn, Backbeat, Bang, Blue Horizon, Bo-Mar, Boom, Cameo, Command, Diamond, Disneyland, Dolton, Dunhill, Faro, Hanna-Barbera, Imperial, Impulse, Jamie/Guyden, Kapp, Liberty, Linda, Loadstone, Oliver, Open, Parkway, Phyllis, Rampart, Roulette, Sound of Nashville, Sunset, Tangerine.

Dulaney, 100 N.W. 44 St. Zip: 73118. Tel: JA 5-1511. Pres.: L. T. Dulaney.

Labels: Atlantic, Colpix, Fraternity, RCA Camden, RCA Victor.

OREGON

• MEHAMA (Area Code 503)

International Consolidated, PO Box 928. Nat'l Rep.: Mark Raymer; Promo.: Sherree Scott. Branch: San Fernando, Calif.

Labels: Robbins, Headliner Stars, Sherree Heart, Colorful, Atlas, Angeltone.

• PORTLAND (Area Code 503)

North Pacific, 2950 N.W. 29 Ave. Zip: 97210. Tel: 228-9576. Mgr.: Harry Salvus.

Labels: RCA Camden, RCA Victor.

Tape-Tronics (div. of Seattle Rec. One Stop), 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Sales: Jerry Coats.

Tape, Cartridge: ITCC.

PENNSYLVANIA

• BETHLEHEM (Area Code 215)

Rave, 938 Sullivan St. Tel: 868-9315. Mgr.: Joe Timmer.

Labels: Ampol, Apon, Artists' Life, B&F, Chicago, Dala, Dyno, Edelweiss, Glo, Hazam, Jay Jay, Pageant, Rave, Request, Rex, Stella, Turul, Universe.

• BROOMALL (Area Code 215)

Lesco, 2205 Mary Ln. Zip: 19008. Tel: EL 6-1887. Pres.: Edward Cohn.

Labels: Canary Bird, Cetra, Dance Along, Datus, Eterna, Experiences Anonyms, Hot Rod, Key, Lesco, Lyrichord, Major, Parakeet, Peter Pan, Plaza, Rainbow, Rosemont.

• HARRISBURG (Area Code 717)

D & H, 2525 N. Seventh St. Tel: 236-8001. Mgr.: David Press.

• JOHNSTOWN (Area Code 814)

Page Rec'g, 345 Second St. Zip: 15909. Tel: 539-8117. Mgr.: Al Page; Promo. Men: Al Page (East Coast); Ernie Page (West Coast).

Labels: ARC, Apon, Camay, Coronet, Crown, Disneyland, Greyko, HBR, Jay Jay, Labrea, Marion, Page, Rave, Seaway, Silverbell, Somerset, Spin-O-Rama, Tambura, Wyncote.

Tape, Cartridge: ITCC.

• NEW KENSINGTON (Area Code 412)

Vokes Music, Drawer 1203. Zip: 15068. Tel: 828-6864. Pres. & Mgr.: Howard Vokes; Promo. Men: Howard Vokes & Bob Rose.

Labels: Blue Hen, Del-Ray, Vokes.

• PHILADELPHIA (Area Code 215)

A & L, 1811 Fairmount Ave. Zip: 19130. Tel: PO 5-4300. Owner: Albert Melnick; Mgr.: Harry Fink; Promo.: Barry Abrams.

Labels: Academy, Adventure, Afro, Amy, Arhoolie, Audio Fidelity, Aurora, Backbeat, Bell, Big Hill, Big Top, Bounty, Bragg, Cambridge, Charlie Parker, Constellation, Conversaphone-Betty White Dance Series, Language Courses-Steno-Speed Courses, Colonial, Dearborn, Double L, D-Town, Duke, DynoVoice, Elektra, End, ESP-Disc, Excello, Fantasy, Flashback, Folkways, Galaxy, Gee, Glad Hamp, Golden Crest, Goldwax, Happy Time, Headline, Hull, Kenwood, Mala, Maxx, Melodian, Mobile Fidelity, Monitor, Mr. Maestro, Murnil, Music Minus One, Nashboro, New Voice, Nina, Nonesuch, Peacock, Request, Richard Dyer-Bennett, Riot, Rittenhouse, Rivoli, Roulette, Roost, St. Lawrence, Satellite, Song Bird, Sphere Sound, Spoken Arts, Squire, Standard, Summit, Sure Shot, Tico, Tikva, Tradition, Turntable, 20th-Fox, Win Gate.

Tape Playback Equip.: Claricon, Crown, Webcor.

Musical Instruments: Guitars.

Musical Accessories: Amplifiers, Crown Products.

American Rec. Sales, 1242 W. Girard Ave. Zip: 19123. Tel: PO 9-3900. Pres.: Bill Buster; VP: Ed Balbier.

Labels: Oldies But Goodies, Back Number 45.

Capitol, 2629 N. 15 St. Tel: BA 6-1550. Mgr.: Howard Aronson.

Distributes: Capitol & Angel Product.

CHIPS, 2750 N. Broad. Zip: 19132. Tel: PO 9-5000. Gen. Mgr.: Ernie Santone.

Labels: Artia, Cameo, Carnival, Claridge, Diamond, Disneyland, Dore, Era, Fleetwood, Fraternity, GNP, Gateway, Gordy, Hickory, JJC, Mira, Mirwood, Motown, Parkway, Parliament, Soul, Surrey, Swan, TCF, Tamla, VIP, Vee Jay, Vista, Vox, Wyncote. (SEE ADVERTISEMENT)

Columbia Rec. Sales, 4 Penn Ctr. Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Mgr.: Edward Masterson; Promo. Mgr.: Ted Kellem; Reg'l Sales Mgr. (Philadelphia, Washington, Miami, Atlanta): Jack Craig.

Distributes: Columbia Product.

Dot, 919 N. Broad St. Tel: CE 6-7711.

Labels: Dot, Hamilton.

Hamilton Sales, 22 St. & Parkway. Zip: 19130. Tel: LO 3-4679. Owner: Bill Hamilton.

Labels: (All label closeouts, 45's & LP's).

Jamie/Guyden, 919 N. Broad St. Zip: 19123. Tel: CE 2-8383. Pres.: Harold Lipsius.

Labels: Arctic, Guyden, Jamie, Landa, MLS, Montel, Soft, Teardrop.

Marnel, 2512 N. Broad St. Tel: BA 6-1222. Mgr.: Marshall Verbit.

Labels: Ascot, Atlantic, Bach Guild, Bang, Blue Note, Caedman, Choice, Colpix, Concert-Disc, Counterpoint, Dana, Dial, Dolton, Dooto, Everest, Fiesta, Gospel, Grecophon, Hanna-Barbera, HiFi, Jubilee, Laurie, Legrand, Liberty, Living Language, Lost-Nite, Mainstream, Pacific Jazz, Prestige, Regent, Riverside, Rust, Savoy, Sharp, Speciality, Starday, Status, Stax, Stereoaddies, Sun, Time, Tower, UA, Uptown, Valiant, Vanguard, World Pacific.

Robert Nash, 207 Tulpehocken Ave., Elkins Park. Tel.: WA 7-6100. Pres.: Robert Nash.

Distributes: Cartridge Tape.

Quaker City, 821 N. Broad St. Zip: 19123. Tel: CE 6-8406. Mgrs. & Promo. Men: Al Kelly & Harry Finfer.

Labels: Arlen, Ashley, Bluestone, Capa, Capco, Chalton, Chart, Clown, Cobra, Deblynn, Embers, Eurotone, Fabor, Faro, Gallio, Gem, General American, German News, Holton, Inner, Joed,

Jordan, Kevin, Linda, Longhorn, La Louisianne, Lantam, Lumtome, Magnum, Moonglow, Patty, Polydor, Rampart, Rebel, Rockin, Sage, Samron, Sand, Security, Sincere, Skyscraper, Sounds of Nashville, Stop, Summer, Tabb, Tiara, Topic, Tressure, Wheeling.

Rockin' Recs., 51D1 N. 12 St.

Branches: Atlantic City, Perth Amboy, N. J.
Labels: Oldies But Goodies.

DAVID ROSEN, B51-53-55 N. Broad St. Zip: 19123.

Tel: CE 2-2900. Mgr.: Harry Rosen; Promo. Men: Matty Singer, Herb Gordon, Ronnie Singer, Richard Salvador.

Labels: ABC-Paramount, Apt, Arwin, Award Artists, Banner, Bethlehem, Blue Cat, Boom, Cadet, Checker, Chess, Command, Congress, DCP, Debut, Dee Gee, DeLuxe, Dunhill, Four Corners, Freeport, Golden, Grand Award, Hilltop, Imperial, Impulse, Jaguar, Jerden, Junior, Kapp, Kee, King, King Karol, LTD, Loma, Modern, Monument, Music Guild, Musicor, Palmer, Pickwick, Post, Reach, Red Bird, Reprise, Soma, Sure, Tangerine, Tuff, Warner, Westminster.

Tape, Reel-to-Reel: ABC-Paramount, Command, Impulse, Westminster.

Musical Accessories: Recoton, Astatic, Pickering, Mercury Players, Le Bo Prods., Gavin. (SEE ADVERTISEMENT)

Raymond Rosen, Parkside Ave. at 51 St. Tel: TR B-2200. Mgr.: Paul Knowles.

Labels: RCA Victor, RCA Camden, RCA Victrola, London, London phase 4, London Int'l, Richmond, MGM, Verve, Metro, Kama Sutra, Coliseum, Heliodor, VSP, Leo the Lion, Verve/Folkways.

Tape, Cartridge: RCA Stereo B.

Tape, Reel-to-Reel: RCA Victor & Camden 4 Track.

UNIVERSAL, 919 N. Broad St. Zip: 19123. Tel: CE 2-3333. Mgr.: Leonard Radcliff; Promo. Men: Gunter Haver & Bill Harper.

Labels: A&M, Atco, Challenge, Contemporary, Epic, London Group, Mustang, Old Town, Original Sound, Philles, Scepter, Wand, White Whale.

Tape, Reel-to-Reel: Epic. (SEE ADVERTISEMENT)

• PITTSBURGH (Area Code 412)

Capitol, 110 St. Joseph St. Tel: 431-5803. Mgr.: Dennis Letzler.

Distributes: Angel & Capitol Product.

Columbia Rec. Sales, 220 Porter Bldg. Zip: 15219.

Tel: 261-2844. Sales Mgr.: James K. Winston;

Promo.: "Solly" Solomon.

Distributes: Columbia Product.

East Coast, 633 Liberty Ave. Tel: 281-6344. Mgr.:

Nicholas Lomakin.

Labels: Argos, Audiotape, Borderline, Commodore, Dictation Disc, Dootone, Fax, Golden Crest, Humorsonic, K&H, Russell Dance, Switchcraft.

Fair-Shake, 32 Pride St. Zip: 15232. Tel: 281-3956.

Mgr. & Promo.: George Goodman.

Fenway, 1601 Fifth Ave. Tel: 391-3973. Pres.:

Herbert Cohen.

Labels: Ama-Mala-Bell Group, Argo, Atlantic, Blue Cat, Checker, Chess, Co & Ce, Diamond, Everest, Golden Crest, Golden World, Gordy, Guyden, Hickory, Jay Jay, Kapp, London Group, Markie, Motown, Music Note, Old Town, Red Bird, Roulette, Scepter, Tamla, Time, 20th-Fox, UA, Wand.

Hamburg Bros., 24 St. & AVRR. Zip: 15222. Tel:

471-0808. Gen. Mgr.: Morton J. Locker; Promo.:

Jay Conniff.

Labels: ABC-Paramount, A&M, Almo, Apt, Audio Fidelity, Aura, Bach Guild, BT Puppy, Camden, Dana, Dolton, Dunhill, Eurotone, Fortune, Fraternity, Golden, Hanna-Barbera, Impulse, Josie, Jubilee, Karate, K-Ark, Liberty, Living Language, Mira, Mirwood, Monument, Music Guild, Nashville, Pacific Jazz, Pickwick/33, Port, RCA Camden, RCA Victor, RCA Victrola, Savoy, Sound Stage 7, Starday, Surrey, Tangerine, Tower, Vanguard, Westminster, World Pacific, Young People's Recs.

Tape, Cartridge: RCA Stereo B, Liberty, ITCC.

Tape, Reel-to-Reel: RCA Victor, RCA Camden, ABC, Impulse, A&M.

Handleman, 3109 Forbes St. Tel: 681-4790. Con-

tact: Vera Powell.

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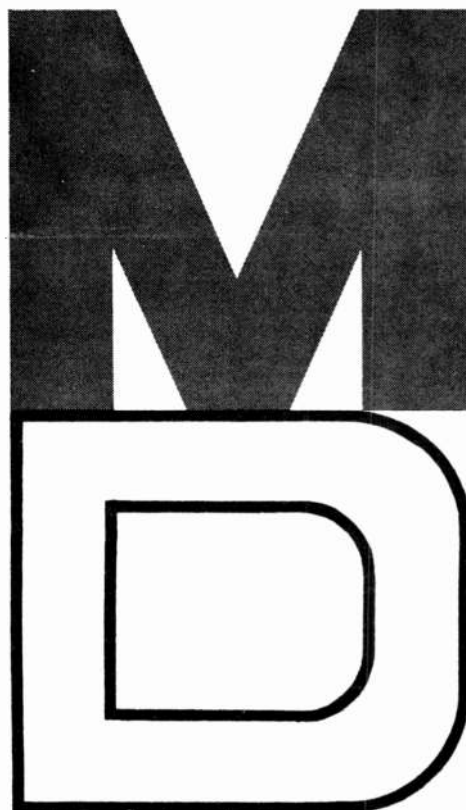
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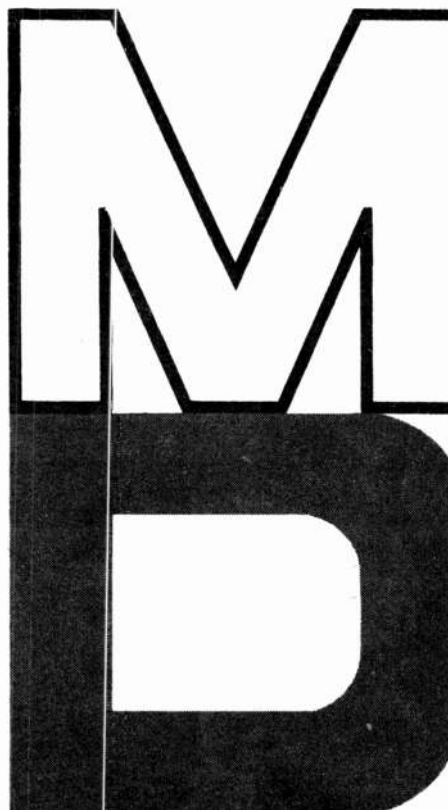
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 Jack H. Samuels, 4917 Baum Blvd. Zip: 15213. Tel: 621-1816.
Tape, Cartridge: Decca, ITCC, Mercury, Mowtown, Muntz Stereo Pak, RCA Victor.
Tape Playback Equip.: Lear Jet Stereo B.
 Standard, 1601 Fifth Ave. Tel: 391-3973. Mgr.: Nich Cenci.
Labels: Atco, Challenge, Command, Era, Flip, Gateway, Grand Award, Hilltop, Imperial, Kent, Laurie, Modern, Original Sound, Parkway, Phillies, Phillips Int'l, Regina, Reprise, Swan, Vee Jay, Warner Bros.

• **READING (Area Code 215)**

McKinnon, 411 Gordon St. Zip: 19601. Tel: 376-0300. Pres.: Leonard McKinnon; Gen. Mgr.: Beulah F. Coad.
Labels: Beulah, Center City, Gordon Street, Hit Kingdom, Holy Cross, Lorraine, Margie, Marion, McKinnon, Path, Reading, Slide.

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Bellnash, 912 Clay Ave. Zip: 18510. Tel: 347-8429. Mgr. & Promo.: Dick Plorkin.
Labels: Abadel, Beret, Debra, Gina, Little Gents Children's Recs., Marla, Midtown, Seaway, Shalomar, Tala.
Musical Accessories: Pageant.

• **SHARON (Area Code 412)**

Marjon, 930 Woodview Pl. Zip: 16146. Tel: 347-4726. Mgr: John T. Krizancic.
Labels: Balkan, Marjon, Tamart, Tambura, Yadran.

RHODE ISLAND

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Beacon., 752 Branch Ave. Tel: UN 1-7500. Pres.: Milton Israeloff.
Labels: Buckingham, Coronet, Crown, Design, Grand Prix, Hilltop, Hurrah, Mercury Wing, Pickwick/33, RCA Camden, Somerset, Zondervan.
Tape, Cartridge: Mercury & ITCC B Track.

TENNESSEE

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Randy's Rec. Shop, 321 W. Main St. Zip: 37066. Tel: 452-4696. Pres.: Gilbert Brown.

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McClung Appliances, 310 Georgia St. Zip: 37917. Tel: 524-1811. Mgr.: Albert Smith.
Labels: RCA Victor, RCA Camden, Peter Pan, Heartwarming, Pickwick Int'l.
Tape, Cartridge: RCA & ITCC Stereo B.
Playback Equip.: Lear Jet.

• **MEMPHIS (Area Code 901)**

Blackwood Bros., 209 N. Lauderdale. Tel: JA 7-4349. Pres.: James Blackwood.
Labels: Audio Books, Capitol, Choice, Christian Faith, Columbia, Comfort, Decca, Heartwarming, Inspiration, RCA Victor, Sing, Skylite, Songs of Faith, Supreme, Zondervan.
 Decca, 741 Galloway Ave. Zip: 38105. Tel: 527-4539. Mgr.: Jack Brown.
Distributes: Decca Product.

McDonald Bros., 994 S. Bellevue. Zip: 38102. Tel: WH 8-2771. Mgr.: Charles F. Smith.
Labels: RCA Victor, Atlantic, Atco, Smash, Stax, Mercury, Volt.
Distributes: Other RCA Product.

MEMPHIS-DELTA, 596 Lane St. Zip: 38105. Pres.: Ewell Russell.
Labels: Bang, Boone, Bright Star, BT Puppy, Cadet, Cameo-Parkway, Canaan, Checker, Chess, Co & Ce, Colpix, Everest, Four Brothers, GNP Crescendo, Golden World, Hanna-Barbera, Hick-

ory, HiFi, Impact, Joda, Josie, Jubilee, La Louisiane, Living Language, Mainstream, Nola, Old Town, One-Derful, Phillies, Phillips, Ric-Tic, Saxoy, Sentaur, Sims, Starday, Sun, Time, USA. (SEE ADVERTISEMENT)

Record Sales, 311 Exchange Ave. Tel: 526-7361. Gen. Mgr.: Stanley Terry.

Labels: ABC-Paramount, Amy, Ascot, Autumn, Backbeat, Blue Cat, Command, Congress, Crown, DCP, Diamond, Duke, Dunhill, DynoVoice, Eastern, Era, Excello, Fame, Goldwax, Hi, Imperial, Impulse, Interphon, Jewel, Joy, Kent, King, Liberty, Mala, Modern, Money, Monument, Musicland USA, Nashboro, New Voice, Original Sound, Parrott, Paula, Peacock, Press, Red Bird, Reprise, Scepter, Statue, Sue, Tally, Teardrop, Tollie, Tribe, 20th-Fox, UA, Vee Jay, Wand, Warner Bros., World Artists, Young People's Records.

Tri-State, 3635 Allendale. Tel: 324-4640. Mgr.: Pete Edwards.

Labels: Allendale, Burch-lo, Calten, Express, Jenny-Lynn, Mid-South, STZ, Spinnin' Square, Style, Styleten, Taver, Tentay, Tover, Wooten, Zonia.

• **NASHVILLE (Area Code 615)**

Country Music Nashville, PO Box 701. Tel: 297-4967. Pres.: R. Murray Nash.

Dot, 535 Fourth Ave. S. Tel: 255-5451. Mgr.: Jim Wardlaw.

Labels: Dot, Hamilton, Planetary.
 Hermitage, 569 Chestnut St. Tel: 244-1790.

Music City, 127 Lafayette St. Zip: 37202. Tel: 255-7315. Mgr.: Hutch Carlock; Promo.: Mrs. Rae Bundy.

Labels: ABC-Paramount, ARA, Atco, Atlantic, Audio Book, Bang, Bethany, Bethlehem, Blue Rock, BT Puppy, Calla, Cameo, Carla, Carnival, Celeste, Chart, Chattahoochee, Clarion, Courier, Charter, Co & Ce, Dial, D-Town, Dunhill, Eastern, Enjoy, Epic, Era, Excello, Fabor, Fantasy, Federal, Fontana, Four Bros., Fraternity, Galaxy, Garpax, Gross, Hanna-Barbara, Hi, HiFi, Hob, Jorden, Jubilee, Joda, Kapp, Kent, King, La Louisiane, Laurie, Limelight, Longhorn, Lupine, MOC, Mar-V-lus, Mercury, Mercury-Wing-Childcraft-Playcraft, Mirwood, Money, Monument, Moonglow, M-Pac, Music Guild, Nasco, Nashboro, Nashville, Okeh, One-Derful, Original Sound, Parkway, Parrot, Phillies, SC Phillips Int'l, Press, Price-Wise, Pure Soul, Rampart, Rem, SPQR, Safice, Scepter, Serock, Simco, Sims, Smash, Sound of Nashville, Sound Stage 7, Spokane, Specialty, Starday, Stax, Sue, Sun, Swan, Swingin', Thelma, Tribe, 20th-Fox, Vanguard, Vault, Volt, Wand, Watch.
Tape, Reel-to-Reel: ABC-Paramount.
Tape Playback Equip.: Mercury.
Musical Accessories: Fidelitone Needles & Accessories, Freedman Artcraft Rack.

Southern, 467 Chestnut St. Tel: 254-1991. Pres.: Howard Allison.

Labels: A&M, Age, Amy, Argo, Aura, Backbeat, Bell, Blue Cat, Blue Note, Bragg, Canadian American, Challenge, Champion, Checker, Chess, Colpix, Congress, Constellation, Crescendo, Crusader, DCP, DGG, Diamond, Dimension, Doyton, Domain, Dooto, Dore, Duke, Dunhill, DynoVoice, End, Everest, Gateway, General Arts, Golden World, Goldwax, Gordy, Guyden, Hickory, Imperial, Jamie, Jet Stream, Jewel, Josie, Kenwood, Landa, Liberty, Little Golden, MGM, Mala, Maxx, Mel-o-dy, Michele, Motown, Musicor, Old Town, Paula, Peacock, Phillips, Prestige, Red Bird, Roulette, Savoy, Soma, Soul, Squire, Sunset, Sureshot, Talley, Tamla, Teardrop, Tico, Tolley, Tower, 20th-Fox, UA, USA, Vee Jay, Veep, Verve, World Artists, World Pacific, XL.

TEXAS

• **AMARILLO (Area Code 806)**

Western Mdtrs., 1601 W. Third.
Tape, Cartridge: Decca, ITCC, Mercury.
Tape Playback Equip.: Lear Jet Stereo B.

• **DALLAS (Area Code 214)**

Adleta, 1914 Cedar Springs. Tel: RI 1-3151. Gen. Mgr.: E. P. Miles; Mgr. Rec. Dept.: David Eisenlohr; Adv. & Sales Promo. Mgr.: G. E. Stone Jr.

Distributes: RCA Product.
 B & K, 2512 Irving Blvd. Tel: ME 7-1920. Contact: Bill Burton.
Labels: Ascot, DCP, DGG, Disneyland, Enjoy, Everest, Heliodor, Hickory, Life, MGM, Metro,

Prestige, Reprise, Riverside, Starday, Stereo Fidelity, UA, VSP, Verve, Vista, Warner Bros. Big State, 1337 Chemical St. Tel: ME 1-1100. Mgr.: Bill Emerson.

Labels: A&M, Argo, Atco, Atlantic, Autumn, Blue Note, Cameo, Challenge, Chancellor, Checker, Chess, Coed, Colpix, Del-Fi, Dore, Duke, Ember, Fabor, Fantasy, Fraternity, Gordy, Guyden, Imperial, Jamie, Jubilee, Kent, Laurie, Liberty, London, Montel, Monument, Motown, Musicor, Nashboro, Parkway, Peacock, Red Bird, Richmond, Roulette, Scepter, Specialty, Sun, 20th-Fox, Tamla, Vanguard, Vee Jay, Wand, Young People's Recs.

Capitol, 5105 Lakawana. Tel: ME 7-0710. Mgr.: Roger Moore; Sales: Marvin Beisel.
Distributes: Angel & Capitol Product.

Columbia, 8808 Empress Row. Zip: 75247. Tel: ME 1-5680. Regional Sales Mgr. (Dallas, New Orleans, St. Louis): Bud Rieland; Sales Mgr.: Tom Cade; Promo. Mgr.: Harold Bakke Jr.

Distributes: Columbia Product.
 Decca, 139 Cole St. Tel: RI 2-3739. Mgr.: C. E. McNabb. Zip: 75207.

Labels: Brunswick, Coral, Decca, Elektra, Listen & Learn.
Distributes: Other Decca Product.

Dot, 1347 Chemical St. Tel: 631-0630. VP: John P. Vescovo.

Labels: Dot, Hamilton.
 Handleman, 2260 Monitor St. Tel: 631-2943. Contact: G. Braun.

Tape, Cartridge: RCA Stereo B.

Jay Kay, 2931 Irving Blvd., Suite 105. Tel: 637-2440. Zip: 75207. Mgr.: Tom Hainey; Sales: Ray Goff.

Labels: AA, ABC-Paramount, Audio Fidelity, Boom, Canaan, Crown, Custom, GNP Crescendo, Gordy, Impulse, Kapp, Mainstream, Mira, Motown, Oliver, Pickwick/33, Soul, Tamla, Tangerine, Time, Tower, Word.

King, 1107-A Lagoon Dr. Zip: 75207. Tel: ME 1-3080. Contact: Phil Archer.

Labels: Bethlehem, Federal, King.
 Merrec, 814 Stemmons, Tower South. Zip: 75207. Tel: ME 1-3531. Mgr.: Tom Colley.

Labels: Childcraft, Emarcy, Fontana, Limelight, Mercury, Mod, New Breed, Phillips, Playcraft, Smash, Storyteller, Wing.
Distributes: Other Mercury Product.

• **EL PASO (Area Code 915)**

M B Krupp, 311 S. Santa Fe St. Tel: 532-4961. Mgr.: M. B. Krupp.

Labels: A&M, Argo, Atco, Atlantic, Audio Fidelity, Blue Cat, Cameo, Challenge, Checker, Chess, Colonial, Colpix, Constellation, Coronado, Del Valle, Dial, Dootone, Dore, Duke, Ember, Era, Everest, Falcon, Fantasy, Gordy, Guyden, Hickory, HiFi, Ideal, Jamie, Jubilee, Kent, Landa, Laurie, Legrand, Miami, Modern, Monogram, Moonglow, Motown, Parkway, Peacock, Project, Red Bird, Roulette, Scepter, Soul, Starday, Sue, Sun, Swan, Tamla, Tom Lehrer, 20th-Fox, Wand, World Artists, Yucca.

Lindy, 427 W. San Antonio St. Zip: 79901. Tel: 532-1434. Pres.: Lindy Cash; Mgr.: Joey Cash; Promo. Men: Ray Martin & Rick Rivera.

Labels: Beckingham, Cobra, Conversaphone, Crown, Del-Fi, Donna, Eco, El Zarape, Jima, Jox, LinJo, Mira, Mirwood, Mustang, Prestige, Surrey, Tomi.
Tape Cartridge: Ampex, Columbia, Capitol, RCA, 3M.
Tape, Reel-to-Reel: Ampex, Columbia, Capitol, RCA.

Tape Playback Equip.: Hitachi.
Musical Accessories: Walco Guitar Strings, Needles & Record Accessories, Amfile Carrying Cases, Lyric Rec. Racks.

Sunland, 2227 Texas Ave. Zip: 79949. Tel: 533-5901. Pres.: William Shapiro; Promo.: Richard Kalina.

Labels: Artia, Audio, Bruno, Caedmon, Children's Rec. Guild, Cricket, Cumberland, DGG, Folkways, Hi, King Group, Living Language, London Group, Monitor, Monument, Musart, Original Sound, Parliament, Specialty, Urania, Vanguard, Vox, Young People's Recs.

Tape, Cartridge: All available on the above labels.
Tape Playback Equip.: Emerson, Viking, BSR, Taiko, Portatape, Aiwa.
Musical Instruments: Teisco, WMI.

• **FORT WORTH (Area Code 817)**

Advanced Stereo Systems, 1413 S. University. Tel: ED 2-9205.

Distributes: Tape Cartridge Equipment.

Oakridge, 2001 Elton Rd. Zip: 76117. Tel: TE 8-6608.

Labels: E-MC, Eegeg, Oakridge.

• **HOUSTON (Area Code 713)**

A R S, 2702 Polk Ave. Zip: 77003. Tel: CA 7-2316.
 Pres.: Ben Baker.
 Labels: (U.S.) HiFi, Everest, ConcertDisc, Baroque, Archive of Folk Music, Living Language, Sue/Symbol/Broadway/Eastern, Longhorn, Bragg, Chart, K-Ark, Topic, Picture, Acclaim, Request, Heartwarming, Down Home; (Int'l) Musart, Orfeon, Music-Disc, Peerless/Eco, Nina/Olympic, Tropical, Velvet, Disco-Rico, Zafiro, Kubaney.
 Tape, Cartridge: A&M, Atco, Atlantic, Audio Spectrum (Aura Sonic), Bang, Cadet, Command, Concertapes, Crescendo, Everest, Elektra, GNP, Gordy, Horizon, Liberty, MGM, Mahalo, Monitor, Moonglow, Motown, Musicor, Music Guild, Musictapes, Prestige, Roulette, Seafair, Starday, Tamla, Tempo, Turnpike, Vee Jay, Verve, Volt, Westminster.
 Tape, Reel-to-Reel: Atco, Atlantic, Audio Spectrum (Aura Sonic), Bang, Cadet, Command, Concertapes, Crescendo, Discovery, Dot, Everest, Elektra, GNP, Grand Award, Hamilton, HiFi, Liberty, Mahalo, Moonglow, Music Guild, Musicor, Musictapes, Nonesuch, Prestige, Purist, Reprise, Seafair, Starday, Tapemates, Turnpike, United Artists, Vee Jay, Volt, Westminster.
 Tape Playback Equip.: Instamount 603M, Trans-World, Tele-Pro, ARS 101.
 Musical Accessories: Blank Tape.
 H W Daily, PO Box 7473, 314 11 Ave. Tel: UN 1-6868. Owners: Bud & Don Daily.
 Labels: Amy, Big Hill, BT Puppy, Cameo, Canadian American, Challenge, Constellation, Diamond, Era, Excello, Fantasy, Galaxy, Hi, Imperial, Josie, Jox, Jubilee, Laurie, London, Mainstream, Mala, Maxx, Money, Musicor, Nasco, Nashboro, Oldies, Old Town, Original Sound, Palomar, Parkway, Parrot, Phyllis, Rust, Soma, Sunglow, 20th-Fox, Vee Jay.
 Tape, Cartridge: Musical Tape Sales.
 Musical Accessories: Fidelitone, Walco, LeBo.
 Gulf, 715 Francis. Zip: 77002. Tel: JA B-2011.
 Tape, Cartridge: ITCC.
 Houston Air Center, PO Box 60396, 7700 Airport Blvd. Tel: MI 4-1701.
 Tape, Cartridge: ITCC.
 Tape Playback Equip.: Lear Jet Stereo 8.
 Art Jones, PO Box 27, 4301 Gulf Freeway. Zip: 77001. Tel: 223-4281. Mgr.: W. Whitehead.
 Distributes: RCA Victor Product.
 Lotasco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Albert & Maxine Eickenhorst.
 Labels: Dot, Hamilton, Word, Canaan, Summit, Sword, Sacred; Diplomat, Guest Star, Peter Pan, Playmates, Rocking Horse, Sunset Strings, Embajador Discos, Scripture, Super Long Play; Coronet, Spin-O-Rama, Twinkle, Blue Ribbon, Premier, Baronet; Wyncote, Cameo, Parkway; Wrangler, Panda, Avon Forum; Somerset, 101 Strings, Tempo, Audio Spectrum, La Poloma, Mopet; Crown, Discos Corona, Crown Mexican, Custom, Robin Hood; Pickwick/33, Hilltop, Bible Series, Allegro, Design, Grand Prix, Grandisco, Happy Time; Humorsonic, Clarion; Time; Lotasco, Casual.
 Merrbach Rec. Serv., 323 W. 14 St. Tel: UN 2-7077.
 Owner: N. F. Merrbach.
 Record Dist'r, 901 Commerce. Tel: 227-4221. Contact: L. Rosmarin.
 Tape, Cartridge: RCA Stereo B.
 United, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Mgr.: Steve Poncio.
 Labels: A&M, ARA, Arbee, Arctic, Argo, Ark, Ascot, Astro, Atco, Atlantic, Atlantic Jazz, Aura, Autumn, Backbeat, Bellaire, Berlitz, Bethlehem, Big Thunder, Blue Cat, Blue Note, Boone, Brooklyn, Caddo, Cadet, Cadette, Calla, Camp Clambaker, Campus Song, Cams, Canjo, Capitol, Capri, Carney, Carla, Carsan, Cee-Jan, Celeste, Chalice, Checker, Chess, Clarion, Climax, Colpix, Copa, Coun-Tree, Crazy Cajun, Cyclone, DCP, Dade, Dante, Delca, Destination, Dial, Dimension, Dolton, Dooto, Duke, ESP-Disc, Eldo, Ember, Enjoy, Eric, Fabor, Fairyland, Fame, Federal, Focus, Four Brothers, Frisco, Frolic, Fury, Gadget, Gen, Gold Band, Golden Eagle, Golden World, Gospel, Groovy, Guyden, Heidi, Herald, Hermitage, Hob, Hub-City, Interlude, L&K, La Louisianne, Lew, Liberty, Loma, Lori, Lost-Nite, LuPine, Lyric, Jamie, J-Beck, Jell, Jemal, Jet-Stream, Jewel, Jin, Jocida, Joda, Joed, Joker, Jomada, Jotis, Joy, Junior, Kent, King, Kirk, Kontic, Levee, Mace, Marvel, Matrix, Michelle, Midtown, Modern, Montel, Monument, Moonglow, Music-City, Musicode, Neal, Nola, Omen, Pacemaker, Pacific Jazz, Pam, Paradise, Paula, Peacock, Pic T, Plaboy, Praise, Prestige, Price Wise, Princess, Project, Rampart, Red Bird, Regent, Renfro,

Renner, Reprise, Rheims, Rhythmaires, Rit-Tic, Riviera, Roscoe, Rosemart, Roulette, Sabra, Safice, Sansu, Sar, Sarg, Satellite, Savoy, Scepter, Seafair Bolo, Select, Sermon, Shane, Sharp, Shaw, Shazam, Simco, Sims, Sincere, Sing Song, Songbird, Sonore, Soul Sound, Sound Stage 7, Spade, Spokane, Specialty, Spinner, Stax, Stone Way, Suave, Sully, Sun, Sunburst, Sunshine, Sure Shot, Swallow, Swan, Symbol, TCF-Hall, TNT, Tamm, Teardrop, Texan, Tico, Tomorrow, Tower, Trey, Triumph, Tuff, Turntable, Twirl, Typhoon, USA, UT Talent, United Artists, Uptown, Van, Vault, Venture, Verna, Volt, Wand, Warner Bros., Way Out, Word, World Pacific, Win Gate.

• **LUBBOCK (Area Code 806)**

Crawford, 2010 52 St. Tel: SH 4-5496. Pres.: Bill C. Crawford.

• **PORT ARTHUR (Area Code 713)**

Hurricane, 1812 Procter St. Zip: 77640. Tel: YU 2-7121. Mgr.: Floyd J. Badeaux.
 Labels: Debonair, Fabor, Glenn, Jo-Mar, Kash, Loadstone, Netra, Open, Pitch, Rosie, Spec, Spindletop, Twin Town.

• **SAN ANTONIO (Area Code 512)**

Epstein Ents., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461.
 Owner-Mgr.: A. Epstein. Promo. Men: Bill Evans, Crosby A. Brown, Kenny Thompson.
 Labels: Ballad, Busy Bee, Beckingham, Champ, Cobra, Dynamic, Frisco, Gallio, Groovy, Impression, Jox, Magic Touch, Nola, Selsom, Solo, World Wide.
 Rangel Music, 505 W. Commerce. Zip: 78205. Tel: CA 6-1923. Pres.: Manuel Rangel.
 Labels: Corona, Mexican Columbia, Orfeon, Ideal.

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

Perry Shankle, 1801 S. Flores. Zip: 78206. Tel: CA 3-1801. Mgr.: J. J. Schneider.

Sales & Promo.: James Alston & John Sobieski.
 Labels: RCA Victor, RCA Camden, RCA Victor Mexicana, Liberty, A&M, Disneyland, Cameo-Parkway, Pickwick/33.

Tape, Cartridge: RCA Stereo 8.
 Tape, Reel-to-Reel: RCA Victor, Camden, A&M.
 Tape Playback Equip.: RCA Victor, Lear Jet.

Tanner 'N' Texas Sales, 1414 W. Poplar St. Zip: 78207. Tel: PE 2-8831. Pres.: R. E. Tanner; Mgr.: Charles Cole; Promo.: Mel Moran.
 Labels: Disco Grande, Pan Am, El Toro, Falcon, Bronco, DLV, Teardrop, Bego, Musart, Columbia, Rosina, Cometa, Valmon, Sunglow, El Zarape.

• **SAN BENITO (Area Code 512)**

Rio Grande Music, PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Pres.: Paco Betancourt; Promo.: John F. Phillips.

Labels: Ideal, Alfa, Norco, Bego, Bronco, Columbia, Coast, Cobra, Cima, Corona, Colonial, Cometa, Chemiro, Dela, Del Valle, DLV, Fama, Falcon, Firma, Gabe, Gapoca, Grande, Jox, Lira, Nopal, Norteno, Oro, Orfeon, Popular, Relampago, Rosina, Rio, Sombrero, Sunglow, Teardrop, Tomi, Valmon, El Zarape.
 Tape, Cartridge: RCA Victor, Camden.
 Tape Playback Equip.: RCA Victor, Voice of Music, Webcor, Masterwork.

Musical Instruments: Fender, Alamo, Rogers, Lyra, Kent, Gibson.
 Musical Accessories: Foot Pedals (Fender), Cords (Fender), Cymbals (Maxiton-Zildgen), Drum Sticks (Pro-Mark), Strings (Fender-Black, Diamond-Gibson), Blank Tape (Scotch).

• **WACO (Area Code 817)**


Word, PO Box 1790. Zip: 76703. Tel: PR 2-7650.
 Pres.: Jarrell F. McCracken; Nat'l Sales Mgr.: William Jelley; Dir. Promo./Adv.: George W. Baskin.

Labels: Canaan, Sacred, Sword, Word.
 Tape, Cartridge: Canaan, Word.

UTAH

• **SALT LAKE CITY (Area Code 801)**

Billinis, 3575 South-700 West. Tel: 266-3540, 3548.
 Pres.: John Billinis.
 Labels: A&M, Argo, Buena Vista, Checker, Chess, Disneyland, Gordy, MGM, Motown, Musicor, Phyllis, Tamla, Starday, UA.
 Tape Cartridge: RCA Stereo B, ITCCO
 Tape Playback Equip.: Lear Jet 8.

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Cordova's Importers, PO Box 16065, 543 W. Third N. Tel: 355-0642. Owner: Carl Cordova.
Labels: Bego, Bravo, Bronco, Colonial, Columbia-Mexican, Cometa, Corona, DLV, Del Norte, Del Valle, Del West, Dela, Discos Grande, Eco, El Toro, El Zarape, Falcon, Ideal, Infal, Lira, Musart, Nopal, Norteno, Orfeon, Pan Am, Peerless, Relampago, Rosina, Sombrero, Sun-glow, Teardrop, Valmon.

Huish, 2525 S. Eighth W. Zip: 84115. Tel: 486-7611. Mgr.: Ross Davis.
Labels: Cameo, Parkway, Philips, RCA Camden, RCA Victor, Vanguard, Wyncote.
Tape, Cartridge: RCA Stereo 8.
Tape, Reel-to-Reel: RCA Victor & Camden 4 Track.

VIRGINIA

• **McLEAN (Area Code 703)**
 Dance, 1438 Springvale Ave. Zip: 22101. Tel: 356-4602. Prop.: Richard Mason.

• **RICHMOND (Area Code 703)**
 Allen, 3409 W. Leigh St.

WASHINGTON

• **SEATTLE (Area Code 206)**
 C & C, 1000 First Ave. S. Tel: MU 2-7188. Pres.: Lou Lavinthal.
Labels: Atlantic, Cadet, Checker, Chess, Dol-ton, Jubilee, Liberty, MGM, Roulette, Sunset, TCF, Verve.
 Capitol, 1920 Terry. Tel: MA 3-1920. Mgr.: Marge Sires. Promo.: Jay Swint.
Distributes: Angel & Capitol Product.
Musical Instruments: Hohner Harmonicas.
Musical Accessories: Hohner Harmonica Acces-sories, Duotone Needles.

Craig (Independent Rec. Sales Div.), 540 S. Front St. Zip: 98108. Tel: PA 2-9186. Promo.: Dan Niles.
Branches: Los Angeles, Calif.; San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii.
Labels: Almo Int'l, Aura, Ban, Co & Ce, Chart, Congress, Constellation, Counterpoint, Dore, Ember, Epic, Everest, Folk Art, Four Corners, Fraternity, Groovey, Hall, Hall-way, Herald, Hob, Impact, Kellmac, King, Long-horn, MTA, Mace, Mar-V-Lus, Mira, Mirwood, Mintueman, Mobile-Fidelity, Money, Monogram, M-Pac, Mutual, Okah, One-Derful, Original Sound, Phi-Dan, Philles, Prestige, RSVP, Re-quest, Simon Says, Sound of Nashville lines, Specialty, Status, TCF, Teardrop.
 D J, 1000 First Ave. S. Tel: MU 2-7188. Pres. & Gen. Mgr.: Jerry Dennon.
Labels: A&M, Dunhill, Era, Jerden, Omen, Panorama, Scepter/Wand, Tower/Uptown, World Pacific/Pacific Jazz.

Decca, 3131 Western Ave. Zip: 98101. Tel: AT 4-8060. Mgr.: Mel Nimon.
Labels: Brunswick, Coral, Decca, Listen & Learn.
Distributes: Other Decca Product.

FIDELITY ELECTRIC, 5301 Shilshole Ave. N.W. Zip: 98107. Tel: SU 4-9100. VP: W. J. Tolles.
Labels: Artia, Arvee, Attack, Blue Note, Calla, Cameo, 49th State, HiFi, JJC, Kapp, Living Language, Lucky 11, Mustang, Oldies "45", Pageant, Parkway, Parliament, Philips, RCA Camden, RCA Victor, Tollie, Vault, Venus, Vox, White Whale.
Tape, Cartridge: RCA Stereo 8.
Tape, Reel-to-Reel: RCA Victor & Camden 4 Track. (SEE ADVERTISEMENT)

Gordon Sales, 1000 First Avenue S. Tel: MU 2-7188. Mgr.: Stan Jaffee.
Labels: Columbia, Capitol, Decca, Dot, Liberty, Atco.
Tape, Cartridge: RCA Stereo 8.

HUFFINE, 8131 Western Ave. Tel: AT 4-8633. Pres.: Andy Huffine.
Labels: Amy, Audio Fidelity, Cabot, Colpix, Di-mension, Europa, Fiesta, GNP Crescendo, Gate-way, Golden Crest, Gordy, Hickory, Mala, Monitor, Motown, Music Minus One, Tamla, Westminster, Workshop Jazz. (SEE ADVER-TISEMENT)

Music Dist., 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Sulman; Promo.: Ron Saul.
Labels: Command, Elektra, Folkways, Imperial, Mercury, Musicor, Smash, Starday, UA, Van-guard.
 Stanley, 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Jaffe.
Labels: ABC-Paramount, Atco, Canadian Ameri-can, Disneyland, Fantasy, London, Reprise, Tangerine, Warner Bros.
 Tape-Tronics (div. of Seattle Rec. One Stop), 127 First Ave. N. Zip: 98109. Tel: 284-8991. Sales Mgr.: Roy Rumery.
Tape, Cartridge: ITCC.
 WCRD, 100 First Ave. S. Zip: 98134. Pres.: V. C. Jack Gilbert.

WEST VIRGINIA

• **CHARLESTON (Area Code 304)**
 Handleman, 5606 MacCorkl, S.E. Tel: 925-2145. Contact: W. Hanson.
Tape, Cartridge: RCA Stereo 8.

WISCONSIN

• **MADISON (Area Code 608)**
 Tell Music, 1017 Jonathan Dr. Tel: 257-4667. Pres.: Rolf V. Voegelin.
Labels: A&M, Challenge, Crescendo, Dearborn, Disneyland, Elektra, Epic, Fantasy, Fidelity Sound, Galaxy, Golden, Mainstream, Mustang, Nonesuch, Okeh, Pageant, Pleasant Peasant, Reprise, Simon Says, Sims, Soma, Starday, United Artists, Vista, Warner Bros., White Whale.
 • **MEQUON (Area Code 414)**
 Mid-West Tape, 1908 Bonniwell Rd., 136 North. Pres.: Jim Tiedjens.

• **MILWAUKEE (Area Code 414)**
 Capitol, PO Box 3656. Zip: 53217. Tel: 272-3883.
Distributes: Angel & Capitol Product.
 Gemini, 423 N. Third St. Zip: 53203. Tel: 271-1730. Pres.: Robert Kratky; Promo.: John Heidner.
Labels: Amy, Bang, Bell, Constellation, Dyno-Voice, Goldwax, Kent, Mace, Mala, Maxx, Mira, Mirwood, Modern, Musicland, New Voice, Scepter, Vee Jay, Wand.
 Midwestern Tape, 5401 W. State St. Zip: 53028. Tel: 453-6210. Pres.: James J. Tiedjens.
Tape, Cartridge: ABC-Paramount, Ampex, Aura Sonic, Command, Decca, Dot, Fontana, Gordy, ITCC, Liberty, Mercury, Motown, Musictapes, Philips, RCA Camden, RCA Victor, Reprise, Smash, Soul, Tamla.
Tape, Reel-to-Reel: Ampex, Audio-Spectrum, Capitol, Columbia, Command, Decca, GRT, Musictapes, RCA Victor, Tape Mates.
Tape Playback Equip.: Borge-Warner, Craig Panorama.
Accessories: Full line of tape accessories.
 Morley-Murphy, 5151 W. State St. Zip: 53208. Tel: 453-7200. Mgr.: H. F. Aubuchon; Promo.: Gordon Krahn.
Distributes: Columbia Product.
Tape Playback Equip.: Masterwork, Craig, Vista.

JOHN O'BRIEN, 2830 W. Vliet St. Zip: 53208. Tel: 344-3560. Pres.: John F. O'Brien.
Labels: Atco (Volt, Vault, Moonglow, Brook-yn), Atlantic (Stax, Focus), Blue Note, Cadet (Polka's), Cadet (formerly Argo), Chess, Check-er, Clarion, Co & Ce, Colpix, Dana, Del-Fi, Diamond, Donna, Dunwich, End, Emarcy, Ever-est, Fabor, Fox, Gee, Gordy, Gross, HiFi, IRC, Jamie-Guyden-Arctic, Josie, Jubilee, King, Life, Limelight, Mainstream, Montel, Motown, Musi-cor, Old Town, Philles, Polkaland, Red Bird, Riviera, Roulette, Roost, Soul, Specialty, Tamla, Tear Drop, Tico, USA (Dyno). (SEE ADVERTISE-MENT)
 Taylor Electric, 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Pres.: J. A. Taylor. Rec. Dept. Mgr.: Peter D. Stocke.
Labels: Allegro, Cricket, Cuca, Happy Time, Hickory, Hilltop, Pickwick/33, RCA Camden, RCA Victor.
Tape, Cartridge: ITCC, Motown, RCA Victor, RCA Camden (Stereo 8).
Tape, Reel-to-Reel: RCA Victor, RCA Camden.
Tape Playback Equip.: Roberts, Lear Jet.
 Volume Rec. Sales, 2830 Vliet St. Zip: 53208. Tel: 344-3738. Pres.: John F. O'Brien. Promo.: Helen B. Beiffuss & Bruce Bennett.
Labels: Childcraft, Cumberland, Fontana, Mer-cury, Philips, Smash, Wing.



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U.S. Rack Jobber Directory

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- **BIRMINGHAM** (Area Code 205)
Music Center, 416 N. 19 St. Tel: 251-8252. Mgr.: Virgil Lugar.
- **GADSDEN** (Area Code 205)
Reliable Rec., 1018 Christopher. Zip: 35901. Tel: 546-2591. Owner: C. R. O'Neal.
- **MOBILE** (Area Code 205)
Oixie Rec. Serv., 700 N. Conception St. Tel: 432-1858. Pres.: W. H. Chamblis; Mgr.: E. Allsup. Buyer: Singles & Albums, E. M. Farver.
Music City Rec. Serv., 400B Dauphin Island Pkwy. Tel: 471-2437. Pres.: Al Pardo.

ARIZONA

- **PHOENIX** (Area Code 602)
Arizona Sundries, 2949 N. 30 Ave. Pres.: George Souvall.
Record Serv., 3036 N. 30 Ave. Zip: 85017. Tel: 278-1025. Pres.: Larry Nunes; Mgr.: Jack Sharpe. Buyer: Singles, Ken Wynn; Albums, Jack Sharpe.

ARKANSAS

- **LITTLE ROCK** (Area Code 501)
Siebert News Agency, 6301 Forbing Rd. Tel: LO 5-8471. Owner: Sieg Siebert; Mgr.: David A. Siebert. Buyer: Singles & Albums, David A. Siebert.

CALIFORNIA

- **ANAHEIM** (Area Code 714)
National Rec. Serv., 1081 N. Harbor. Tel: 776-8610. Pres.: Wally Hill.
Branches: Los Angeles, Calif., Cal Raks—San Francisco, Calif., Nor-Cal Rec. Serv.—Dorchester, Mass., Record Whslers. of New England.
Rapid Mds'g, 1802 American St. Tel: 879-4070. Mgr.: Larry Roe.
Home office: Minneapolis, Minn.
- **BAKERSFIELD** (Area Code 805)
Record Serv., 116 Goodman St. Tel: 323-4150. Pres.: Larry Nunes.
- **BUENA PARK** (Area Code 714)
JULIAN BROWN ENTS., 7425-A Orangethorpe Ave. Zip: 90620. (SEE ADVERTISEMENT)
- **DANVILLE** (Area Code 415)
M. & M Recs., PO Box 787, 295 N. Hartz Ave. Tel: 837-6922. Contact: Gordon C. George.
- **FRESNO** (Area Code 209)
Pic-A-Tune, 4453 E. Buckingham Way. Zip 93726. Tel: 229-1400. Mgr.: Gil Mondonado.
Branches: Sacramento, San Francisco, San Jose, Calif.; Reno, Nev.
Tip Top Music, 2180 E. McKinley Dr. Tel: 268-7336. Pres.: Monroe Goodman; Mgr.: Alex Morales. Buyer: Singles & Albums, Jack Hall.
- **LOS ANGELES** (Area Code 213)
Bertel Dist., 5415 W. Washington Blvd. Tel: WE 7-1223. Pres.: Herbert Seigel.
Cal Raks, 1499 W. Washington. Tel: 748-2281. Mgr.: Ben Bartell.
Branches: Anaheim, Calif., Nat'l Rec. Serv.—San Francisco, Calif., Nor-Cal Rec. Serv.—Dorchester, Mass., Record Whslers. of New England.
Electronic Mdse. (EM-CAL), 2622 S. LaCienega. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.
Handleman, 1550 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Contact: M. Handleman.
Ivy Hill Litho, 1921 E. 51 St. Tel: LU 3-8977.
Leader Sales, 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Pres.: Leonard Silver.
Music City Rec. Racks, 10711 W. Venice Blvd. Zip: 90034. Tel: 839-4306. Exec. VP: Glen C. Becker.
New Deal Rec. Serv., 3660 W. Pico Blvd. Tel: 431-9313. Mgr.: Rick Susser.
Branches: Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Long Island City, N. Y.
Record Rack Serv., 5873 Rodeo Rd. Tel: UP 0-0246. Owner: Ed Mason; Mgr.: Martin Shaw. Buyer: Singles & Albums, Freda G. Holly.
RECORD SERV., 911 E. 59 St. Tel: 232-3161. Pres.: Larry Nunes. (SEE ADVERTISEMENT)
- **MODESTO** (Area Code 209)
Westrad Dist., 131 Phoenix Ave. Tel: 529-3265. Contact: Jim Petros Jr.

- **PASADENA** (Area Code 213)
Canterbury Rec., 805 E. Colorado St. Tel: 792-7184. Gen. Mgr.: Eddy Allen.
- **SACRAMENTO** (Area Code 916)
Pic-A-Tune, 2147 Barstow St., Bldg. B. Zip: 95815. Tel: 927-1256. Owner: David Watson; Mgr.: John A. LeCompte.
Branches: Fresno, San Francisco, San Jose, Calif.; Reno, Nev.
Tip Top Music, 1224 N. "B" St. Tel: HI 7-3074. Pres.: Monroe Goodman; Mgr.: Bob Ferrero.
- **SAN DIEGO** (Area Code 714)
Dial Dist., 1859 Fifth Ave. Tel: 239-4095. Mgr.: Mike Millsap.
Discount Rec. Serv., 5431 Hanna St. Tel: 286-3334. Contacts: Mill Levine & Chuck Bush.
Record Serv., 3736 University Tel: 283-8112. Pres.: Larry Nunes; Mgr.: Bob Jones. Buyer: Singles & Albums, J. Eggert.
San Diego Rec. Rack Serv., 1340 "E" St. Tel: BE 9-0631.
- **SAN FRANCISCO & BAY AREA** (Area Code 415)
Mars Music, 2450 Teagarden, San Leandro. Contact: Morey Alexander.
Nor-Cal Rec. Serv., 2035 Newcomb Ave. Tel: 285-4282. Sales Mgr.: Craig Simpson.
Branches: Anaheim, Calif., Nat'l Rec. Serv.—Los Angeles, Calif., Cal Raks—Dorchester, Mass., Record Whslers. of New England.
PIC-A-TUNE, 1461 Park Ave., Emeryville. Tel: 654-0773. Pres.: D. F. Watson; Mgr.: John Edgerton. (SEE ADVERTISEMENT)
Branches: Fresno, Sacramento, San Jose, Calif.; Reno, Nev.
Record Whslers., 2000 Oakdale Ave. Tel: MI 8-8505. Pres. & Mgr.: Don Ayers. Buyers: Singles, Fred Pollastrini; Albums, Don Ayers.
TIP TOP MUSIC, 900 Minnesota St. Tel: 285-1400. Pres.: Monroe Goodman; Mgr.: William A. Hall. Buyers: Singles, John Padden; Albums, Jack Hall. (SEE ADVERTISEMENT)
- **SAN JOSE** (Area Code 408)
Pic-A-Tune, 2096 Orlando Or. Zip: 95122. Tel: 259-1237. Mgr.: Tony Changco.
Branches: Fresno, Sacramento, San Francisco, Calif.; Reno, Nev.
Tip Top Music, 2855 Florence Ave. Tel: 259-7334. Pres.: Monroe Goodman; Mgr.: Ed Hartman.

COLORADO

- **DENVER** (Area Code 303)
J & L Racks, 77 Kalamath. Zip 80223. Tel: 255-2021. Mgr.: Louis Oxman.
Mershaw Midwest, 3990 Grape St. Tel: 399-2320. Mgr.: Paul Marcus. Buyer: Singles & Albums, Paul Marcus.
Branches: Miami, Fla.; Albuquerque, N. M.; Albany, N. Y.; Dallas, Tex.
Music Merchandisers of Denver, 3825 Newport. Tel: 355-1638.
Tip Top Music, 817 Broadway. Tel: 244-5692. Pres.: Monroe Goodman; Mgr.: Dale Williams.
Western Merchants Whsle., 6265 E. Evans. Tel: 756-0340. Mgr.: R. M. Baker.

CONNECTICUT

- **EAST HARTFORD** (Area Code 203)
Park Rec., 275 Park Ave. Tel: 289-9361. Mgr.: Edward E. Stein. Buyers: Singles, Robert Hoyt; Albums, Edward E. Stein.
- **NEW BRITAIN** (Area Code 203)
Central Connecticut Dist., 381 Main St. Tel: 225-4558.
- **NEW HAVEN** (Area Code 203)
State Drug Rack, 771-773 Grand Ave. Tel: 787-0911. Pres.: S. S. Epstein.
- **WILTON** (Area Code 203)
Acropole Corp. of America, PO Box 365. Tel: B47-2311. N. Y. C. Tel: (212) CY 5-2272. Pres.: Michele Ronty.

RECORD SERVICE, INC.

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PORTLAND, ORE. 4616 No. Albina St. 503-287-0534	PHOENIX, ARIZ. 3036 No. 30th Ave. 602-278-1025
MEJFORD, ORE. 825 Beekman 503-779-1009	LAS VEGAS, NEV. 3127 Industrial Rd. 702-735-0394
DENVER, COLO. 817 Broadway 303-244-5692	ALBUQUERQUE, N. M. 2041 Farrington Rd. 505-265-7404
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FRESNO, CALIF. 2110 E. McKinley Dr. 209-268-7336	ATLANTA, GA. 442 Cain St. NE 404-577-2767
SAN JOSE, CALIF. 2815 Florence Ave. 408-259-7334	KANSAS CITY, MO. (Now Opening)

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DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
District Recs., 2146 24 Pl. N.E. Tel: 526-2086.
Contact: Jay R. Jacobs.
National Mds'g Serv., 4620 Wisconsin Ave. N. W.
Tel: EM 2-0511.

FLORIDA

- **JACKSONVILLE (Area Code 904)**
Sav-A-Stop, 7660 Gainesville Ave. Tel: 768-3411.
- **MIAMI (Area Code 305)**
Goldstate Rec. Dist., 4500 N. W. 36 Ave. Tel: 635-2428. Owners & Mgrs.: Allan Wolk & Marvin Lieber. Buyer: Singles & Albums, Allan Wolk. Handelman, 3979 N.W. 24 St. Tel: 633-2479. Contact: J. Adams.
International Rack, 4500 N. W. 36 Ave. Tel: 635-2428. Owners & Mgrs.: Allan Wolk & Marvin Lieber. Buyer: Singles & Albums, Marvin Lieber. Mershaw, 8160 N. W. 36 Ave. Zip: 33147. Tel: 696-6261, 6263. Mgr.: Edward Chapman. Buyer: Singles & Albums: Edward Chapman.
Branches: Denver, Colo.; Albuquerque, N. M.; Albany, N. Y.; Dallas, Tex.
Record Supply Co. of Miami, 495 S. E. 10 Ct., Hialeah. Pres.: R. N. Stultz.
Branch: Orlando.
- **ORLANDO (Area Code 305)**
Record Supply, 2634 Taft Ave. Tel: 424-6396.
Pres.: R. N. Stultz.
Branch: Miami, Fla.

GEORGIA

- **ATLANTA (Area Code 404)**
Criteria Dist., PO Box 13612, Sta. K. Zip: 30324.
Pres.: Johnny Brooks.
Eastern Rec. Serv., 442 N. E. Cain St. Tel: 577-2767. Mgr.: Charles Peter.
GATE CITY REC. SERV., 1231-D Collier Rd. N.W. Tel: 351-4821. Owner: Gerald Friedman. (SEE ADVERTISEMENT)
L & F Rec. Serv., 720 14 St. N. W. Zip: 3031B. Tel: TR 5-5565. Owner & Mgr.: Jack Goldbart. Buyers: Singles, Herman Watkins; Albums, Alan Levenson.
- **CLARKSVILLE (Area Code 404)**
Clarksville Rec. Sales, Washington St. Zip: 30523. Tel: 754-2517. Owner: Peter J. Rosetty; Mgr.: Stanley J. Jones.
- **DEMOREST (Area Code 404)**
Ralph's Radio Music, PO Box 117, Hwy. 441. Tel: 723-3884. Owner: Ralph Raper.
- **TIFTON (Area Code 912)**
Southwest Rec. Sales, 138 E. Fifth St. Zip: 31794. Tel: 382-5204. Owner: Gus P. Statiras; Mgr.: Mrs. Ann Rysdorph. Buyer: Singles & Albums, Gus P. Statiras.

ILLINOIS

- **CHICAGO (Area Code 312)**
All Rec. Serv., 3006 N. Elston Ave. Tel: 478-4130.
ALL TAPES DIST'G, 1239 S. Michigan Ave. Tel: 939-2663. Contacts: Kent Beauchamp & Eddie Yalowitz. (SEE ADVERTISEMENT)
Hit Record (div. of Charles N. Stephens Co.), 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles N. Stephens; Mgr.: Earl Phillips. Buyer: Albums, Earl Phillips.
Mid-America Specialty Dist., 752 N. Milwaukee Ave. Tel: 243-0919. Owner: Howard M. Rosen; Mgr.: Robert W. Duggan. Buyer: Albums, Wayne Juhlin.
Branch: Youngstown, Ohio.
Musical Isle, 1550 S. State St. Tel: 225-2929. Milwaukee, Wis. Tel: (414) 264-4380. Owner: Milt Salstone; Mgr.: John Kotecki. Buyer: Albums, Bob Fleck.
New Deal, 1414 S. Michigan. Tel: 922-6245. Mgr.: Irving Rothblatt.
Branches: Los Angeles, Calif.; Baltimore, Md.; Detroit, Mich.; Long Island City, N. Y.
Profit Vendors, 3216 W. Lawrence Ave. Tel: 478-1441. Pres.: Albert L. Temaner.
R & R Rec. Dist., 7059 W. Addison St. Zip: 60634. Tel: 282-5454. Contact: Robert Kennedy.
- **DECATUR (Area Code 217)**
Decatur Rak Sales, 312 N. Water. Tel: 428-6653. Pres.: Bud Lampe; Mgr.: William Chrysler.
Branches: Kansas City, St. Louis, Mo.
- **EAST PEORIA (Area Code 309)**
Paul Allen Rack Sales, 111 Sun Valley Ct. Zip: 61614. Tel: 699-1541. Mgr.: Paul Allen.
- **HIGHLAND PARK (Area Code 312)**
L. S. Gilbert, 1667 Northland Ave. Tel: 432-6895. Pres.: Louis S. Gilbert.

- **LINCOLNWOOD (Area Code 312)**
Handelman, 6666 N. Lincoln Ave. Tel: 583-0770. Mgr.: Louis A. Kwiker. Buyers: Singles, Ray Sanchez; Albums, Louis A. Kwiker.
- **PEORIA (Area Code 309)**
Sell-Rite Sales, 1215 W. Glen. Mgr.: R. Pritzker.
- **SKOKIE (Area Code 312)**
Arthur Bryant, 3918 Isabel. Mgr.: Arthur Bryant.

INDIANA

- **FORT WAYNE (Area Code 219)**
Midwest Dist., 123 McKinnie. Tel: 744-5656. Owner: Walt Ostermeyer; Mgr.: Dolores Harker. Buyers: Singles, Dolores Harker; Albums, Walt Ostermeyer.
- **GARY (Area Code 219)**
Woodward Recs., 2011 Madison St. Zip: 46407. Tel: 885-190B. Owner: D. W. Woodward.
- **INDIANAPOLIS (Area Code 317)**
Associated Dist., 210 S. Meridian St. Tel: ME 4-2591. Owner: L. E. Randle; Mgr.: Lynne Jenks. Buyers: Singles, James Coffin; Albums, Robert Lay.
- **MARTINSVILLE (Area Code 317)**
Mid-State Dist., 190 N. Main St. Tel: 342-4276, 8427. Owner & Mgr.: Robert E. Liese. Buyer: Singles & Albums, Virginia Rose Liese.

IOWA

- **DES MOINES (Area Code 515)**
Major Rec., 1212 Grand Ave. Zip: 40309. Tel: 288-0271. Owner: Jack Silverman; Mgr.: Robert Pockrandt.
Quality Rec. Serv., 1234 Harding Rd. Tel: AT 8-1993. Pres.: Ralph T. Anderson. Buyer: Singles & Albums, Ralph T. Anderson.

KANSAS

- **WICHITA (Area Code 316)**
Pioneer Dist. Co. of Kansas, 2955 S. Kansas. Tel: LY 1-3414. Pres.: Al Driscoll. Buyers: Singles, Norma Merideth; Albums, Norma Merideth & Al Driscoll.
Reco-Rak Dist., 221 E. William. Tel: AM 5-750B. Owner: I. Albert.

KENTUCKY

- **CAMPBELLSVILLE (Area Code 502)**
Central Electronics, PO Box 35, 113 N. Central Ave. Tel: 465-4147. Owner: Randall B. Herron. Buyer: Singles & Albums, Randall B. Herron.
- **LOUISVILLE (Area Code 502)**
Handelman, 4500 Louisville Ave. Mgr.: James E. Powers. Buyers: Singles, Barbara Schmeing; Albums, James E. Powers.
Vine Rec., 560 S. Fourth St. Tel: 583-2092. Pres.: Helen T. Vine; Mgr.: Ken Vine. Buyer: Singles & Albums, Ken Vine.
- **NICHOLASVILLE (Area Code 606)**
D & G Rec. Mart, PO Box 102, N. Main. Zip: 40536. Tel: 252-2155. Owner: Dudley Bonds.
- **OWENSBORO (Area Code 502)**
W W Rec. Sales, 320 Washington Ave. Tel: 683-1585. Contact: Leroy Woodward.

LOUISIANA

- **LAFAYETTE (Area Code 318)**
Modern Rec. Serv., PO Box 3727. Tel: CE 4-3291. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: New Orleans.
- **NEW ORLEANS (Area Code 504)**
Modern Rec. Serv., 757 Central Ave. Tel: VE 3-3735. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: Lafayette.

MAINE

- **BANGOR (Area Code 207)**
Viner's Music, 20-24 Broad St. Tel: 945-9494. Owners: Sam & Ben Viner. Mgr.: Ben Viner. Buyer: Singles & Albums, Ben Viner.
- **KENNEBUNK (Area Code 207)**
Thor Music, 19 Cat Mousam Rd. Tel: 985-2556. Gen. Mgr.: David W. Flannery.
- **PORTLAND (Area Code 207)**
Diamond, 212 Anderson St. Mgr.: Louis W. Spear. Portland Rec. (div. of Boyd Corp.), 84 W. Cove St. Tel: 772-6551.
Unity Sales, 60 York St. Tel: SP 2-6547. Pres.: Bernard Troubh.

MARYLAND

- **BALTIMORE (Area Code 301)**
New Deal Rec., 1601 Guilford Ave. Tel: 837-2774. Mgr.: Ronald Bolton.
Branches: Los Angeles, Calif.; Chicago, Ill.; Detroit, Mich.; Long Island City, N. Y.
Stacey Dist., 3004 Mary Ave. Tel: 426-1182.

- **HYATTSVILLE (Area Code 301)**
Shawn Rec. Dist., 5408 20 Ave. Tel: 927-0010. Partner: C. R. Freeland.
- **LAUREL (Area Code 301)**
Edge, 9914 Rhode Island Ave. Tel: 935-5800. Mgr.: Lawrence M. Goldberg.
- **PIKESVILLE (Area Code 301)**
Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145, 4031. Pres.: Sam Anoff.

MASSACHUSETTS

- **BOSTON (Area Code 617)**
Boston Mdse., 150 Vernon St. Tel: HI 2-2345. Mgr.: Jerry Flatto.
Boston Rec. Dist., 150 Vernon St. Tel: HI 2-2345. Pres.: Jerry Flatto.
Disco, 141 Milk St. Tel: 423-4840. Mgr.: Fred Traub.
Malden Mop & Brush, 7-27 E. Eden St. Zip: 02129. Massachusetts Rack, 256 Blue Hill Ave., Roxbury. Tel: 442-6711. Mgr.: A. Redmund.
Record Whslers. of New England, 157 Washington St., Dorchester. Tel: 288-5700. Sales Mgr.: Fred Furfey.
Branches: Anaheim, Calif., Nat'l Rec. Serv.—Los Angeles, Calif., Cal Raks—San Francisco, Calif., Nor-Cal Rec. Serv.
Temple Sales, 4 Gordon St. Tel: JA 4-5450. Owner & Mgr.: Myer Tenenbaum. Buyers: Singles, Michael Driscoll; Albums, Myer Tenenbaum.
- **EAST BRIDGEWATER (Area Code 617)**
Whitmarsh Music, 41 Bedford St. Zip: 02333. Tel: 378-3575. Owner & Mgr.: Richard Whitmarsh. Buyer: Singles & Albums, Richard Whitmarsh.
- **FALL RIVER (Area Code 617)**
Somerset, 203 Plymouth Ave. Tel: 678-8336. Mgr.: William Greenblatt.
- **SOMERSET (Area Code 617)**
United States Rec. Rack, 185 Riverside Ave. Tel: 674-4688. Pres.: Danny Gittelman.
- **WEBSTER (Area Code 617)**
Alan Sales, 45 Stoughton Ave. Zip: 01570. Tel: 943-5962, 3527. Contact: John Stolarczyk.
- **WOBURN (Area Code 617)**
Edge, 30 Nashua St. Tel: 933-6290. Pres.: Cecil Steen. Buyers: Singles, Lee Bonfilio; Albums, Cecil Steen.
Recordwagon, 30 Nashua St. Tel: 933-6290. Pres.: Cecil Steen. Buyers: Singles, Lee Bonfilio; Albums, Cecil Steen.

MICHIGAN

- **DETROIT (Area Code 313)**
Cornell Rec., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin. Buyers: Singles, Leo Cheslak; Albums, Al Truax. Handelman, 670 E. Woodbridge St. Zip: 48226. Tel: 961-9563. Contact: D. Strome.
Mar-Ed Dist., 12800 Joy Rd. Tel: 834-2221. Mgr.: Edmond J. Doherty. Buyer: Singles & Albums, Edmond J. Doherty.
New Deal Rec. Serv., 15333 Livernois. Tel: 863-2225. Owners: Al Levine & Lou Klayman; Mgr.: Dave Lasher. Buyers: Singles, Ken Corbielle; Albums, Dave Lasher.
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Long Island City, N. Y.
Rapid Sales, 15365 Livernois. Zip: 48238. Tel: 342-8777. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado.
Trico Dist., 13400 Fenkell Ave. Tel: 835-7425. Owner: John J. Genna; Mgr.: William Merritt. Buyer: Singles & Albums, John J. Genna.
- **GRAND RAPIDS (Area Code 616)**
Monroe, 100 Hall S. W. Tel: CH 5-3629. Pres.: Herman Rubin.
- **LANSING (Area Code 517)**
Canfield Supply Serv., 210 Mill St. Tel: 485-9593. Pres.: Robert Canfield. Buyer: Singles & Albums, Jack Shue.
Branch: Cincinnati, Ohio.
Handelman, 4604 N. East St. Tel: 484-1386. Mgr.: Donald DeKoninck.
- **TWIN LAKE (Area Code 616)**
Allstate, 3625 Michilinda. Zip: 49457. Tel: 828-6329. Pres.: David A. Touzel.

MINNESOTA

- **MINNEAPOLIS (Area Code 612)**
Acme Music Serv., 321 Plymouth Ave. N. Tel: 332-7131. Contact: Hy Sandler. (Rapid)
Branch: Anaheim, Calif.
J. L. Marsh, 7600 Wayzata Blvd. Tel: 544-4201. VP: Daniel Heilicher; Mgr.: Manuel Swaiez. Buyers: Singles, Marvin Sanderson; Albums, Robert Dahle.

Rapid Mds'g, 8175 Lewis Rd. Tel: 544-3561. Pres.: Herbert N. Sandel. Buyers: Singles, W. H. Taylor Jr.; Albums, Noel Korengold.
Sam Sales, 321 Plymouth Ave. N. Tel: 332-7131. Contact: Hy Sandler.

MISSOURI

• **KANSAS CITY (Area Code 816)**
K C Rak Sales, 3230 Roanoke Rd. Tel: LO 1-4610. Pres.: S. Goldman.
Branches: Decatur, Ill.; St. Louis, Mo.

• **ST. LOUIS (Area Code 314)**
Missouri Discs, 1906 Washington Ave. Tel: MA 1-2874. Contact: Robert L. Hausfater.
Rak Sales, 2549 Sullivan. Tel: CH 1-8486. Pres.: Sanford Goldman.
Branches: Decatur, Ill.; Kansas City, Mo.

• **UNIVERSITY CITY (Area Code 314)**
Top Notch Rec., 1255 North & South Rd. Owner & Mgr.: Robert I. Recht. Buyer: Singles & Albums, Robert I. Recht.

MONTANA

• **HELENA (Area Code 406)**
Playhouse Div., Sundry Shops, 1015 Popular. Tel: 442-6345. Mgr.: Ben B. Hopkins.

NEVADA

• **LAS VEGAS (Area Code 702)**
Music City Rec. Racks of Nev., 5409 Gipsy Ave. Tel: 870-4969. Owners: Alex & Betty Fox.
Record Serv., 3127 Industrial Rd. Tel: 735-0394. Pres.: Larry Nunes; Mgr.: Gene Hotchkins.

• **RENO (Area Code 702)**
Pic-A-Tune, 1522 Matly Ln. Tel: 329-0010. Mgr.: Darwin Jones.
Branches: Fresno, Sacramento, San Francisco, San Jose, Calif.

NEW JERSEY

• **LINDEN (Area Code 201)**
Supermarket Serv., 1601 W. Edgar Rd. Tel: 925-5950. Mgr.: E. Spitaletta. Buyer: Singles & Albums, C. McAllister.

• **MEDFORD (Area Code 609)**
National Mds'g Serv., Stokes Rd. Tel: OL 4-4990. Pres.: L. L. Goughan.

• **NEWARK (Area Code 201)**
Service One Stop Dist., 16 Fenwick St. Tel: BI 3-8700. Owner: Irv Cohen; Mgr.: Ralph Schechtman. Buyers: Singles, R. Schechtman; Albums, Frank Di Marsico.
Branch: Springfield.

• **NUTLEY (Area Code 201)**
"Tiny" Fairbanks, 449 Kingsland St. Zip: 07110. Tel: 667-3767. Pres.: A. L. "Tiny" Fairbanks.

• **PENNSAUKEN (Area Code 609)**
Handleman, 7135 Colonial Ln. Tel: 665-5460. Contact: V. Chesslar.

• **ROCHELLE PARK (Area Code 201)**
Garden State Rec. Dist. (div. of Interstate Rec. Dists.), 68 W. Passaic St. Tel: 843-2670. Mgr.: Stan Sterling.

• **SPRINGFIELD (Area Code 201)**
Service One Stop Dist., Rt. 22, Fadem Rd., Runyon Bldg. Tel: DR 6-7666.
Branch: Newark.

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**
Linden, 1205 Madeira S.E., Suite 124. Zip: 87108. Tel: 255-3978. Pres.: Lindy Blaskey.
Mershaw Midwest, 4115 Silver S. E. Zip: 87108. Tel: 268-1902. Buyer: Sandy Kahn.
Branches: Denver, Colo.; Miami, Fla.; Albany, N. Y.; Dallas, Tex.

Record Serv., 828 San Mateo S. E. Tel: 265-7404. Pres.: Larry Nunes; Mgr.: E. D. Shaffer. Buyer: Singles & Albums, E. D. Shaffer.
Sandy's Rec. Sales, 4115 Silver S.E. Tel: 268-3857. Contact: Sandy Kohn.

• **SANTA FE (Area Code 505)**
Old Trail News Agency. Tel: 983-4951.

NEW YORK

• **ALBANY (Area Code 518)**
Mershaw of New York, 100 Watervliet Ave. Zip: 12206. Tel: 438-3571. Pres.: Charles H. Schlang; Sales Mgr.: Joseph Dean. Buyer: Stanley W. Eno.
Branches: Albuquerque, N. M.; Dallas, Tex.; Denver, Colo.; Miami, Fla.

• **AMSTERDAM (Area Code 518)**
Almor Playtime, PO Box 111, Wallins Corners Rd. Tel: 842-2500. Contact: Albert Hyman.

• **BUFFALO (Area Code 716)**
Disceries, 863 Washington St. Tel: TL 6-8477. Owner: Carl Glaser; Mgr.: Robert Arent. Buyers: Singles, F. Bachmeier; Albums, Jerald Glaser.
Porter Electronics, 85 Ledger St. Zip: 14216. Tel: 875-1908. Pres.: Ed Lyons. Buyer: Singles & Albums, Bob Desbecker.

• **DEER PARK, L. I. (Area Code 516)**
Bocar Sales, 124 W. 10 St.
United Sterling, 1870 Deer Park Ave.

• **EAST ROCKAWAY, L. I. (Area Code 516)**
Guy Barry Dist. (see Hemisphere Ent.).
Hemisphere Ent., 13 Wesley Dr. Tel: FR 4-6772. Owner: Guy Barry.

• **GARDEN CITY, L. I. (Area Code 516)**
Merco Ent., 750 Stewart Ave. Tel: CH 8-7140. Pres.: Jack Grossman.

• **GREAT NECK, L. I. (Area Code 516)**
Record Guild of America (see Variety Rec. Dist.).
Variety Rec. Dist., 15 Bond St. Tel: HU 2-0900. Owner & Mgr.: David Shichman; Buyer: Singles & Albums, David Shichman.

• **HICKSVILLE, L. I. (Area Code 516)**
Wilmi Sales, 3 Westermorland Rd. Tel: GE 3-0337.

• **LATHAM (Area Code 518)**
Bee Gee Dist., 10 Northway Ln. N. Tel: 785-1350. Pres.: Leonard Smith.

• **LONG ISLAND CITY (See New York City)**

• **MOUNT VERNON (Area Code 914)**
Steadman One Stop, 140 E. Third St. Tel: OW 9-3166. Pres.: Leonard Book.

• **NEW YORK CITY (Area Code 212)**
Arovax Rec., 243 W. 18 St. Tel: 989-7200. VP: David Weg.
Arrow Rec. Serv., PO Box 316, Times Sq. Sta. Zip: 10036. Tel: JU 6-5266.
Candy Stripe Rec., 674 Midwood St., Brooklyn. Zip: 11203. Tel: IN 7-1559. Pres.: Bernard Keil.
Consolidated One Stop of New York, 315 W. 47 St. Zip: 10019. Tel: PL 7-8140. Mgr.: Elliot Blaine.
Eastern Rec. Sales & Dist., 666 10 Ave. Zip: 10036. Tel: CI 5-9469. Owner & Mgr.: Murray Lefkoff; Buyer: Singles & Albums, Murray Lefkoff.
Independent Rec. Promo., 258 W. 18 St. Zip: 10011. Tel: YU 9-8644. Pres.: Larry Guttentplan.
Kaco Ent., 3911 Monticello Ave., Bronx. Zip: 10466. Owner: Bruce Kravis.
Met Richmond Rec. Racks, 723 E. 81 St., Brooklyn. Zip: 11236. Tel: RN 3-1212. Mgr.: David Last.
New Deal Rec. Serv., 45-18 Court Sq., Long Island City. Tel: 786-4263. Pres.: Al Levine; VP: Lou Klaysman.
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.
New York Rec. Dists, 15 W. 20 St. Zip: 10011. Tel: YU 9-2255. Mgr.: Manny Wells.
R O C, 1309 Ed. L. Grant Hwy., Bronx. Zip: 10452. Tel: GR 7-3521. Owner: S. Sahler.
Branch: South Fallsburg, N. Y.

Raymar Sales, 170-21 Jamaica Ave., Jamaica. Tel: OL 8-4012.
Record Mart, 1470 Broadway. Zip: 10036. Tel: AL 4-4024. Owner: Robert Stack; Mgr.: Jesse Moskowitz. Buyer: Singles & Albums, J. Moskowitz.
Richmark Sales, 110 E. 23 St. Zip: 10010. Tel: 673-3070. Mgr.: Bernie Ashkinazy.
Spectrum Ent., GPO Box 1785. Zip: 10001. Owner: L. Dodge; Mgr.: K. Hooper; Buyer: Singles & Albums, K. Hooper.
Win Rec., 858 Ninth Ave. Tel: JU 2-0130. Owner: Sam Weiss; Mgr.: George Weiss. Buyer: Singles & Albums, George Weiss.

• **OCEANSIDE, L. I. (Area Code 516)**
Scott Dist., 3580 Oceanside Rd. Tel: OR 8-6580. Pres.: Sidney Kruglick; Sales Mgr.: Harvey Lefkowitz. Buyer: Singles & Albums, Harvey Lefkowitz.

• **PALMYRA (Area Code 315)**
Canaltown Rec. & Tape Sales, Walton Rd. Tel: LY 7-5003. Owner & Mgr.: G. L. Griffin.

• **POUGHKEEPSIE (Area Code 914)**
Toy House of Hudson Valley, Manchester Rd. Tel: GR 1-2740. Pres.: Lou J. Kustas.

• **SOUTH FALLSBURG (Area Code 914)**
R O C. Owner: S. Sahler.
Branch: New York, N. Y.

NORTH CAROLINA

• **ASHEVILLE (Area Code 704)**
Alexander News, 25 Carolina Ln. Zip: 28801. Tel: AL 3-2631. Owner: W. G. Alexander; Mgr.: C. N. Suttle. Buyer: Singles & Albums, C. N. Suttle.

• **CHARLOTTE (Area Code 704)**
Dixie News, 2100 Freedom Dr. Tel: 334-8614. Gen. Mgr.: Tim Brasswell.
Southeastern Rec. Mdsrs., 2706 Freedom Dr. Tel: 399-5633. Sales: Charles Hartley.

• **ROCKY MOUNT (Area Code 919)**
Rocky Mount News, 1700 S. Franklin St. Tel: 446-6812. Mgr.: Bill McCarver. Buyer: Singles & Albums, Bill McCarver.

• **WINSTON-SALEM (Area Code 919)**
J. B. Armstrong News Agency, 601 S. Broad St. Zip: 27101. Tel: 722-8586. Pres.: J. B. Armstrong; Mgr.: Earle C. Martin. Buyer: Singles & Albums, John Mayes.



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- **CINCINNATI (Area Code 513)**
Album Rec. Sales of America, 6566 Montgomery Rd. Tel: 731-7051. Pres. & Mgr.: LeRoy R. Goodlander. Buyers: Singles & Albums, L. R. Goodlander.
- Canfield Supply Serv., 8100 Reading Rd. Tel: 821-0361. Owner: Robert Canfield. Branch: Lansing, Mich.
- K C Dist. (div. of Mulane Taffy), 4108 Spring Grove Ave. Tel: 542-4573 & 271-3887. Dir.: Marilu Case; Serv. Mgr.: Tom Case.
- **CLEVELAND (Area Code 216)**
All Label Rec. Serv., 1464 W. Ninth St. Zip: 44113. Tel: 861-2578. Contact: Harry H. Budin. Handleman, 6116 Broadway. Tel: 641-5989. Contact: R. Cipriani.
- Inland Rec. Sales, 3142 Prospect. Tel: 621-6742. Owner: John Cohen; Mgr.: Dan Connors. Buyer: Singles & Albums, Dan Connors.
- Main Line Rec. Serv., 1260 E. 38 St. Zip: 44114. Tel: 391-9616. Pres.: Ross Halamay. Buyer: Singles & Albums, E. W. Halamay.
- Modern Rec. Serv., 1958 E. 105 St. Tel: 795-5225. Pres.: J. W. Burke.
- Stark Rec. Serv., 2797 Hamilton. Tel: 621-1119. Contact: Charles E. Murray. Branch: Massillon, Ohio.
- **COLUMBUS (Area Code 614)**
Disco Rec. Dist., 2052 Cleveland. Zip: 43211. Tel: 876-6702.
- Handleman, 1977 McAllister Ave. Tel: 258-8419. Mgr.: Joe Glaser. Buyer: Albums, Joe Glaser.
- **DAYTON (Area Code 513)**
Dayton Rec. Serv., 2223 Springboro Rd. Tel: 399-0981. Mgr.: Maurice Leach. Branch: Portsmouth.
- **HAMILTON (Area Code 513)**
Oon E. Nevin Sales, 610 Central Ave. Tel: 894-8948. Partner & Gen. Mgr.: Don Nevin; Sales Mgr.: Dave Rosenfield. Buyer: Singles & Albums, Don Nevin.
- **MASSILLON (Area Code 216)**
Stark Rec. Serv., 1226 Duncan S.W. Tel: 832-1565. Contact: Paul David. Branch: Cleveland, Ohio.
- **PORTSMOUTH (Area Code 614)**
Dayton Rec. Serv., 24 Union St. Tel: EL 4-3188. Pres.: W. A. Carrington. Branch: Dayton.
- **SPRINGFIELD (Area Code 513)**
Buckeye Ents, 5 E. Main St. Zip: 45502. Tel: 325-7686. Pres.: Asen Kristoff; VP: Steve Kristoff.
- **TOLEDO (Area Code 419)**
Bartley, 1001 Brown. Tel: 244-3011. Contact: Dick Bernard.
- Buckeye Specialties, 1102 Summit St. Tel: 243-4166. Contact: Ruth Redfox.
- Northwestern Dist., 1018-20 Sylvania Ave. Zip: 43612. Tel: 479-5241. Pres.: George LaCourse.
- **YOUNGSTOWN (Area Code 216)**
Mid-America Specialty Dist., 1028 Rayen St. Owner: Howard M. Rosen. Branch: Chicago, Ill.

OKLAHOMA

- **OKLAHOMA CITY (Area Code 405)**
Mid-Continent News, 7001 N. Broadway Expressway. Tel: VI 3-9383. Contact: Don Byers. Southwest Dist., 1159 E. Madison Ave. Tel: GA 7-3225. Pres.: K. D. Hensley.

- **TULSA (Area Code 918)**
Broadcast Rec. Dist., PO Box 223. Owner: Ken Green. Oklahoma News, 909 W. 23 St. Tel: LU 4-4754. Contact: Stanley E. White.

OREGON

- **MEDFORD (Area Code 503)**
Tip Top Music, 825 Beekman. Tel: 772-9966. Pres.: Monroe Goodman; Mgr.: Dave Urban.
- **PORTLAND (Area Code 503)**
Austin Bros., 9300 N. E. Multnomah St. Mgr.: Ross Whisman. Wm. G. Blackburn, 105 N. E. 62 Ave. Zip: 97213. Tel: BE 2-5750. Owner: Bill Blackburn. Tip Top Music, 4616 N. Albina St. Tel: 287-0534. Pres.: Monroe Goodman; Mgr.: Al Zangrillo. Buyer: Singles & Albums, Al Zangrillo.
- **ROSEBURG (Area Code 503)**
Paul Jackson Whsle. Tel: 672-4262. Contact: Bob Logan.

PENNSYLVANIA

- **CONEMAUGH (Area Code 814)**
Page Rec'g, 345 Second St. Tel: 539-8117. Owner & Mgr.: Al Page. Buyer: Singles & Albums, Al Page.
- **EAST LANSDOWNE (Area Code 215)**
Rec-O-Rac Dist., 1011 Baltimore Ave. Tel: MA 6-2177. Owner & Mgr.: Harry Blaufeld. Buyer: Singles & Albums, Harry Blaufeld. Branch: Havertown.
- **HARRISBURG (Area Code 717)**
O & H Dist'g, 2525 N. Seventh St. Tel: 236-8001. Contacts: David Press & Endo Corsetti.
- **HAVERTOWN (Area Code 215)**
Rec-O-Rac Dist., 100 Ellis Rd. Tel: HI 9-3336. Owner & Mgr.: Harry Blaufeld. Buyer: Singles & Albums, H. Blaufeld. Branch: East Landsdowne.
- **IRWIN (Area Code 412)**
Richmark Sales, 1072 Lincoln Hwy. W. Tel: 351-1107. Owner: A. Ackerman; Mgr.: J. T. Walker. Buyer: Singles & Albums, J. T. Walker.
- **PHILADELPHIA (Area Code 215)**
Bandstand, 2522 N. Broad St. Zip: 19132. Tel: BA 9-9110. Owner: Gerald Rappaport. I. J. Morgan, 511 N. Broad St. Tel: WA 5-7535. Owner: Irv Perlman; Mgr.: Joe Masci. Buyers: Singles, Mary Picano; Albums, Art Pernie.
- **PITTSBURGH (Area Code 412)**
All Brands, 24 & AVRR. Tel: 281-9555. Mgr.: Robert C. Roche. East Coast Dist., 633 Liberty Ave. Tel: 281-6344. Mgr.: Nicholas Lomakin. Handleman, 3109 Forbes St. Tel: 681-4790. Contact: Vera Powell. One Stop Rack Serv., 1704 Fifth Ave. Zip: 15219. Tel: 261-3340. Owner: Bill Lawrence; Mgr.: Dick Zimmer. Buyer: Singles & Albums, Dick Zimmer. Star Title Strip, 842 Western Ave. Tel: 231-4314. Mgr.: N. W. Morgan.
- **WILLIAMSPORT (Area Code 717)**
Mid Penn Magazine Agency, 100 Eck Circle. Owner: D. Demel; Mgr.: Bob Edler. Buyer: Singles & Albums, D. Demel.

RHODE ISLAND

- **EAST PROVIDENCE (Area Code 401)**
H. V. Papazian, 803 Broadway. Tel: 434-7212. Owner: H. V. Papazian; Mgr.: John Wolohojian. Buyers: Singles, Charles Ryan; Albums, H. V. Papazian.

- **PROVIDENCE (Area Code 501)**
Beacon Rec. Dist., 725 Branch Ave. Zip: 02904. Tel: UN 1-7500. Pres.: Milton Israeloff; Mgr.: Rubin Zeidman. Buyers: Singles, Chris Howe; Albums, Rubin Zeidman.

SOUTH CAROLINA

- **ABBEVILLE (Area Code 803)**
Savitz Rec. Cir., 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Singles & Albums, Susan Hagen.
- **COLUMBIA (Area Code 803)**
Brown Sales, 1423 Ellerbe St. Tel: 787-3401. Owner & Mgr.: H. G. Brown Jr. Buyer: Singles & Albums, H. G. Brown Jr.

TENNESSEE

- **COOKEVILLE (Area Code 615)**
Rack Ent., 141 Shipley. Tel: 526-5148. Owner: Bill H. Amonette.
- **KNOXVILLE (Area Code 615)**
Knox Rec. Rack, PO Box 4045, 2000 Western Ave. Tel: 525-0445. Owner: Sam Morrison. Tucker's Rec. Shop, 22 1/2 Market St., On the Mall. Tel: 522-9300. Owner: Martin T. Robertson; Mgr.: Dale Clark.
- **NASHVILLE (Area Code 615)**
Nashville Rec. Serv., PO Box 7310, 618 Ewing Ave. Zip: 37203. Tel: 242-8208. Pres.: Albert E. Martin. Volunteer Dist., 435 37 Ave. N. Tel: 297-0055. Owner: Webber Parrish.

TEXAS

- **AMARILLO (Area Code 806)**
Western Mdsrs., 1601 W. Third Ave. Tel: DR 6-6251. Owner: Sam Marmaduke; Mgr.: Dick Williamson. Buyer: Singles & Albums, Ed Perry.
 - **CARROLLTON (Area Code 214)**
D J Rec. Sales, 2315 Briarwood Ln. Tel: CH 2-3698. Owner & Mgr.: Don Bresler. Buyer: Singles & Albums, Don Bresler.
 - **DALLAS (Area Code 214)**
Handleman, 2260 Monitor St. Tel: 631-2943. Contact: G. Braun. Mershaw of America, 1327 Chemical St. Zip: 75207. Tel: ME 7-0552. Mgr.: Kerry B. Charlton. Buyer: Singles & Albums, Kerry B. Charlton. Branches: Denver, Colo.; Miami, Fla.; Albuquerque, N. M.; Albany, N. Y. Records of Dallas, 1345 Chemical St. Tel: ME 1-7263. Mgr.: Doug Martin. Record Serv., 3815 Pictureline. Tel: FE 7-2847. Mgr.: Bruce Masterton. Branch: 2041 Farrington. Tel: RI 7-2254.
 - **EL PASO (Area Code 915)**
B & C Rec. Sales, 427 W. San Antonio St. Tel: KE 2-1434. Pres.: Mrs. Lindy Cash; Mgr.: Joey Cash. Buyers: Singles, Lupi Arci; Albums, Joey Cash. Sunland Supply, 2227 Texas Ave. Tel: 533-5901. Contact: Bill Shapiro.
 - **HOUSTON (Area Code 713)**
Lotasco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Maxine & Albert Eickenhorst. Record Dist., 901 Commerce Ave. Tel: CA 7-6961. Owner: Larry M. Rosmarin; Mgr.: Al Acuna. Buyers: Singles, Mary Ann Martinez; Albums, Larry M. Rosmarin. Records of Houston, 316 E. 11 Ave. Zip: 77008. Tel: UN 1-6868. Mgr.: Roy E. Buckner.
 - **LUBBOCK (Area Code 806)**
Recordland USA, 3819 Ave. A. Tel: SH 7-4443. Owner: Allan Rosen; Mgr.: Bob Iseral. Buyer: Singles & Albums, Bob Iseral. Rosen Whsle., 619-21 Broadway. Tel: PO 3-4435. Contacts: Allan Rosen & Bob Iseral.
 - **SAN ANGELO (Area Code 915)**
Parks Dist., PO Box 3051. Tel: 949-6055. Owner: Ira Parks Jr.
- UTAH**
- **SALT LAKE CITY (Area Code 801)**
Billinis Dist., 3575 South 700 West. Tel: 266-3540, 3548. Pres. & Mgr.: John Billinis. Buyers: Singles, Ray Peterson; Albums, John Billinis. Grover Dist., 774 E. Eighth S. Tel: 355-4710. Contact: Lynn Grover. Mountain West Dist., 2295 S. W. Temple. Tel: 467-0202. Contact: Dick Brewer.
- VERMONT**
- **ST. JOHNSBURY (Area Code 802)**
St. Johnsbury Rec. Dist., Railroad St. & Eastern Ave. Zip: 05819. Tel: 748-2475. Pres.: Loren Phelps; Mgr.: Reginald Sevigny. Buyer: Singles & Albums, L. Phelps.

continued on page 120

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Victory Rec. Serv., 1028 First Ave. N. Tel: 324-9505. Mgr.: Morris S. Corona.

ARIZONA

- **PHOENIX (Area Code 602)**
Arizona M.B. Krupp, 2519 N. 16 St. Tel: 252-4013. Mgr.: Margo Grover.
Flash Dist., 3121 E. McDowell. Tel: 273-7346. Pres.: Joe English.

ARKANSAS

- **LITTLE ROCK (Area Code 501)**
Moses Melody, 505 Main St. Tel: FR 5-0105. Pres.: Jim Moses.

CALIFORNIA

- **LA MESA (Area Code 714)**
Hit Line Rec. Sales, PO Box 781. Zip: 92041. Tel: 463-4818. Owner: Frank Metzker.
- **LOS ANGELES (Area Code 213)**
CALIFORNIA MUSIC, 2933 W. Pico Blvd. Zip: 90066. Tel: 733-1181. Owner: Sam Ricklin; Mgr.: Buddy Robinson. Buyers: Singles, Jerry Barish; Albums, Raoul Montano. (SEE ADVERTISEMENT)
Luenhagen, 2277 W. Pico Blvd. Tel: DU 4-4134. Mgr.: Mary Solla.
New Deal, 3660 W. Pico Blvd. Mgr.: Rick Susser. Branches: Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Long Island City, N.Y.
Norty's, 436 N. Fairfax Ave. Tel: WE 8-2758. Owner: Norton Beckman.
Op's 1 Stop, 2647 W. Pico Blvd. Tel: RE 2-6737. Pres.: Charles F. Pearce.
Sun State Music Dist., 2669 W. Pico Blvd. Tel: 383-4137. Owner: Al Latauska.

- **MODESTO (Area Code 209)**
Westrad, 131 Phoenix Ave. Zip: 95351. Tel: 529-3265. Mgr.: Jim Petros Jr.

- **SAN BERNARDINO (Area Code 714)**
Braviuro Piano & Music, 1170 "E" St. Tel: TU 9-8596. Owner: Harvey Braviuroff.

- **SAN DIEGO (Area Code 714)**
Ratner Electric, 745 Broadway. Tel: 234-3363.

- **SAN FRANCISCO & BAY AREA (Area Code 415)**
Nor-Cal, 1175 Howard St. Tel: 621-1837. Owner: Leon Hartstone; Gen. Mgr.: Larry Reed. Buyers: Singles, Mike Kessler; Albums, A. L. Reed. Branch: Dorchester, Mass., Record Wholesalers of New England.
Western, 224 Sixth St. Tel: HE 1-3367. Owner: David Watson; Mgr.: Bob Davenport. Buyer: Singles & Albums, Bob Davenport. Branch: 1461 Park Ave., Emeryville. Zip: 94608. Tel: 654-5110. Mgr.: Ted Fullmer. Buyers: Singles, Hal Furtney; Albums, Dick Hanhoe.

- **SAN JOSE (Area Code 408)**
Discorama, 235 S. First St. Tel: 286-5838. Gen. Mgr.: Art Walker.

COLORADO

- **DENVER (Area Code 303)**
A & N, PO Box 2671. Zip: 80201. Owner & Gen. Mgr.: James C. Scott Sr.
Mile Hi, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owner: Louis & Joe Oxman; Mgr.: Louis Oxman. Buyers: Singles, Manny Martinez; Albums, Bob King.
Mountain Dist., 3630 Downing St. Tel: 222-8518. Owner: Peter J. Geritz.

- **PUEBLO (Area Code 303)**
Morton Rec., 945 E. Evans Ave. Tel: 543-0928.

CONNECTICUT

- **EAST HARTFORD (Area Code 203)**
Central Rec. Serv. (div. of Trinity Rec. Dist.), 477 Park Ave. Tel: 289-5339. Mgr.: John Rocanello. Dave's, 171 Park Ave. Zip: 06108. Tel: 289-6122. Owner: Dave Bratter; Mgr.: Dave Demers. Globe, 308 Tolland St. Tel: 289-6424. Owner: Gene Gotthelf; Mgr.: Wayne Marshall. Buyers: Singles, Anthony Galeota; Albums, Wayne Marshall.

- **NEW HAVEN (Area Code 203)**
Cutlers, 33 Broadway. Tel: 777-6271.

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
Quality Music, 1836 Seventh St. N.W. Tel: DU 7-1033. Owners: Max Silverman, Gene Levy, Herb Cohen. Buyer: Singles & Albums, Gene Levy. Branch: 721 H St. N.E. Tel: 543-2134-5807 Eastern Ave. N.E.
Super Music City, 1110 Seventh St. N.W. Tel: NO 7-1049. Owners: Phil Levine & Herb Fribush; Mgr.: Phil Levine. Buyer: Singles & Albums, Phil Levine.

FLORIDA

- **JACKSONVILLE (Area Code 305)**
Budisco, 60 Riverside Ave. Tel: 355-6443. Mgr.: Mrs. Carol Sanford.
- **MIAMI (Area Code 305)**
Budisco Int'l, 286 N.W. 29 St. Tel: 633-6033. Gen. Mgr.: Raoul Shapiro. Buyer: Singles & Albums, Raoul Shapiro.
Jet, 4928 N.W. Seventh Ave. Tel: 751-2473. Owner: Fred Maroon; Mgr.: Paul Yoss. Buyer: Singles & Albums: Paul Yoss.
Ernest C. Reyer, 2815 S.W. 63 Ave. Tel: MO 1-1524. Owner: Ernest C. Reyer.
Southern Rec. Serv., Hialeah. 1020 E. 14 St. Tel: 885-4625. Pres.: Dave Shedd.
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Record Supply, 2634 Taft Ave. Tel: 424-6396.
- **TAMPA (Area Code 813)**
Budisco Rec. Serv., 1723 W. Cypress. Tel: 251-1205. Florida Electronics, 2106 Main St. Zip: 33607. Tel: 251-3169. Pres.: Linda L. Santos.

GEORGIA

- **ATLANTA (Area Code 404)**
All Purpose Serv., 1456 Northside Dr. N.W. Tel: 351-3841.
GATE CITY REC. SERV., 1231-D Collier Rd. Tel: 351-4821. Owner: Gerald Friedman; Mgr.: Richard Atkinson. Buyers: Singles, Elaine Steiner; Albums, Richard Atkinson. (SEE ADVERTISEMENT)
- **CLARKSVILLE (Area Code 404)**
Clarksville Rec. Sales, 608 N. Washington St. Zip: 30523. Tel: 754-2517. Owner: Peter J. Rosetty; Mgr.: Stanley J. Jones. Buyers: Singles, Stanley Jones; Albums, Peter J. Rosetty.
- **DEMOREST (Area Code 404)**
Ralph's Radio Music, PO Box 117, Hwy. 441. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper.
- **MABLETON (Area Code 404)**
Best Music, 1659 Bankhead Hwy. Zip: 30059. Tel: 948-7711. Owner: L. E. Jenkins.
- **TIFTON (Area Code 912)**
Southeast Rec. Sales, 138 E. Fifth St. Zip: 31794. Tel: 382-5204. Owner & Mgr.: Gus P. Statiras. Buyer: Singles & Albums, Gus P. Statiras.

ILLINOIS

- **CHICAGO (Area Code 312)**
A B C O, 3313 N. Springfield Ave. Tel: KE 9-7378. Pres.: T. H. Gorman.
BARNEY'S, 3234 W. Roosevelt Rd. Tel: 826-1828. (SEE ADVERTISEMENT)
LITTLE AL'S, 3216 W. Lawrence Ave. Zip: 60625. Tel: IR 8-6114. Contact: Al Temaner. (SEE ADVERTISEMENT)
Lormar Dist'g, 2311 N. Western Ave. Tel: BR 8-8300.
Marquette, 3215 W. 63 St. Zip: 60629. Tel: 434-3737. Mgr.: James S. O'Dwyer. Buyer: Singles & Albums, James S. O'Dwyer.
Mid-America Specialty Dist., 752 N. Milwaukee. Tel: 243-0919.
Music Box, 1301 W. 78 St. Tel: 224-3600. Pres.: Harold N. Lieberman; Mgr.: Harry S. Losk. Buyers: Singles, John H. Kelly; Albums, Paul Beutell.
New Deal Rec. Dist., 1414 S. Michigan Ave. Tel: 922-6245. Mgr.: Irv Rothblatt.
Branches: Los Angeles, Calif.; Baltimore, Md.; Detroit, Mich.; Long Island City, N.Y.
Pan-American, 1344 S. Halsted St. Tel: SE 3-1530. VP: M. S. Frenkel.
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- World Rec. Dist., 2021 S. Michigan Ave. Zip: 60616. Tel: 842-4307. Owner: Morris Goldstein & Joe Weiss; Mgr.: Charles Zoia. Buyers: Singles, Edey Carter; Albums, Joe Weiss.

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S & G Music Store, 403 S. Adams. Tel: 676-5112. VP: Paul Duncan.

- **ROCK ISLAND (Area Code 309)**
Van Goor Music City, 1715 Second Ave. Tel: 788-3401. Mgr.: Don Larson.

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- **INDIANAPOLIS (Area Code 317)**
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C C Rec. Co. of Indiana, 1312 N. Capitol Ave. Tel: ME 2-7554. Owner: Charles Collier.

IOWA

- **DES MOINES (Area Code 515)**
Dart Rec., 515 E. Locust. Tel: 244-5157. Owner: Jack A. Taylor; Mgr.: John Pittman. Buyer: Singles & Albums, John Pittman. Branches: Minneapolis, Minn.; Omaha, Neb.
Lieberman Iowa One Stop, 1406 E. Grand Ave. Tel: 262-8211. Mgr.: L. A. Hummel. Buyer: Singles & Albums, Ray Munson.
Mars Sales, 1630 Locust. Tel: 282-0429. Gen. Mgr.: Jack Mishler. Buyers: Singles, Ed Dunker; Albums, Chuck Taylor.

KANSAS

- **WICHITA (Area Code 316)**
Davidson's, 1719 S. Hillside. Tel: MU 6-6648. Owner: M. S. Davidson; Mgr.: Evelyn Oakes. Buyer: Singles & Albums, Evelyn Oakes. Branch: Kansas City, Mo.; Omaha, Neb.
Giant, 221 E. William. Tel: AM 5-5708. Owner: I. Alsert.
Pioneer Dist., 2955 S. Kansas Ave. Tel: LY 1-3414. Pres. & Gen. Mgr.: Al Driscoll. Buyers: Singles, Norma Merideth; Albums, Norma Merideth & Al Driscoll.

KENTUCKY

- **CAMPBELLSVILLE (Area Code 502)**
Central Electronics, 113 N. Central Ave. Tel: 465-4147. Owner: Randall Herron.
- **LOUISVILLE (Area Code 502)**
Kings Rec. Shop, 240 W. Jefferson St. Tel: 584-5535. Owner: Gene King.
Shivley, 4464 Dixie Hwy. Tel: 447-4951. Owner: A. K. Brown.
Variety, 645 S. Fourth St. Zip: 40202. Tel: 587-8311. Owner & Mgr.: Larry King. Buyer: Singles & Albums, Larry King.
Vine, 560 S. Fourth St. Zip: 40202. Tel: 585-4750. Pres.: Helen Vine; Mgr.: Ken Vine. Buyer: Singles, Helen Vine.

- **NICHOLASVILLE (Area Code 606)**
D & G Rec. Mart, PO Box 102, N. Main. Zip: 40536. Tel: 252-2155. Owner: Dudley Bonds.

- **OWENSBORO (Area Code 502)**
Wax Works Rec. Shop, 320 Washington Ave. Tel: 683-1585. Contact: Leroy Woodward.

LOUISIANA

- **LA FAYETTE (Area Code 318)**
Stagg's Music Shoppes, 503 N. University. Zip: 70501. Tel: CE 2-1575. Owner: L. R. Stagg; Mgr.: Mrs. L. B. Stagg. Buyers: Singles, Mrs. Denra Lormand; Albums, Mrs. L. B. Stagg. Branch: New Iberia, La.
- **LAKE CHARLES (Area Code 318)**
Lyric-Khoury's Rec'g, PO Box 147.
- **NEW IBERIA (Area Code 318)**
Stagg's Music Shoppes, 204 E. Main St. Tel: 364-5941. Owner: L. R. Stagg; Mgr.: Mrs. L. B. Stagg. Buyers: Singles, Mrs. Denora Lormand; Albums, Mrs. L. B. Stagg. Branch: Lafayette, La.

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- **NEW ORLEANS (Area Code 504)**
One Stop Rec. Shop, 350 S. Rampart St. Tel: 524-3372. Owner: Joe Assunto.
Operators, 4006 Eden St. Zip: 70125. Tel: 822-4332, 1418. Owner & Mgr.: Jack Bernard. Buyer: Singles & Albums, Jack Bernard.
- **SHREVEPORT (Area Code 318)**
STAN'S REC. SERV., 728 Texas St. Tel: 422-7182. Owner: Stanley J. Lewis; Mgr.: Ronnie Lewis. Buyers: Singles & Albums, Ronnie Lewis, Pete Pizzaloto, Max Walker. (SEE ADVERTISEMENT)
- **VILLE PLATTE (Area Code 318)**
Floyd's Rec. Shop, PO Box 506. Zip: 70586. Tel: 363-2138. Owner & Mgr.: Floyd Soileau. Buyers: Singles, Floyd Soileau; Albums, Ray Lafleur.

MAINE

- **PORTLAND (Area Code 207)**
New England Rec., 212 Anderson St. Tel: 774-5362. Mgr.: Louis W. Spear.
Portland Rec., 84 W. Cove. Tel: 772-6551. Pres.: J. C. Boyd; Mgr.: C. Roy Rice. Buyer: Singles & Albums, C. Roy Rice.

MARYLAND

- **BALTIMORE (Area Code 301)**
Ellis Dist., 5216 Fairlawn Ave. Zip: 21215. Tel: 367-0700, 0701. Pres.: Edgar H. Ellis.
Musical Sales, 134 W. Mt. Royal Ave. Zip: 21201. Tel: VE 7-5757. Owner: Milt Bereson; Mgr., Joe Sadler. Buyers: Singles, Joe Sadler; Albums, Milt Bereson.
New Deal, 1601 Guilford Ave. Tel: 837-2774. Mgr.: Ronald Bollon.
Branches: Los Angeles, Calif.; Chicago, Ill.; Detroit, Mich.; Long Island City, N.Y.
One Stop Rec. Serv., 2580 McCulloh St. Tel: NO 9-6100. Mgr.: Nathan Barnett.
REDISCO, 1815 Guilford Ave. Tel: 727-6420. Mgr.: Oscar Buchman. (SEE ADVERTISEMENT)
Wollman Music Store, 233 S. Broadway. Tel: OR 5-7990.
Your Super Music, 570 N. Gay St. Zip: 21202. Tel: BR 6-3770.
- **PIKESVILLE (Area Code 301)**
Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145, 4031. Pres.: Sam Anoff.

MASSACHUSETTS

- **BOSTON (Area Code 617)**
Boston Rec. Dist., 150 Vernon St. Tel: 442-2345, 2346. Owner: Jerry Flatto. Buyers: Singles, Tim Melanson; Albums, Jerry Flatto.
Circle Dist., 75 N. Beacon St. Zip: 02134. Tel: 782-8800.
Dick's Rec., 1355A Washington St. Zip: 02118. Tel: LI 2-8380. Owner: Richard L. Mitchell; Mgr.: Richard Peach. Buyer: Singles & Albums, R. Peach.
Disco, 37 Fremont St., Somerville. Tel: 625-8985. Mgr.: Ken Stevens. Buyers: Singles, Gabriel Margolis; Albums, Fred Traub.
Branch: 141 Milk St. Tel: 423-4840. Mgr.: Fred Traub.

Record Wholesalers of New England, 157 Washington St., Dorchester. Tel: 288-5700. Sales Mgr.: Fred Furphy.

Branch: San Francisco, Calif., Nor-Cal One Stop. W S Music Dist., 126 Lincoln St., Brighton. Tel: 254-4040. Owner: William Schwartz; Mgr.: Elliot E. Stone. Buyer: Singles & Albums, Elliot Stone.

• **FALL RIVER (Area Code 617)**
Somerset, 203 Plymouth Ave. Tel: 678-8336. Owner: Louis Freedman; Mgr.: William Greenblatt. Buyer: Singles & Albums, Louis Freedman.

• **NEEDHAM HEIGHTS (Area Code 617)**
Lesley Sales, 330 Reservoir St. Zip: 02194. Tel: HI 4-3803. Owner: A. L. Levine.

• **WOBURN (Area Code 617)**
One Stop, 30 Nashua St. Tel: 933-6290.

MICHIGAN

• **BAY CITY (Area Code 517)**
Lucky's Rec. Shop, 713 E. Midland St. Zip: 48707. Tel: TW 2-0116. Owner: Frank J. Pepp.

• **CHARLOTTE (Area Code 517)**
Martens Mobile Rec. Serv., 2256 W. Lawrence. Zip: 48813. Tel: 543-3313. Owner: Charles Martens.

• **DEARBORN (Area Code 313)**
MARTIN & SNYDER, 13200 W. Warren Ave. Tel: LU 2-5850. Mgr.: Chet Kajeski. (SEE ADVERTISEMENT)

• **DETROIT (Area Code 313)**
Angott Sales, 2616 Puritan. Tel: UN 4-0773. Mgr.: Ron Rogers.

Cadet Dist., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin. Buyers: Singles, Leo Cheslak; Albums, Al Truax.

continued on page 114

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New Deal Rec. Serv., 15329 Livernois Ave. Tel: 863-2225. Owner: Al Levine & Lou Klayman; Mgr.: Dave Lasher. Buyers: Singles, Ken Corbielle; Albums, Dave Lasher.

Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Long Island City, N.Y.
State Song Shop, 3419 Chrysler. Tel: TE 3-5299.

• **ESCANABA (Area Code 906)**
S & G Dist'g, 1111 N. 16 St. Zip: 49829. Tel: 786-1111. Owner: Sam B. Mills.

• **GRAND RAPIDS (Area Code 616)**
Record City, 41 S. Division. Tel: 459-4549. Owner: Gordon Darrah.

MINNESOTA

• **MINNEAPOLIS (Area Code 612)**
Acme Music Serv., 321 Plymouth Ave. N. Zip: 55411. Tel: 333-7221. Opns. Mgr.: L. Ruegemer. Buyers: Singles, Bill Williams; Albums, S. M. Vanyo.

All Rec., 7600 Wayzata Blvd. Tel: 332-8026. Mgr.: Sandy Sanderson.

Brown Bros., 2321 Washington Ave. N. Zip: 55411. Tel: 522-6648. Owner: Ray Brown.

Dart Rec., 730 Lyndale Ave. N. Tel: 374-3422. Owner: Jack A. Taylor; Mgr.: Richard J. Daly. Buyers: Singles, Irv Gorsen; Albums, Dick Daly. Branches: Des Moines, Iowa; Omaha, Neb.

Sam Sales, 321 Plymouth Ave. N. Tel: 332-7131. Ext. 261. Opns. Mgr.: L. Ruegemer. Buyers: Singles, Bill Williams; Albums, S. M. Vanyo.

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ORIGINAL ONE STOP REC. SERV., 3230 Roanoke Rd. Tel: LO 1-8076. Pres.: Ed Ockel; Mgr.: Neva Cessnun.

Branches: Decatur, Ill.; St. Louis, Mo. (SEE ADVERTISEMENT)

• **ST. LOUIS (Area Code 314)**
L & R Dist'g, 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot. ORIGINAL ONE STOP REC. SERV., 2721 Pine St. Zip: 63103. Tel: JE 5-4172. Contact: Lee Davis. Branches: Decatur, Ill.; Kansas City, Mo. (SEE ADVERTISEMENT)

Pat's One Stop Rec. Serv., 1911 Washington. Zip: 63103. Tel: CE 1-2074. Mgr.: Pat Blunda.

Record Van Original Mobile, PO Box 6391, 2025 E. Grand. Zip: 63107. Tel: CH 1-5976. Pres.: Don Ruehman.

Uptown Music, 617 N. Kings Hwy. Tel: FO 7-2602. Pres.: Harry Brockman.

NEBRASKA

• **OMAHA (Area Code 402)**
Dart Rec., 2500 Harney St. Tel: 342-1545. Owner: Jack A. Taylor; Mgr.: George Shearer. Buyer: Singles & Albums, George Shearer.

Branches: Des Moines, Iowa; Minneapolis, Minn. Davidson's, 1214 Farnam. Tel: 341-4088. Owner: M. S. Davidson; Mgr.: Pete G. Poulos. Buyer: Singles & Albums, Pete Poulos.

Branches: Wichita, Kan.; Kansas City, Mo. Lieberman's, 809 S. 26 St. Tel: 341-3056. Mgr.: Evelyn Dalrymple.

NEVADA

• **RENO (Area Code 702)**
Ranchito Dist'g, 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Owner & Mgr.: Darwin Jones. Buyer: Singles & Albums, Darwin Jones.

NEW HAMPSHIRE

• **MANCHESTER (Area Code 603)**
Manchester Music, 62 Lowell St. Tel: 669-5320. Owner: Irving Taube; Mgr.: Alfred Bergeron. Buyer: Singles & Albums, Ruth Demers.

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• **ELIZABETH (Area Code 201)**
Able Rec. Sales, 730 Division St., Seeburg Bldg. Tel: 351-6660. Mgr.: Anthony Villanova. Melody Shop, 1172 Elizabeth Ave. Tel: EL 3-0308.

• **HACKENSACK (Area Code 201)**
"Oldies Unlimited," 304 Main St. Zip: 07601. Tel: DI 3-8285. Pres.: Karl M. Olsen. Relic Rack, 136 Main St. Tel: 342-4848. Owner: Ed Gries; Mgr.: Wayne Stierle. Buyers: Ed Gries & Wayne Stierle.

- **NEWARK (Area Code 201)**
Belmont Rec., 268 15 Ave. Zip: 07103. Tel: MA 2-1936. Prop.: Frank Gottlieb.
Ideal Rec. Prods.-Ramar Sales, 357 Lyons Ave. Tel: WA 3-6333. Pres.: Samuel Kennholtz.
NEW JERSEY, 175 Clinton Pl. Tel: 923-6472. Owner: Joe Martin; Mgr.: Angela Pompeo. Buyer: Singles & Albums, Ed Gries. (SEE ADVERTISEMENT)
Red Top, 261 S. Orange Ave. Tel: MI 3-9807. Pres.: Ralph Giacobbe.
SERVICE ONE STOP DIST., 16 Fenwick St. Tel: 243-8700. Owner: Irv Cohen; Mgr.: Ralph Schechtman. Buyers: Singles, Ralph Schechtman; Albums, Frank Di Marsico.
Branch: Springfield, N.J. (SEE ADVERTISEMENT)
- **ROCHELLE PARK (Area Code 201)**
Garden State Rec. Dist. (div. of Interstate Rec. Dist.), 6B W. Passaic St. Tel: 843-2670. Owner: M. G. Wells. Buyers: Singles B. Kobrin; Albums, Stan Sterling.
Branch: New York, N. Y., New York Rec. Dist.
- **SPRINGFIELD (Area Code 201)**
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J-S Rec. Dist'rs, 98 Everett Rd. Zip: 12205. Tel: 489-5446. Owner: Joe Spence; Gen. Mgr.: Tom Ryan.
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Almor Playtime, Wallins Corners Rd. Tel: VI 2-2500. VP: Albert A. Hyman.
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Buffalo, 959 Main St. Tel: TT 2-0427. Owner: Steve Brodie.
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CONSOLIDATED ONE-STOP OF NEW YORK, 315 W. 47 St. Zip: 10019. Tel: PL 7-8140. Mgr.: Elliot Blaine. (SEE ADVERTISEMENT)
Eastern Rec. Sales, 666 10th Ave. Zip: 10036. Tel: CI 5-9469. Mgr.: Murray Lefkoff.
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Hector, 48 W. 22 St. Zip: 10010. Tel: CH 2-1989. Sales Mgr.: Stan Cumberpatch.
Independent Rec. Promos., 258 W. 18 St. Zip: 10011. Tel: YU 9-8644. Pres.: Larry Guttenplan.
King Karol, 444 W. 42 St. Tel: BR 9-2342. Owner: Ben Karol.
New Deal, 45-18 Court Sq., Long Island City. Tel: ST 6-4263. Mgrs.: Al Levine & Lou Klayman; Nat'l Sales Mgr.: Pete Hyman; Gen. Mgr.: Morris Weissman.
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore Md.; Detroit, Mich.
New York Rec. Dist. (div. of Interstate Rec. Dist.), 15 W. 20 St. Zip: 10011. Tel: YU 9-2255. Owner: Manny G. Wells; Mgr.: Mac Goldstein.
Branch: Rochelle Park, N. J., Garden State Rec. Dist.
One-Stop Serv., 133 E. 84 St. Tel: 288-4338.
Raymar Sales, 170-21 Jamaica Ave., Jamaica. Tel: OL 8-4012.
Record Shack, 2132 Second Ave. Tel: EN 9-8600. Mgr.: Edward Portnoy. Buyer: Albums, Larry Sonin.
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• **ROCHESTER (Area Code 716)**
Rochester (div. of Transcontinental Rec. Sales), 213 Monroe Ave. Zip: 14607. Tel: 454-6968. Owner: Leonard Silver; Mgr.: Philip P. Martin. Buyer: Singles & Albums, Philip P. Martin.

Star, 17 Clinton Ave. N. Tel: 454-4635. Owner & Mgr.: John Schreiber. Buyer: Singles & Albums, John Schreiber.

• **SYRACUSE (Area Code 315)**
Syracuse, 333 W. Fayette St. Tel: GR 6-4019. Owner & Mgr.: Ralph La Rosa. Buyer: Singles & Albums, Ralph La Rosa.

• **WILLISTON PARK, L. I. (Area Code 516)**
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Northern Rec. Sales, 2006 Prospect Ave. Tel: 781-7080. Pres.: J. George Freeman.
Stark Rec., 2797 Hamilton Ave. Zip: 44114. Tel: 621-1119. VP: Charles Murray.

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Phil's, 705 N.W. Fourth St. Tel: CE 5-0771. Pres.: Phil Burlingame.

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Broadcast Rec. Dist., PO Box 223. Tel: LU 4-3823. Owner: Kenneth A. Green.
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Sixth Ave. Rec. & Hi Fi, 511 S.W. Sixth Ave. Zip: 97204. Tel: CA 6-3656.

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D & H, 2525 N. Seventh St. Tel: 236-8001. Mgr.: David Press. Buyer: Singles & Albums, Endo Corsetti.

• LEHIGHTON (Area Code 215)

Green's Recs., 127 S. First St. Zip: 18235. Tel: 377-1854. Mgr.: George Hunsicker.

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AMERICAN REC. SALES, 1242 W. Girard Ave. Zip: 19123. Tel: PO 9-3900. Pres.: W. R. Buster Jr. (SEE ADVERTISEMENT)

Eastern, 334 N. Broad. Zip: 19102. Tel: LO 4-4415. Mgr.: Ray Pettola.

I. J. Morgan, 511 N. Broad. Tel: WA 5-7535. Owners: Irv Perlman & Jerry Rosen; Mgr.: Joe Masci. Buyers: Singles, Mary Picano; Albums, Art Pernie.

Oldies But Goodies Land, PO Box 2902. Zip: 19126. Tel: WA 7-0253. Pres.: M. Adler.

Williams, B17 N. Broad St. Tel: CE 2-2020. Owner: Sid Williams.

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Empire Dist'g, 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Pres.: S. R. Canterman. (promotional albums)

Klein's Logan Variety Store, 2111 Centre Ave. Tel: 261-6176. Pres.: Isadore Klein.

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One Stop Rack Serv., 1704 Fifth Ave. Tel: 261-3340. Regal Rec., 1601 Fifth Ave. Zip: 15219. Tel: 471-6770. Owner: Herbert S. Cohen; Mgr.: Don Bray.

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Dee Jay, 528 Main St. Tel: 421-3211.

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Barnes Rec. Dist., 13 W. White St. Tel: 645-2321. Prop: William Barnes.

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Savitz, 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Singles & Albums, Susan Hagen.

South Carolina, 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth. Buyer: Singles & Albums, Susan Hagen.

• CHARLESTON (Area Code 803)

Fox, 537 King St. Tel: 722-0511. Owner & Mgr.: Harold I. Fox. Buyer: Singles & Albums, Harold I. Fox.

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• CHATTANOOGA (Area Code 615)

Jack's Music Shop, 906 Market St. Tel: 266-8554. Owner: Lucille Huffaker.

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Continued from page 110

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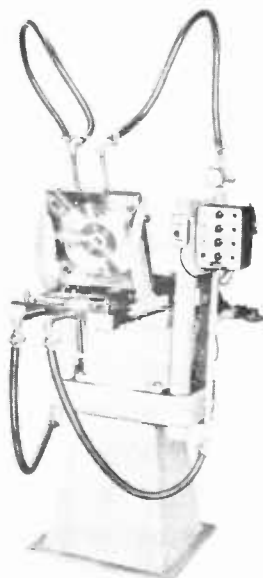
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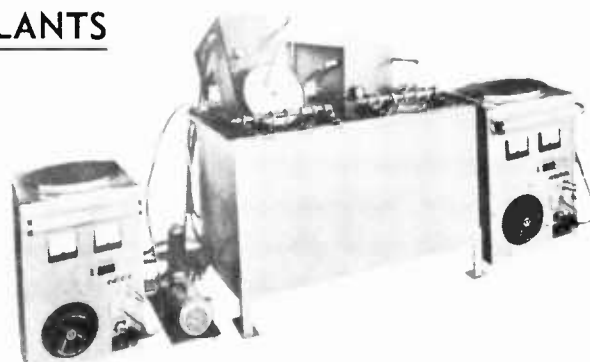
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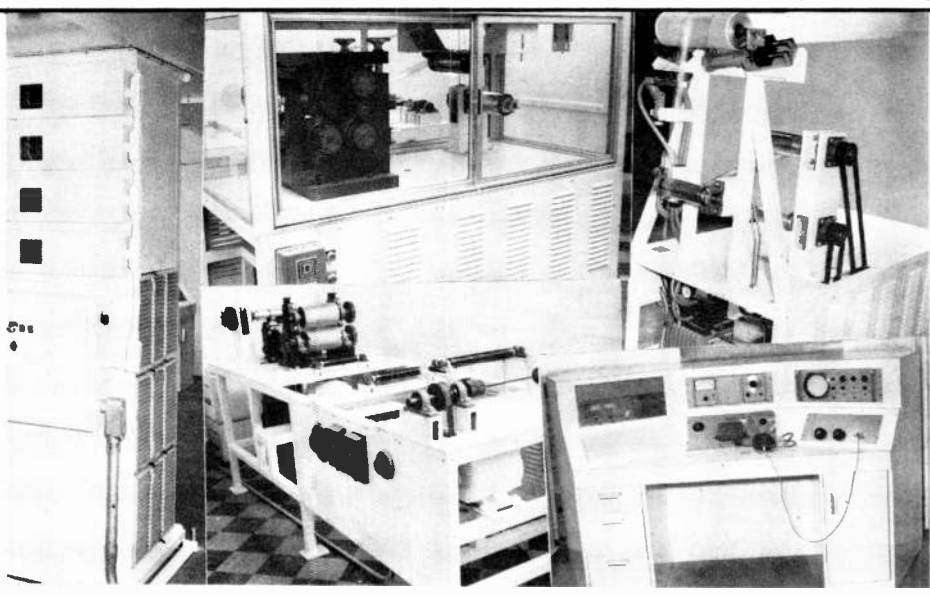
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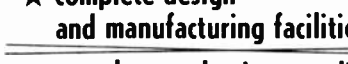
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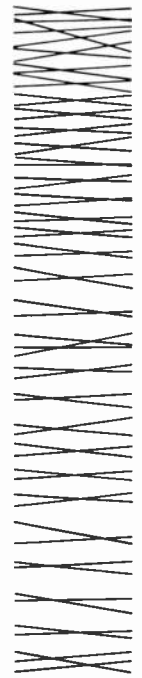
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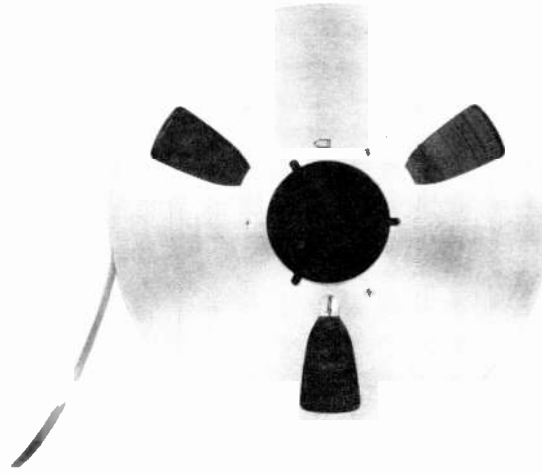
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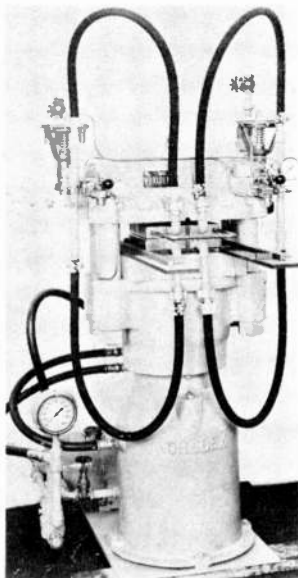
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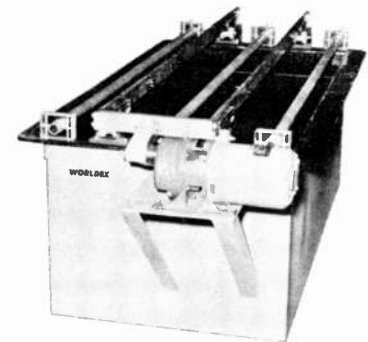
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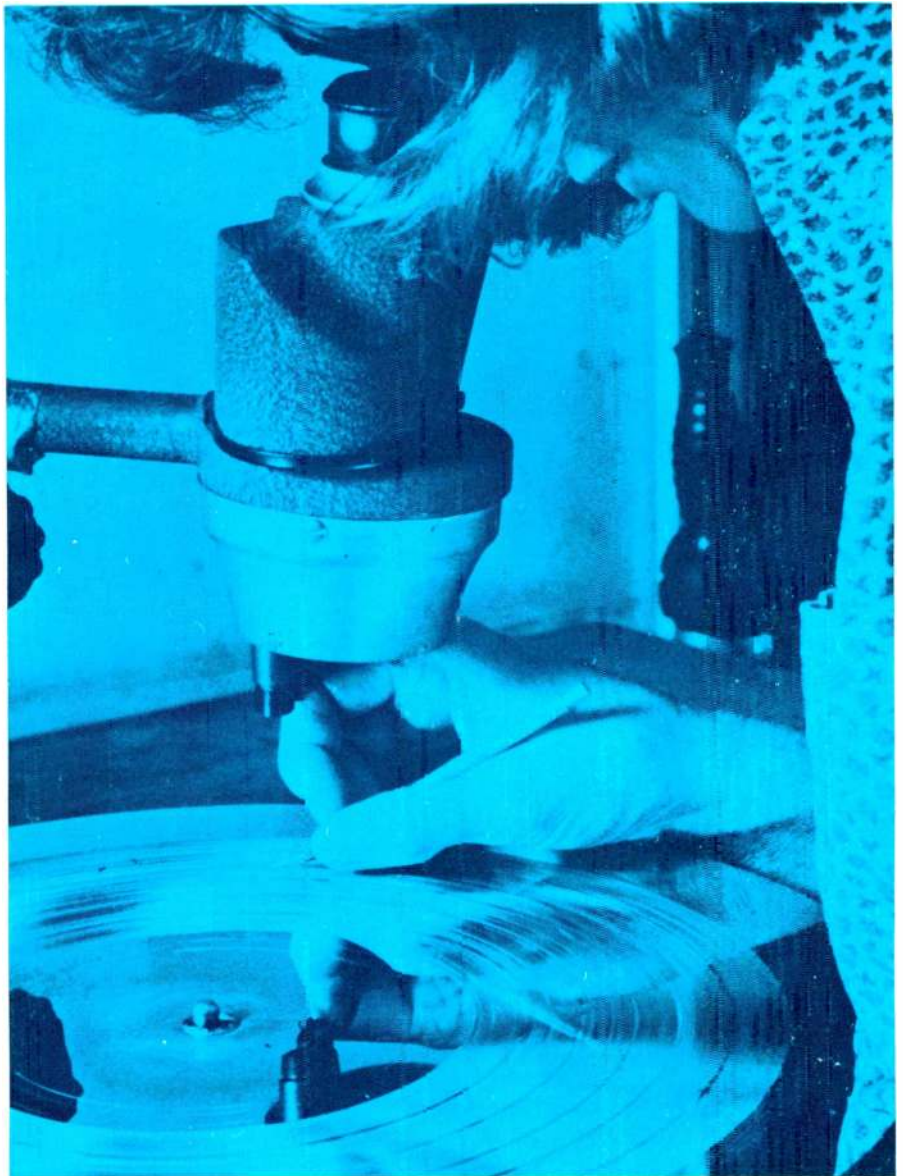
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World Radio History

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ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33128. Tel: 757-1626. (SEE ADVERTISEMENT)
ARTREC, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. (SEE ADVERTISEMENT)
Miami Rec., 2819 N.W. Seventh. Zip: 33127. Tel: NE 5-7925.
Southeastern Rec. Mfg., 150 W. 29 St., Hialeah. Tel: 888-7411.

● **TAMPA** (Area Code 813)
Fuller Recs. (div. Charles Fuller Prod'ns), PO Box 10513. Zip: 33609. Tel: 839-5471. Contact: John Brumage.

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● **DECATUR** (Area Code 404)
National Rec'g, 2871 E. Ponce de Leon Ave. Tel: 378-2379.

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● **CHICAGO** (Area Code 312)
Apex Rec., 2009 W. 69 St. Zip: 60636. Owner: Sunny Sawyer.
Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000.
International Rec'g Co. (IRC), 5619 Division St. Zip: 60651. Tel: 378-4848.
MIDWEST, 7007 S. Wentworth Ave. Tel: ST 3-4150. (SEE ADVERTISEMENT)
Musical Prods., 521 W. 26 St. Tel: 326-1052.
R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Zip: 60611. Tel: WH 4-3215.

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SUPERIOR PLASTICS, 748 Camp St. Zip: 70130. Tel: 523-7474. Contact: Barbara Ann Richardson. (SEE ADVERTISEMENT)

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● **OWOSSO** (Area Code 517)
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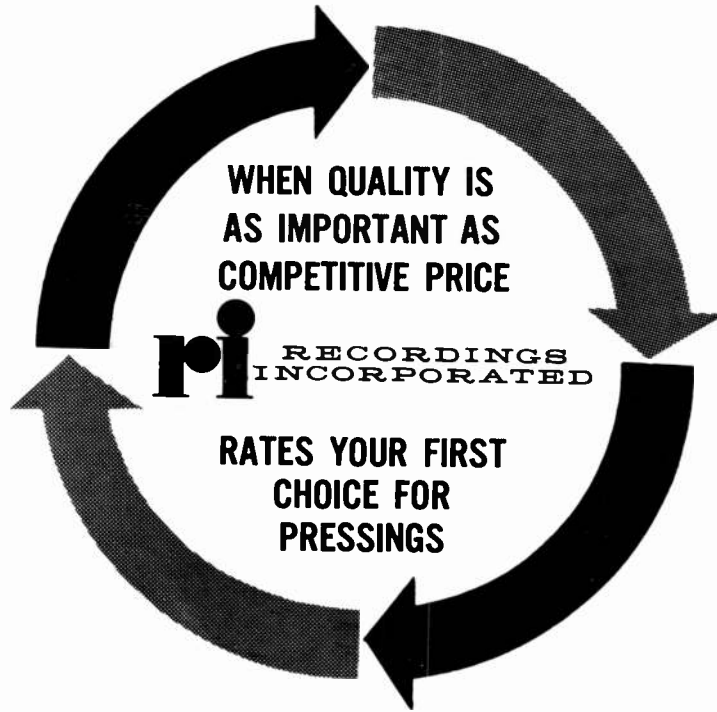
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United, 111 New Jersey Railroad Ave. (see N.Y.C.).
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- R C A Custom Rec. Sales, 155 E. 24 St. Tel: MU
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- Record Promo., 130 W. 42 St. Tel: PE 6-0936.
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- United, 1650 Broadway. Tel: CI 5-0022 (see Newark,
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National Rec'g, 2871 E. Ponce De Leon Ave. Tel: 378-2379.

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● **CHICAGO (Area Code 312)**
Argus Audio, 3505 N. Ashland. Tel: EA 7-8989.
Audio-Craft, 11359 S. Lohair. Tel: BE 3-4717.
Audio Spectrum (div. of Transit Play), 777 S. Tripp. Tel: 826-4813.

● **Balkan, 6917 W. Cermak Rd., Berwyn. Boulevard, 632 N. Dearborn St. Tel: WH 4-2752. C & L, 4140 W. 56 Pl. Tel: LU 5-3340.**

● **Century Rec., 303 Pine Prospect Heights. Tel: 392-0919.**

● **Chess Rec., 2120 S. Michigan. Tel: CA 5-2770. Chicago Sound Studios, 4849 N. Western. Tel: 728-2966.**

● **Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000.**

● **Concertapes Studios, 1010 Central Wilmette. Tel: AL 6-0680.**

● **Crystal Studios, 36 W. Randolph. Tel: DE 2-2065. Delta Recs., 4304 W. Fullerton. Tel: DI 2-7337.**

● **Filmack Studios, 1327 S. Wabash. Tel: HA 7-4855. Globe, 230 N. Michigan. Tel: RA 6-0126. Mgr.: Don Lavery.**

● **International Rec'g Co. (IRC), 5619 W. Division St. Zip: 60651. Tel: 378-4848.**

● **Jay Jay, 2454 S. Kedzie Ave. Tel: 762-6000. Joy, 111 E. Ontario. Tel: 337-8055.**

● **M B S, 228 S. Wabash. Tel: WE 9-0866. Morrison Sound Studio, 2011 W. 69. Tel: 925-6810.**

● **Norelco-Audio Video Prods., 1043 E. 95. Tel: 731-4404.**

● **Parliament, 3547 W. Madison. Tel: 638-6851. R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Tel: WH 4-3215.**

● **Rapid Recs., 410 S. Michigan. Tel: WA 2-0079. Recordings Unlimited, 64 E. VanBurn. Tel: 922-2340.**

● **Sheldon, 1725 N. Wells. Tel: 664-7734. Sonic Film, 1230 W. Washington. Tel: CH 3-2600.**

● **Sound Studios, 230 N. Michigan. Tel: 236-4814. Stereo-Sonic, 226 S. Wabash. Tel: 922-0132.**

● **Tono-Tape Duplicating, 46 E. Walton. Tel: 642-6465. Universal, 46 E. Walton. Tel: MI-2-6465.**

● **Vantage, 1849 W. 107 St. Zip: 60643. Tel: 335-1109. Cable: VANTAGE.**

● **Webb, 812 N. Dearborn. Tel: 664-0705. Zenith Cinema Serv., 3252 W. Foster. Tel: 478-2103.**

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I T, 423 S. 16. Zip: 62301. Tel: 223-7346.

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● **LOUISBURG (Area Code 913)**
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● **WICHITA (Area Code 316)**
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● **S T A, 227 15a, PO Box 11372. Zip: 67211. Tel: AM 7-3275.**

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● **Sambo Sound Studio, 9912 Taylorsville Rd. Zip: 40299. Tel: 267-5466. Contact: Tim Tyler.**

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- Ernstrat Prod'ns, 15305 Livernois. Zip: 48238. Tel: 861-5651.
- GOLDEN WORLD**, 3246 Davison W. Tel: 833-7843. (SEE ADVERTISEMENT)
- Master, 8325 Joy Rd. Tel: 935-9709.
- Recordland, 13673 Wales. Zip: 48237. Tel: LI 2-2338.
- Tri-Sounds, 11825 Hamilton, Highland Park. VP: Major Reynolds.

- **NEW HAVEN** (Area Code 313)
Sound, Inc., 56880 North Ave. Tel: 749-3225.

- **STEVENSVILLE** (Area Code 616)
Wildwood, PO Box 39. Pres.: Jerry Kohlert.

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- **DULUTH** (Area Code 218)
Star, 1615 London Rd. Zip: 55812. Tel: 728-4208.
- **MINNEAPOLIS** (Area Code 612)
Dove, 9358 James Ave. S. Zip: 55431. Tel: 888-4459. Pres. & Gen. Mgr.: Donald H. Peterson.
- Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.

- **ST. PAUL** (Area Code 612)
E M C, 180 E. Sixth St. Zip: 55101. Tel: 227-7366.

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- **JACKSON** (Area Code 601)
Mac, 328 O'Ferrall Ave. Zip: 39209. Tel: 355-9450 & 354-3127.

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Sonovue, PO Box 104. Tel: 864-8911. Co-owners: John N. Blackburn & Pewee Maddux.

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- **LINCOLN** (Area Code 402)
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- **LAS VEGAS** (Area Code 702)
United, 3143 Industrial Rd. Tel: 735-7131.

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Strafford Rec., PO Box 599. Zip: 03824. Tel: 742-2041. A&R: Russ Hamm; Sales Mgr.: Curt Bean.

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Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

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Double Echo, 14 Magnolia St.

- **CAMDEN** (Area Code 609)
Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg.), 1558-1570 Pierce Ave. Zip: 08105. Tel: 963-3000. VP & Sales: David H. Goodman.

- **TOTOWA BOROUGH** (Area Code 201)
Sim-O-Rama Sound Serv., 572 Union Blvd. Zip: 07512. Tel: 274-6772. Owner: Tony Simonetti.

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- **ALBUQUERQUE** (Area Code 505)
Count, 227 Sierra S.E. Zip: 87109. Tel: 255-8425. Mgr.: John Wagner.
- LaVetta, 2037 Alvarado N.E. Zip: 87110. Tel: 268-8405. Mgr.: Lindy Blaskey.

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- A & R, 112 W. 48th St. Tel: JU 2-1070. (SEE ADVERTISEMENT)

- Ality, 5914 Fifth Ave., Brooklyn. Zip: 11220. Tel: HY 2-7771.

- Allegro Sound, 1650 Broadway.
- Artcraft, 285 E. 49 St., Brooklyn. Tel: PR 8-5150.
- Associated, 723 Seventh Ave. Tel: CI 5-7640.

- Bell Sound, 237 W. 54 St. Zip: 10019. Tel: JU 2-4812.

- BelTone, 4 W. 31 St. Tel: OX 5-1055.
- Capitol, 151 W. 46 St. Tel: JU 2-8040.

- Dick Charles Rec'g Serv., 729 Seventh Ave. Tel: JU 2-7920.

- R D Cortina, 136 W. 52 St. Tel: JU 2-3845.
- Cue, 117 W. 46 St. Tel: PL 7-3641.

- Fine, 118 W. 57 St. Tel: CI 5-6969.
- International, 264 W. 35 St. Tel: CH 2-1455.

- Jaysina, 143 W. 51 St. Zip: 10009. Tel: CI 6-9400.
- Knickerbocker Sound, 146 W. 47th St. Tel: LT 1-9270.

- LONGMARK PROD'NS, 1674 Broadway, Suite 703. Zip: 10019. Tel: 245-9709. (see Utica, N. Y.). (SEE ADVERTISEMENT)

- Madison Sound, 12 E. 44 St. Tel: YU 6-3970.

- Mastertone, 130 W. 42 St. Tel: WI 7-2940.
- Nola, 111 W. 57 St. Tel: JU 2-1417 & JU 6-0040.

- Olmsted, 1 E. 54 St. Tel: PL 1-0890.
- R C A Custom Rec. Sales, 155 E. 24 St. Tel: MU 9-7200.

- Recording Studios, 1639 Broadway. Tel: PL 7-8855.
- Regent, 25 W. 56 St. Tel: CI 5-2630.

- Richcraft, 1706 Flatbush Ave., Brooklyn. Zip: 11210. Tel: ES 7-1664.

- Stereo Sound, 238 E. 26th St. Tel: MU 3-5240.
- Studio 76, 1650 Broadway. Tel: CI 7-6010.

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Finch, 3250 Harvey Ave. Zip: 45229.
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Mega-Sound, 1403 First Nat'l Bank Bldg. (see Dayton, Ohio.)
Shad O'Shea, 2570 Harrison Ave. Tel: 481-6877.
Rite Rec. Prod'ns, 9745 Lockland Rd. Tel: 761-8844.
Saxony, 3014 Woodburn. Zip: 45206. Tel: 861-7554
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CLEVELAND, 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Pres: Frederick C. Wolf; VP: Kenneth R. Hamann. (SEE ADVERTISEMENT)
- KELMAR, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel. (SEE ADVERTISEMENT)

- Pama, 4991 Osborn Rd. Tel: 581-0661.
Szappanos, 3046 E. 123 St. Zip: 44120. Tel: 561-5524.
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Way-out, 1850 E. 55 St. Zip: 44104. Tel: EN 1-7918.
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Mega-Sound, 49 Heid Ave. Zip: 45404. Tel: 233-6904. Gen. Mgr.: Floyd Whited (see Cincinnati, Ohio).
- **HAMILTON (Area Code 513)**
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Process Rec., 439 Wiley Ave. Zip: 16323. Tel: 432-4633.
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Impact, 7102 1/2 Castor Ave. Zip: 19149. Tel: FI 2-8760. Pres.: Anthony Schmidt.
Virtue, 1618 N. Broad St. Zip: 19121. Tel: PO 9-9479. Pres.: Frank Virtue.
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United Rec. Serv., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9898.
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R C A Custom Rec. Sales, 800 17 Ave. S. Tel: AL 5-5781.

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Sellers, 2102 Jackson. Tel: RI 1-5836.
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Star, 102 Texas at Oregon. Tel: 533-7282. Contact: Joe Gillman.
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Delta Rec'g Ctr., PO Box 9428, 910 Currie St. Zip: 76107. Tel: ED 2-3821.
Oakridge, 2001 Elton Rd. Tel: TE 8-6608.
Sound City, 1705 W. Seventh St. Tel: ED 5-9511.
- **HOUSTON (Area Code 713)**
Ferrer, 46 Berry Rd. Tel: OX 7-8904.
- **McALLEN (Area Code 512)**
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Southern Rec. Serv., 506 W. Hildebrand Ave. Tel: PE 3-1721. Mgr.: Jack Bond.
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.
Texas Sound, 506 W. Hildebrand Ave. Tel: PE 3-1721.
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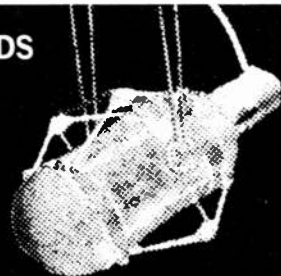
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Ampex, 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2911. Sales Mgr.: R. Owens.

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Audio Devices, 235 E. 42 St., New York, N. Y. 10017. Tel: (212) MU 7-0800. Sales Mgr.: H. Kornbrodt.

Chief products: Discs, needles, tape, cartridges.

Ballantine Labs., PO Box 97, Fanny Rd., Boonton, N. J. 07005. Sales Mgr.: F. Zayac.

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R T Bozak, PO Box 1166, Darien, Conn.; 587 Connecticut, Norwalk, Conn. Tel: (203) 838-6521.

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Chief products: General audio equip.

Cinema, 1100 Chestnut St., Burbank, Calif. 91503. Tel: (213) 849-5511. Sales Mgr.: P. Hotchkiss.

Chief products: General audio equip.

Concertone, 9731 Factorial Way, South El Monte, Calif. 91733. Tel: (213) GI 3-3211. Sales: Bernard Kaufman.

Chief products: Tape recorders.

Concord Electronic, 1935 Armacost Ave., West Los Angeles, Calif. 90025. Tel: (213) 478-2541.

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General Electric (admin. offices), 570 Lexington Ave., New York, N. Y. 10022. Tel: (212) PL 1-1311.

Consumer Electronics Div., Television Receiver Dept., Electronics Park, Syracuse, N. Y. 13201.

Tel: (315) 456-0123. Mktg. Mgr.: Steven R. Mihalic.

Radio Receiver Dept., 1001 Broad St., Utica, N. Y. 13501. Tel: (315) SW 7-0750. Mktg. Mgr.: John S. Chamberlin.

Audio Products Dept., 2200 N. 22 St., Decatur, Ill. 62525. Tel: (217) 428-4311. Mktg. Mgr.: Jack L. Hunter.

Chief products: General audio equip.

General Radio, 22 Baker Ave., West Concord, Mass. 01780. Tel: (617) EM 9-4400. Sales Mgr.: W. Saylor.

Chief products: Test equip.

Harvey Radio, 103 W. 43 St., New York, N. Y. 10036. Tel: (212) JU 2-1500. Sales Mgr.: Ronald Coll.

Chief products: Recording consoles.

Hewlett-Packard, 1501 Page Mill Rd., Palo Alto, Calif. 94304. Pres.: D. Packard.

Chief products: Electronic test instruments.

I T T Cannon, 3208 Humbolt St., Los Angeles, Calif. 90031. Tel: (213) 225-1251. Pres.: J. Yunker.

Chief products: Plugs, accessories.

K L H Research & Development, 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 547-3815. Sales Mgr.: S. Pressman.

Chief products: Speakers, phonographs.

Koss Electronics (Rek-o-Kut), 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-9442. Sales Mgr.: G. Cornehl.

Chief products: Turntables, headphones.

Lane Electronics, 507 Fifth Ave., New York, N.Y. 10017. Tel: MU 2-7147. Pres.: Lon Lang.

Chief products: Tape duplicating systems.

Langevin, 503 S. Grand Ave., Santa Ana, Calif. Tel: (714) 546-8830. Sales Mgr.: R. Kuri.

Chief products: General audio equip.

James B. Lansing Sound, 3249 Casitas Ave., Los Angeles, Calif. 90039. Tel: (213) NO 5-4101. Pres.: W. Thomas.

Chief products: Speakers, amplifiers.

Magnecord (see Midwestern Instrument).
McIntosh Lab., 2 Chambers St., Binghamton, N. Y. 13903. Tel: (607) 723-5491. Sales Mgr.: G. Gow.

Chief products: Amplifiers, receivers.
Midwestern Instrument (Magnecord), PO Box 7509, 41 St. & Sheridan Rd., Tulsa, Okla. 74105. Tel: (918) NA 7-1111. Sales Mgr.: James Arrington.

Chief products: Tape recorders.

Norelco, Prof. Sound Prods. Div., 100 E. 42 St., New York, N.Y. 10017. Tel: OX 7-3600.

Chief products: Microphones.

Pickering, 101 Sunnyside Blvd., Plainview, L. I., N. Y. 11803. Tel: (516) OV 1-0200. Sales Mgr.: C. Bennett.

Chief products: Stylus cartridges.

Pultec (Pulse Techniques), 1411 Palisades Ave., West Englewood, N. J. Tel: (201) TE 7-2575.

Chief products: General audio equip.

Radio Corp. of America (RCA), Front & Cooper Sts., Camden, N. J. Tel: (609) WO 3-8000. Sales Mgr.: E. Tracy.

Chief products: General electronic equip.

Reeves Soundcraft, Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Sales: George Petetin.

Chief products: Tapes, discs.

Reevesound, 35-54 36 St., Long Island City, N. Y. Tel: (212) 729-5100. Sales Mgr.: Adolph Schuster.

Chief products: Magnetic recording studio equip.

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Scope Electronics (EMI), 470 Park Ave. S., New York, N. Y. 10016. Tel: (212) 889-6800. Sales Mgr.: Murry Rosenberg.
Chief products: Recorders, speakers, amplifiers.

H H Scott, 111 Powder Mill Rd., Maynard, Mass. Tel: (617) 897-8801. Sales Mgr.: E. Dyett Jr.
Chief products: Amplifiers, speakers, receivers.

Scully Rec'g Instruments, 480 Bunnell, Bridgeport, Conn. Tel: (203) 335-5146. Contact: Lawrence J. Scully.
Chief products: Recording instruments & lathes, tape machines.

Sennheiser Electronic, 500 Fifth Ave., New York, N. Y. 10036. Tel: (212) LO 4-0433. Pres.: Thomas Schillinger.
Chief products: Microphones, transformers.

Sherwood Electronic Labs., 4300 N. California Ave., Chicago, Ill. 60618. Tel: (312) IR 8-7300. Sales Mgr.: A. Fields.
Chief products: Amplifiers.

Shure Bros., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000.
Chief products: Headphones, playback cartridges, microphones, preamplifiers.

Sony (see Superscope).

Stanton Magnetics, Terminal Dr., Plainview, L. I., N. Y. Tel: (516) 681-0200. N.Y.C. Tel: (212) HI 5-0063. Sales Mgr.: Tom Donohue.
Chief products: Stylus cartridges, tone arms, turntables.

Superscope (Sony), 8150 Vineland Ave., Sun Valley, Calif. 91353. Tel: (213) 875-0810. Sales Mgr.: Fred Tushinsky.
Branch: Woodside, Queens, N. Y. 37-09 56 St. Zip: 11377. Tel: (212) 446-7227. VP Sales: Ellis G. Rosen.
Chief products: Recorders, tapes, microphones.

3 M, 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.
Chief products: Tapes, recorders.

United Transformer, 150 Varick St., New York, N. Y. Tel: (212) AL 5-3500. Sales Mgr.: H. Russell.
Sound Div., 809 Stewart Ave., Garden City, L. I., N. Y. 11533. Tel: (516) CH 8-6404. Sales Mgr.: P. Bert Groveman.
Chief products: Transformers, speakers.

Vinco Electronics, 1500 Dixwell Ave. Hamden, Conn. 06514. Tel: 248-0914. Gen. Mgr.: Vincent Esposito.
Chief products: Sound systems.

Weston Instruments, 614 Frelinghuysen Ave., Newark, N. J. Tel: (201) 243-4700. Sales Mgr.: E. Brown.
Chief products: Electronic test equip.

Westrex, 1 Lefevre Ln., New Rochelle, N. Y. Tel: (914) NE 6-1620.
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Container-Kraft, 721 E. 61 St. Tel: 232-3281.
Monarch, 4852-56 W. Jefferson Blvd. Tel: RE 2-6185
Rainbo, 1041 N. Las Palmas, Hollywood. Tel: HO 6-7516.

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Blue Angel Promo. Agency, 1401 Sherwood St. Tel: 549-1606.

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• **NEW YORK CITY** (Area Code 212)
R D Cortina, 136 W. 52 St. Tel: JU 2-3845.
Schoenfelds Exp., 538 W. 35 St. Zip: 10001. Tel: BR 9-7730. Pres.: David Schoenfeld.

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• **CINCINNATI** (Area Code 513)
KING CUSTOM REC. SERV., 1540 Brewster Ave. Tel: 751-1910. (SEE ADVERTISEMENT)

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• **PHILADELPHIA** (Area Code 215)
Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.

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• **NASHVILLE** (Area Code 615)
Sound of Nashville, 160 Second Ave. S. Tel: 244-1124.

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• **SAN ANTONIO** (Area Code 512)
Tanner 'N' Texas, 1422 W. Poplar. Tel: PE 2-8072.

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BERT-CO ENTS., 1855 Glendale Blvd. Tel: 665-5137. (SEE ADVERTISEMENT)
Container-Kraff, 721 E. 61 St. Tel: 232-3281.
Lewis Rec. Mfg., 307 E. Beach St., Inglewood. Zip: 90302.

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M M Cole, 251 E. Grand Ave. Tel: 257-2160.

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Equitable Paper Bag, 45-50 Van Dam St., Long Island City. Zip: 11101. Tel: ST 6-0620
Fine-Tone Audio Prods., 7111 20 Ave., Brooklyn. Tel: CL 6-7876.
LE-80, 33-59 Vernon Blvd., Long Island City. Zip: 11106. Tel: RA 1-8504. (SEE ADVERTISEMENT)
Lee-Myles Assocs., 40 W. 57 St. Zip: 10019. Tel: PL 7-6630.

ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)

Queens Litho., 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: IL 7-7700.
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EDWARD R. WHITE, 342 Madison Ave. Tel: MU 7-2167. (SEE ADVERTISEMENT)

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American Guild of Authors and Composers (AGAC), 50 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-8833.
Branch: Hollywood, Calif., 6331 Hollywood Blvd.
Membership: Any lyricist or composer.

American Guild of Musical Artists, 1841 Broadway, New York, N.Y. 10023. Tel: (212) CO 5-3687. Pres.: John Brownlee.

Country Music Assn. (CMA), 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2840. Pres.: J. William Denny; Chm. of Bd.: Hal B. Cook.
Membership: All those interested in advancing the cause of country music.

Electronic Inds. Assn. (EIA), 2001 Eye St. N.W., Washington, D. C. Tel: (202) 659-2200. Exec. VP: James D. Secrest.
Membership: American manufacturers of tape recording and playback equipment and producers of raw and prerecorded tape.

Institute of High Fidelity (IHF), 516 Fifth Ave., Rm. 1402, New York, N. Y. 10036. Tel: (212) MU 2-5131. Pres.: Walter O. Stanton.
Membership: Manufacturers of high-fidelity components.

International Rhythm & Blues Assn., 642 E. 64 St., Chicago, Ill. 60637. Tel: (312) 752-4382. Pres.: William C. Tyson.

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National Academy of Recording Arts & Sciences (NARAS), 21 W. 58 St., New York, N. Y. 10019. Tel: (212) PL 5-1535.

Branches: Hollywood, Calif., 1741 Ivar Ave. Zip: 90028. Tel: (213) HO 5-2124—Chicago, Ill., 46 E. Walton St. Zip: 60611. Tel: (312) MI 2-6465—Nashville, Tenn., 1609 Hawkins St. Membership: Vocalists, conductors, songwriters, musicians, A&R men, engineers, arrangers, art directors, annotators, others meeting voting membership requirements. Associate (non-voting) memberships are also available.

National Assn. of Music Merchants (NAMM), 222 W. Adams St., Chicago, Ill. 60606. Tel: (312) AN 3-0679. Exec. VP: William R. Gard.

Membership: Retailers in any facet of music business.

National Assn. of Radio Announcers, 850 Seventh Ave., New York, N.Y.

National Assn. of Record Merchandisers (NARM), Trianon Bldg., Suite 703, 20 Conshohocken State Rd., Bala Cynwyd, Pa. 19004. Tel: (215) TE 9-7900.

Membership: Rack jobbers of records and tapes, record and tape manufacturers, distributors, packaging and display products manufacturers. Companies in business allied or related to the record industry may become Associate Members.

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

Membership: Retail record dealers.

Record Industry Assn. of America (RIAA), 1 E. 57 St., New York, N. Y. 10022. Tel: (212) MU 8-3778. Exec. Sec.: Henry Brief.

Membership: Record manufacturers.

Record One-Stop Assn. (ROSA), 511 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) WA 5-7278. Pres.: Irv Perlman.

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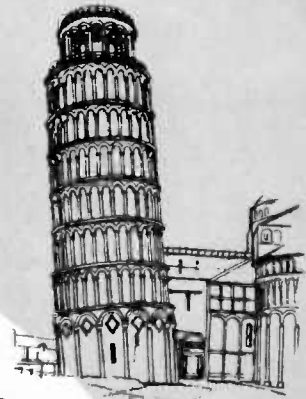
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- Amerline, 1800 W. Fullerton Ave., Chicago, Ill. 60614. Tel: (312) 348-4300. Pres.: Charles E. Caestecker; VP: Arnold Hultgren; Mktg. Eng.: Frank O. Glaubitz.
- Audio Devices, 235 E. 42 St., New York, N. Y. 10017. Tel: (212) MU 7-0800. Sales Mgr.: H. Kornbrodt.
- Fidelipac c/o TelePro, Cherry Hill Ind'l Ctr., Cherry Hill, N. J. 08034. Tel: (609) 424-1234. Pres.: Bill Mulcahy; Mktg. Dir.: Howard Gross; Sales Mgr.: J. McHugh.
- Lear Jet, 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. Pres.: William Lear; Gen. Mgr.: Kenneth Miller; Mktg. Dir.: James R. Gall.
- Norelco (North American Philips), 100 E. 42d St., New York, N. Y. 10017. Tel: (212) OX 7-3600. Mgr. High Fidelity Prods. Dept.: Wybo Semelink.
- Orrtronic, PO Box 864, Toledo, Ohio; 30335 Oregon Rd., Perryburg, Ohio. Tel: (419) 693-D641. Pres.: Keith Wilson; Mgr.: Joseph Meidt.
- Playtape, 1115 Broadway, New York, N. Y. 10010. Tel: (212) OR 5-8000. Pres.: Frank Stanton.

RAW TAPE MANUFACTURERS

- American (see Greentree Electronics)
- Ampex, 2201 Landmeier Rd., Elk Grove Village, Ill. 60007. Tel: (312) 437-5800. Pres.: William E. Roberts; Gen. Mgr.: John N. Latter.
- Audio Devices, 235 E. 42 St., New York, N. Y. Tel: (212) 687-0800.
- AUDIO MAGNETICS Corp. (AMC), 1604 W. 139 St., Gardena, Calif. Tel: (213) 321-6841. Cable: Mag Tape. Pres.: Irving Katz; Gen. Mgr.: Russ Malloy; Gen. Sales Mgr.: Sam Schobel. (SEE ADVERTISEMENT)
- Burgess Battery, Freeport, Ill. Tel: (815) 232-2161.
- Eastman Kodak, 343 State St., Dept. 940, Rochester, N. Y. 14650. Tel: (716) 325-2000.
- Ferrodynamics Tape Div. (see Robins Inds.)
- Fine-Tone Audio Prods., 7111 20 Ave., Brooklyn, N. Y. Tel: (212) CL 6-7876.
- GREENTREE ELECTRONICS, 2135 Canyon Dr., Costa Mesa, Calif. Tel: (714) 549-2265. (SEE ADVERTISEMENT)
- Irish Magnetic, 458 Broadway, New York, N. Y. 10013.
- Magnetic Stereo Cartridge (see Audio Magnetics Corp.).
- Morhan Nat'l Sales, 458 Broadway, New York, N. Y. 10013. Tel: (212) WA 5-1257. Cable: MORHANEX. Pres.: M. Zigman; VP: S. Zigman; Sales Mgr.: G. Kaplan.
- MusicTapes, 230 N. Michigan Ave., Chicago, Ill. Tel: (312) 782-1623.
- Mylar c/o Dupont Film Dept., Wilmington, Del. Tel: 774-3549. Contact: C. K. Enderle.
- Pfantsiehl, 104 Lake View Ave., Waukegan, Ill. Tel: (312) 623-1360.
- R C A Victor Rec. Div. (Magnetic Tape Prods.), 155 E. 24 St., New York, N. Y. Tel: (212) MU 9-7200.
- Branches: Hollywood, Calif., 6363 Sunset Blvd. Tel: (213) HO 1-9171. Chicago, Ill., 445 North Lake Shore Dr. Tel: 222-1550.
- Recoton, 46-23 Crane St., Long Island City, N. Y. 11101. Tel: (212) EX 2-6442.
- Branch: Los Angeles, Calif., c/o Marshank Sales, 7422 Melrose Ave.
- Robins Inds., 15-58 127 St., Flushing, N. Y. 11356. Tel: (212) 445-7200. Prod. Mgr.: Daniel Schwartz.
- Reeves Soundcraft, Great Pasture Rd., Danbury, Conn. Tel: (203) 743-7601.
- Scotch (see 3M).

3 M (Minnesota Mining & Mfg.), 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.

United Inds., 334 36 St., Brooklyn, N. Y. Tel: (212) SO 8-0657, 0507.

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- Cartridge: 8-track.
- Label: London.
- Reel-to-Reel: 4-track.
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- AURA SONIC, Dept. HF56, Runnemed, N. J. Tel: (609) 931-7242.
- Cartridge: 4 & 8-track Stereo, 4-track Mono.
- Labels: ABC-Paramount, Audio Spectrum, Grand Award, Impulse, Roulette, Somerset, Stereo Fidelity, Starday, Tico, Westminster. (SEE ADVERTISEMENT)
- Autostereo, 14617 Keswick St., Van Nuys, Calif. 91405. Tel: (213) 781-8920. Pres.: Richard E. Danielson Jr.; Music Dir.: Walt Heebner.
- Cartridge: 4-track; 3 $\frac{3}{4}$ ips.
- Labels: ABC, A&M, Atlantic, Audio Fidelity, Autostereo, Bel Canto, Counterpoint, Crescendo, Disco Cisse, Dot, Elektra, Everest, Good Time Jazz, Grand Award, Impulse, King, MGM, 20th-Fox, Verve.
- BIBLE VOICE, PO Box 3521, Valley Federal Towers Bldg., 6842 Van Nuys Blvd., Suite 406, Van Nuys, Calif. 91407. Tel: (213) ST 7-5600. Pres.: George Otis.
- Branch: Plainfield, N. J., 185 North Ave. Zip: 07060. Tel: (201) 754-0745.
- Label: Bible Voice. (SEE ADVERTISEMENT)
- Cartridge: 4 & 8-track Stereo.
- Reel-to-Reel: 2-track; 1 $\frac{7}{8}$ & 3 $\frac{3}{4}$ ips.
- Capitol, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Pres.: Alan W. Livingston; Special Prods. Mgr.: Oris W. Beucler.
- Branch: New York, N. Y., 1290 Ave. of the Americas, Rm. 3214. Zip: 10019. Tel: (212) PL 7-7470.
- Labels: Capitol, Angel.
- Cartridge: Lear 8-track Stereo.
- Reel-to-Reel: 4-track Stereo; 3 $\frac{3}{4}$ & 7 $\frac{1}{2}$ ips.
- Type of distribution: Capitol record distributors.
- Columbia, 51 W. 52 St., New York, N. Y. 10019. Tel: (212) 765-4321. Pres.: Goddard Lieberson.
- Labels: Columbia, Epic.
- Cartridge: 8-track Stereo.
- Reel-to-Reel: 4-track; 3 $\frac{3}{4}$, 7 $\frac{1}{2}$ ips.
- Decca, 445 Park Ave., New York, N. Y. 10022. Tel: (212) PL 2-1600. Pres.: Milton R. Rackmil; Gen. Mgr.: Vern Cupples.
- Labels: Decca, Coral, Brunswick.
- Cartridge: Lear 8-track Stereo.
- Reel-to-Reel: 4-track; 7 $\frac{1}{2}$ ips.
- Type of Distribution: Decca branches.
- General Recorded Tape (GRT), 1262 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 738-2660. Pres.: Alan Bayley; VP: John Spellman; Sales: H. B. Hershfield.
- Branch: Bloomfield, N. J. 39 Broad St. Zip:

07003. Tel: (201) 748-6654. N. Y. C. Tel: (212) 267-6875.

Cartridge: 4 & 8-track Stereo.

Labels: ABC-Paramount, Amy, Atco, Atlantic, Bang, Bell, Boom, Command, Dunhill, DynoVoice, Grand Award, Impulse, Mala, Moonglow, Music Guild, Musicland, New Voice, Oliver, Purist, Scepter, Starday, Stax, Tangerine, Vault, Volt, Wand, Westminster.

Reel-to-Reel: 4-track Stereo; 3 $\frac{3}{4}$ & 7 $\frac{1}{2}$ ips.

Labels: Amy, Atco, Atlantic, Bang, Bell, Command, DynoVoice, Grand Award, Mala, Moonglow, Music Guild, Musicland, New Voice, Purist, Scepter, Starday, Stax, Vault, Volt, Wand, Westminster.

Type of distribution: Record and photographic distributors & automotive outlets.

Greentree Electronics (see Stereotape).

INTERNATIONAL TAPE CARTRIDGE CORP. (ITTC), 1290

Ave. of the Americas, New York, N. Y. 10019.

Tel: (212) 581-1040. Pres.: Larry Finley;

Ass't. to Pres.: Jack L. Lewis; Customer Relations

Dir.: Billie Dobson.

Branch: Los Angeles, Calif., 1434 Westwood

Bldv. Tel: (213) 272-6546.

Cartridge: Lear & Orrtronic 8-track Stereo;

Fidelipac & Audio Devices 4-track; DeJure

2-track.

Labels: ABC-Paramount, A&M, Atco, Atlantic, Audio Fidelity, Brasilerio, Colpix, Command, Crescendo, Dana, Dextra, Dot, Dunhill, Elektra, Ember (England), Focus, Folklorico, Fontana, Glad-Hamp, Grand Award, Hanna-Barbera, Horizon, Impulse, International, Josie, Jubilee, Kapp, Kendall, Laurie, Lime-light, MGM, Mainstream, Melodyca, Mercury, Mira, Mirwood, Mobile Fidelity, Moonglow, Musicor, Nonesuch, Nueva Ola, Philips, Prima, Roulette, Seeco, Sesac, Smash, Spoken Arts, Starday, Stax, Surrey, Tango, Tico, 20th-Fox, Tropical, Vault, Vee Jay, Verve, Volt, Westminster. (SEE ADVERTISEMENT)

Liberty, 6920 Sunset Blvd., Los Angeles, Calif.

90028. Tel: (213) 464-8101. Cable: LIBRECORD.

Pres.: A. Bennett; Mgr.: Lee Mendell; Sales

Mgr.: Mike Elliot.

Cartridge: Lear 8-track Stereo; Fidelipac 4 &

8-track.

Labels: Liberty Stereo Tape.

Tape Reel-to-Reel: (licensed to MusicTapes).

Type of distribution: Liberty record distributors

& auto stores.

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601.

Tel: (312) DE 2-5788. N. Y. C. Tel: (212) PL

9-2727. Cable: Merrec. Pres.: Irving B. Green;

Gen. Mgr.: Tom Bonetti.

Labels: Mercury, Philips, Smash, Fontana,

Limelight.

Cartridge: Lear 8-track Stereo; Fidelipac 4-

track; Philips reel-to-reel cartridge (1 $\frac{7}{8}$ ips).

Reel-to-Reel: 4-track Stereo; 3 $\frac{3}{4}$ & 7 $\frac{1}{2}$

ips. (licensed to Ampex).

Type of distribution: Record distributors, Rack

Jobbers, electronic & automotive distributors.

Metra Electric, 660 McDonald Ave., Brooklyn 11218.

Tel: (212) TR 1-4100. Pres.: Charles R. Fox;

VP: Michael Somma; Sales Mgr.: Bill Koehler.

Cartridge: 4 & 8-track.

Motown, 2648 W. Grand Blvd., Detroit, Mich. Tel:

(313) TR 1-3414. Pres.: Berry Gordy Jr.; Sales

Dir.: Ron Newman.

Labels: Motown, Tamla, Gordy, Soul.

Cartridge: 8-track Stereo.

Reel-to-Reel: (licensed to Ampex).

MUNTZ STEREO-PAK, 7715 Densmore Ave., Van Nuys,

Calif. Tel: (213) 787-7700. Cable: MUNTZPAK.

Pres.: Earl Muntz; Music Dept. Head: Ed

Michel.

Cartridge: 4 & 8-track Stereo.

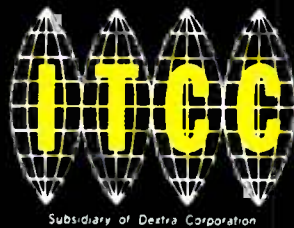
Labels: ABC, Arvee, Atco, Atlantic, Audrea,

Auto Learning, Ava, Cadet, Cameo, Charger,

Charlie Parker, Charter, Checker, Chess, Com-

mand, Coro, Crescendo, Crusader, Dot, Dunhill,

continued on page 155



The World's Largest Source of Four and Eight-track Stereo Tape Cartridges...

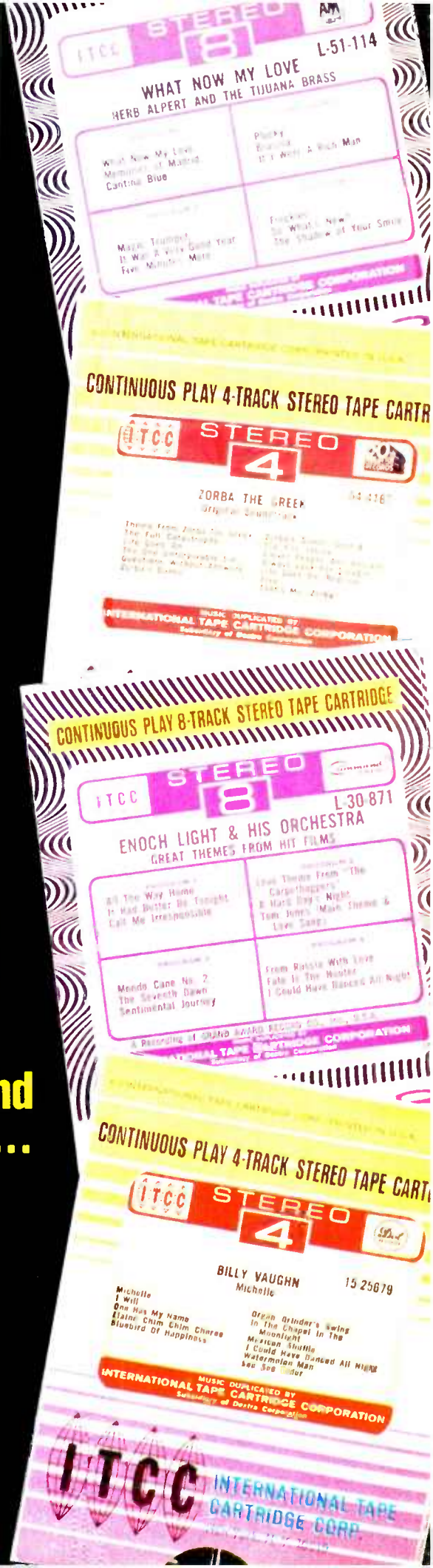
FEATURING A CHOICE OF OVER 63 FAMOUS RECORD LABELS . . . MORE THAN 1,800 CURRENT AND STANDARD BEST SELLERS . . . AND OVER 300 FAVORITE ARTISTS.

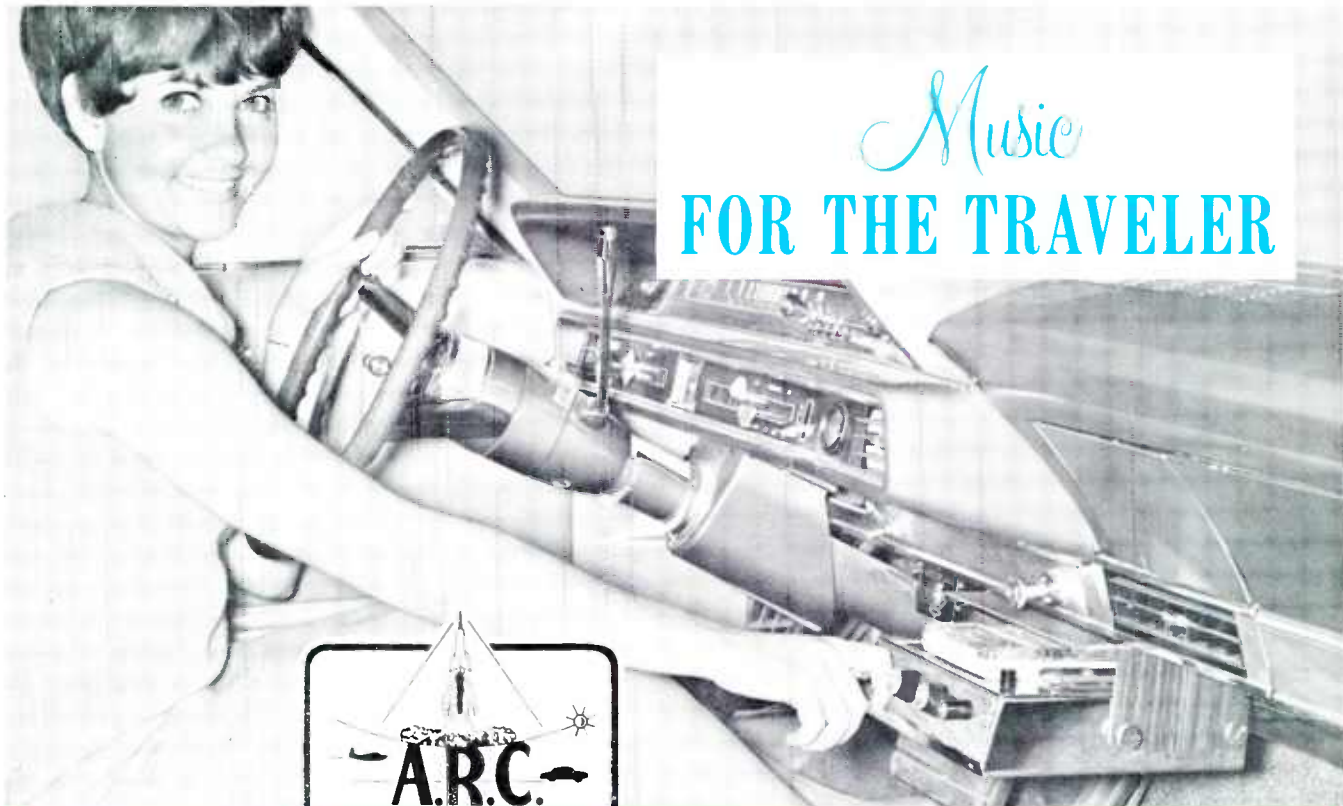
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Music
FOR THE TRAVELER



STEREO TAPE DECK

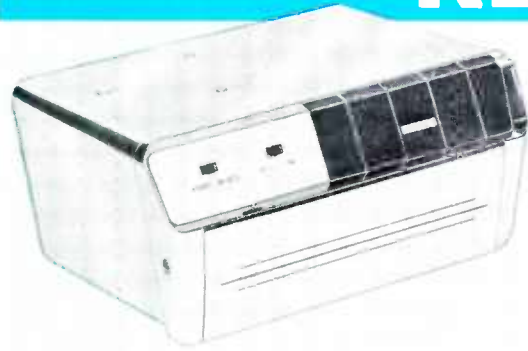
The fully automatic, solid state, 13 transistor "880" Stereo Tape Deck assures the finest in full fidelity reproduction. Features balanced channels, filtered music (engine noise filtered out), 10½ music watts per channel, and plays up to two full hours of tape. A continuous-play, four-track cartridge produces two completely separate stereophonic selections per side. A simple flip of a switch changes programs. Easy to change tapes while driving... music begins with insertion of the cartridge! Available in 12-Volt Positive or Negative ground.

Included with Tape Deck is the SKS-525 Speaker Kit, 2 grill assemblies, 2 8-OHM 5½" speakers, wire and mounting hardware. Simple detailed instructions furnished. (Made and assembled in the U.S.A.)

SUGGESTED LIST \$119.88 incl. speaker kit



AUTOMATIC RECoRD CHANGER



≈2500 (pictured) The Original Auto Record Changer Plays and rejects up to 12 45's automatically. Fits all cars and needs no technician to install. Economical to operate with "45" records available everywhere.

SUGGESTED LIST \$68.88

≈3000 Has all the above features and will play either 45 or 33½ 7-inch records with the large center hole... one kind at a time, or mix them. A flip of the switch changes speeds. The 33½ 7-inch records needed are available from A.R.C. Electronics, Inc. or its dealers.

SUGGESTED LIST \$78.88

≈660 Incorporates the features of both the ≈2500 and ≈3000. In addition, its consistent, high-quality sound reproduction is assured because no car radio is necessary for operation. Three knobs - (1) Off-On/Volume, (2) Balance, and (3) Tone, offer finer tuning. Two 5½" speakers and kit are included.

SUGGESTED LIST \$98.88

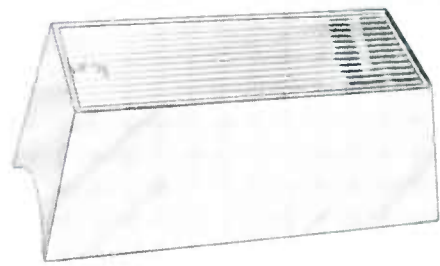
TAPE HOLDER & FLOOR CONSOLE FOR CARS

All-metal die casting custom Chrome-plated in keeping with fine car styling. Sturdy, spring-loaded cover. Closed provides convenient flat surface at the fingertips. Simple to install and designed for removal to another car without leaving damage. SUGGESTED LIST... \$19.88

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A.R.C. ELECTRONICS, INC.

15302-L Illinois Ave. • Paramount, California 90723



continued

Dunwich, Echo, Eurotone, Everest, Fat Fish, Fermata, 49th State, General Music, Grand Award, Hamilton, Hanna-Barbera, HiFi, Impulse, Kiddy Go, Lancelot, Life, MGM, Maze, Mel, Monument, Moonglow, Musicor, Omega, Parkway, Phyllis, RGE, Raynet, Reprise, Starday, Triumph, Valiant, Vault, Verve, Volt, Waikiki, Warner Bros., Westminster. (SEE ADVERTISEMENT)

MusicTapes, 230 N. Michigan Ave., Chicago, Ill. 60601. Tel: (312) 782-1623.

Cartridge: 4 & 8-track Stereo.

Labels: Caedmon, Cadet, Checker, Chess, Discovery, Elektra, GNP Crescendo, Mahalo, Monitor, Musicor, MusicTapes, Nonesuch, Prestige, Starday, Vee-Jay.

Reel-to-Reel: 4 & 8-track; 3¾, 7½ ips.

Labels: Caedmon, Cadet, Checker, Chess, Discovery, Elektra, GNP Crescendo, HiFi, Liberty, Mahalo, Monitor, Musicor, MusicTapes, Nonesuch, Prestige, Starday, Vee Jay.

Playtape, 1115 Broadway, New York, N. Y. 10010. Tel: (212) OR 5-8000. Pres.: Frank Stanton.

Cartridge: 2-track.

Labels: ABC, Cameo-Parkway, MGM, Playtape.

R C A Victor, 155 E. 24 St., New York, N. Y. Tel: (212) MU 9-7200. VP: George R. Marek; Sales: Ed Welker.

Cartridge: Lear 8-track Stereo.

Labels: RCA Victor, RCA Camden, Kapp, Scepter, Wand.

Reel-to-Reel: 4-track; 7½ ips.

Labels: RCA Victor, RCA Camden.

Record Corp. of New England, 30 E. 42 St., New York, N. Y. 10017. Tel: 986-6031. Pres.: Donald H. Gabor.

Cartridge: 4 & 8-track.

Labels: Continental, Little Chip, Maple Leaf, Masterseal, Remington.

STEREOTAPE (div. of Greentree Electronics), PO Box 1469, 2135 Canyon Dr., Costa Mesa, Calif. 92626. Tel: (714) 549-2265. Pres.: Burt Harris; Exec. VP & Gen. Mgr.: Sidney Brandt; Sales Mgr.: Jim Neiger.

Labels: Angel, Capitol, Dot, Hamilton, Reprise. (SEE ADVERTISEMENT UNDER GREENTREE)

Reel-to-Reel: 2 & 4-track; 3¾, 7½ ips.

3 M (Minnesota Mining & Manufacturing), 2501 Hudson Rd. Tel: (612) 733-1110. Cable: MIMACO.

Cartridge: 2-track Stereo.

Labels: ABC-Paramount, Columbia, Command, GNP Crescendo, Discovery Rec'gs, Dot, Elektra, Everest, Grand Award, Impulse, Kapp, Limelight, Mahalo, Mercury, Monitor, MusicTapes, Philips, Purist, Reprise, Roulette, United Artists, Vanguard, Warner Bros., Westminster.

Tucker Prod'ns, 157 W. 57 St., New York, N. Y. 10019. Tel: (212) CO 5-0408. Pres.: George Tucker.

Labels: Amy, Audio Fidelity, Bell, Golden, Mala, & 30 language courses.

Cartridge: 4-track Stereo & Mono.

Reel-to-Reel: 4-track Stereo; 3¾ & 7½ ips.

TAPE CARTRIDGE AND REEL-TO-REEL PLAYBACK MANUFACTURERS

A R C ELECTRONICS, 15302 S. Illinois Ave., Paramount, Calif. Tel: (213) 636-9171. Pres.: Robert B. Tibbetts; V-P: Arthur Rickrode; Sales Dir.: Tony Antony.

Cartridge: 1 4-track Stereo model. Price: \$109.88. (SEE ADVERTISEMENT)

Aiwa (see Selectron Int'l).

All American (see Soundex Radio).

Ampex, 1212 Ave. of the Americas, Suite 2305, New York, N. Y. 10036. Tel: (212) 765-0730.

Pres.: William E. Roberts; VP & Gen. Mgr. Consumer & Educational Prods. Div.: John Latter; Mktg. Mgr.: John Trux.

Branch: Elk Grove Village, Ill., 2201 Landmeier Rd. Zip: 60007.

Reel-to-Reel: 10 Stereo models; 1⅞, 3¾, 7½ ips. Price range: \$299.95-\$599.95.

AUDIO SPECTRUM, 901 E. Clements Bridge Rd., Rummelmeade, N. J. Tel: (609) 931-7242. Pres.: H. S. Lenahan; Sales: J. R. Bott.

Cartridge: 1 4-track Mono. model. Price: \$69.50. (SEE ADVERTISEMENT)

Audiosphere (see Livingston Audio Prods.).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

Audio/Stereo (see Muntz Stereo-Pak).

THE OTHER DAY WE RECEIVED THIS MEMO FROM OUR AD MANAGER:

MEMO:

5/11/66

Writing down all the reasons for coming to us for magnetic tape duplicating or stereo cartridges takes a bigger ad than our budget now allows. Either raise prices to increase my budget or stop coming up with so many new products and services.

Russ Molloy

what do you think we did about it?

NOTHING!

that's why this ad is so small and our prices are still so low

**MAGNETIC TAPE—standard & lubricated
HIGH SPEED DUPLICATING—Mono, 2, 4 & 8 track
CONTINUOUS LOOP CARTRIDGES—Lear Jet,
Fidelipak, Audiopac, Telepro, Orrtronic, Gates,
Viking, Norelco/REEL TO REEL/MERCHANDISING
DISTRIBUTION/MASTERING AND
DROP SHIPMENT FACILITIES.**

AUDIO MAGNETICS CORP.

**1604 West 139th St., Gardena, Calif.
Phone: (213) 321-6841 Cable: MAGTAPE**

continued

Automatic Radio, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: David Housman; Sales Mgr.: David Nager.
Cartridge: 3 car & 4 home models; 2, 4 & 8-track Stereo. Price range: \$69.95-\$129.95. (All car cartridge models adaptable for home use).
Brand name: TapeDek.

Austostereo, 14617 Keswick St., Van Nuys, Calif. 91405. Tel: (213) 781-8920. Pres.: Richard E. Danielson Jr.
Cartridge: 1 lb. 8-track tape deck.
track Stereo home models. Price range: \$89-\$159. Dne 4-track Marine Stereo model. Price: \$189.

B S R (USA) Ltd., Rt. 303, Blauvelt, N. Y. 10913. Tel: (914) 358-6060. VP & Gen. Mgr.: John H. Hollins; Sales Mgr.: David Feir.
Cartridge: 1 8-track tape deck.
Reel-to-Reel: 2 Stereo models.
Note: Manufactures for Westinghouse, General Electric, Emerson (does not make finished product).

Bible Voice, PO Box 3521, 6842 Van Nuys Blvd., Van Nuys, Calif. 91407.
Reel-to-Reel: 1 2-track Mono model; 1 7/8 & 3 3/4 ips.

Borg-Warner (Spring Division), 25 St. & Madison, Bellwood, Ill. 60104. Tel: (312) 544-2600. Pres. & Gen. Mgr.: Arthur J. Welch; Mgr. of Consumer Prod. Sales: Vincent R. Vecchione; Asst. Gen. Mgr.: James F. Niblick.
Cartridge: 1 8-track Stereo car model. Price: \$119.95.

Capitol, 1750 N. Vine St., Hollywood, Calif. Tel: (213) HO 2-6252. Cable: Caprecords. Pres.: Alan W. Livingston; Gen. Mgr.: Oris Beucler.
Branch: New York, N. Y., 1290 Ave. of the Americas, Rm. 3214. Zip: 10019. Tel: (212) PL 7-747D. Special Prods. Mgr.: Paul Adams.
Cartridge: 1 8-track car Stereo. Price: \$89.95.

Columbia, 51 W. 52 St., New York, N. Y. 10019. Tel: (212) 765-4321. Cable: Colcord. Pres.: Goddard Lieberston.
Cartridge: 8-track Stereo.
Reel-to-Reel: 1 Stereo & 4 Mono models. Price range: \$39.59-\$129. *
 Concertone (div. of Astro Science Corp.), 9700 Fac-

torial Way, S. El Monte, Calif. Tel: (213) GI 3-3211. VP & Div. Mgr.: A. Barsimanto; Chief Engineer: Arne Berg.
Reel-to-Reel: 7 4-track Stereo models. Price range: \$239.95-\$2,000.

Concord Electronics, 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541 & 879-1680. Cable: CDNCORLEC. Pres.: Howard P. Ladd; Gen. Mgr.: Robert L. Halpern; Sales Mgr.: John J. Pacconi.
Cartridge: 1 2-track Mono home model. Price: \$79.95.
Reel-to-Reel: 5 Stereo & 9 Mono models. Price range: \$19.95-\$349.95. 1 video tape.

Craig Panorama, 2302 E. 15 St., Los Angeles, Calif. 90021. Tel: (213) 623-2421. Pres.: Ed Motokani; Sales Mgr.: Jack Baker.
Cartridge: 2 car & 1 home model; 4-track Stereo. Price range: \$40-\$180.
Reel-to-Reel: 5 models—1 Stereo, 4 Mono; 1 7/8 3 3/4, 7 1/2 ips.
Brand name: Vista.

DeJur Amsco, 4501 Northern Blvd., Long Island City, N. Y. Tel: (212) PL 1-2820. Exec VP: Lee Friend.
Cartridge: 1 2-track Mono model. Price: \$129.95.
Brand name: DeJur Grungig.

Delmonico Int'l., 50-35 56th Rd., Maspeth, N. Y. 11378. Tel: (212) EX 2-7100. Pres.: Herbert Kabat; Exec. VP: Raymond Gincavage; Sales Mgr.: Sy Lipper.
Reel-to-Reel: 3 4-track Stereo models—1 portable & 2 console; 3 3/4, 7 1/2 ips. Price range: \$169.95-\$289.95.

Emerson Radio, 680 Fifth Ave., New York, N. Y. Tel: (212) 757-5885. Cable: ERPCO. Pres.: Benjamin Abrams; V-P Sales: A. Barshop.
Reel-to-Reel: 10 models—3 Stereo, 7 Mono. 15/16, 1 7/8, 3 3/4, 7 1/2 ips. Price range: \$49.95-\$229.95.

General Electric Co. (Audio Product Dept.), 2200 N. 22 St., Decatur, Ill. Tel: (217) 428-4311. Gen. Mgr.: H. B. Waldron; Mktg. Mgr.: J. L. Hunter.
Branch: Utica, N. Y., 831 Broad St. Tel: (315) 798-7D11. Mgr. Tape Prods.: J. S. Chamberlin.

Hitachi, 666 Fifth Ave., New York, N. Y. 10019. Tel: (212) LT 1-8844. Pres.: E. Matsumura; Sales Mgr.: P. R. O'Connell.

Cartridge: 1 Mono home model. Price: \$6D.
Reel-to-Reel: 3 Mono models; 1 7/8, 3 3/4 ips. Price range: \$49.95-\$89.95.

Hoffman Electronics, 5550 Harbok St., City of Commerce, Los Angeles, Calif. 90022. Tel: (213) 442-0123. Gen. Mgr.: R. L. Jablonski.
Cartridge: 1 Stereo 8-track car model. Price: \$69.95. (Unit can be added to any '66 or '67 Hoffman Stereo console.)

Jay Electronics, 52 Bethpage Rd., Hicksville, L. I., N. Y. Tel: (516) WE 5-8181. Pres.: Sanford Jay; VP Sales: J. Ehrenzweig; Gen. Mgr.: M. R. Rabin.
Cartridge: 1 Stereo 4 & 8-track compatible car model. Price: \$119.95.
Reel-to-Reel: 1 Stereo 4 & 8-track compatible home model. Price: under \$100.

Kinemafix, 2040 W. Washington Blvd., Chicago, Ill. 60612. Tel: (312) 666-0066. Pres.: Leonard Fish; Sales: Martin Santo.
Cartridge: 2 car & 2 home models; 4 & 8-track Stereo. Price range: \$70-\$130.

Lafayette Radic Electronics, 111 Jerico Turnpike, Syosset, L. I., N. Y. 11791. Tel: (212) 921-7700. Cable: LAFRAMELEC. Pres.: Abraham Pletman; Sales Mgr.: G. Russell.
Reel-to-Reel: 7 Stereo & 3 Mono models. Price range: \$39.95-\$249.

Lear Jet, Stereo Div., 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. Pres.: William Lear; Gen. Mgr.: Kenneth Miller; Mktg. Dir.: James R. Gall; Mgr. of Dist'n.: Joel Rowley; Dir. of Adv.: George Bechtel.
Cartridge: 3 car & 1 home model; 8-track Stereo. Price range: \$80-\$175.
Brand names: Mopar, Stereo 8, Lear Jet, Sears.

Livingston Audio Prods., 1275 Bloomfield Ave., Fairfield, N. J. Tel: (201) 226-8300. Pres. & Sales: Darrell Scholten.
Cartridge: 1 compatible 4 & 8-track car stereo. Price: \$139.50.
Brand name: Audiosphere.

Magnecord (Div. of Telex Corp.), PO Box 1526, 41 St. & Sheridan Rd., Tulsa, Okla. 74101. Tel: (918) NA 7-1111. Gen. Mgr.: James S. Arrington; Prod. Mgr.: Paul R. Bunker.
Reel-to-Reel: 1 Stereo & 4 Mono 2-speed models. Price range: \$570-\$1,200.

continued on page 158

The Biggest Recording Stars in Show Business

exclusively on

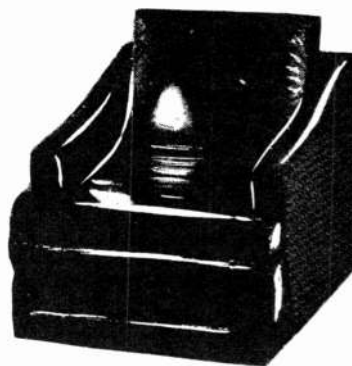
STEREO TAPE!

A Division of GREENTREE ELECTRONICS
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 Manufacturers of
 American Recording Tape



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Now for the FIRST TIME, whether through the limited Stereo Sound System of your automobile or through the unlimited Stereo Sound System of your home, you'll hear THE ULTIMATE in Clean Recording.

Reproduced FOUR TIMES FASTER with UNSURPASSED QUALITY and the SIMPLICITY of . . .

- GAUSS'** G11 A **MASTERING RECORDER**
G12 B* **ULTRA HIGH SPEED DUPLICATING MASTER**
G12 C* **ULTRA HIGH SPEED SLAVE**



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Hollywood, Calif. 90028
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ALL TAPE
CARTRIDGE DEVICES

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**APPLICATIONS
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from the marketing man's viewpoint assures all products are designed to meet the most crucial industrial and commercial specifications—with special features desired for every need.

**ELECTRO MECHANICAL
&
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Based on the most advanced technology in the state of the art.

RECORDERS-PLAYERS
*in 4-8-? Track
Configuration*



CORPORATION

7660 Gloria Avenue
Van Nuys, California

continued

Martel Electronics, 2339 S. Cotner, Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George A. Rose.
Cartridge: See SJB.
Reel-to-Reel: 3 Stereo & 3 Mono models. Price range: \$160-\$440.
Brand name: Uher.

Matsushita Electric Corp. (see Panasonic).

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: Merrec. Pres.: Irving B. Green; Prod. Mgr.: Perry Winokur.
Cartridge: 1 4-track Stereo car model & 1 4-track Stereo home model. Price range: \$100.

Metra, 660 McDonald Ave., Brooklyn, N. Y. 11218. Tel: (212) TR 1-4100. Pres.: Charles R. Fox; VP: Michael Somma; Sales Mgr.: Bill Koehler.
Cartridge: 3 4-track Stereo car models. Price range: \$79.95-\$169.95. Two 4-track Stereo home models. Price range: \$119.95-\$239.95.

Midland Int'l., 1909 Vernon St., North Kansas City, Mo. Tel: (816) VI 2-0511. Pres.: Ed Benson; Gen. Mgr.: Jack M. Lose.
Cartridge: 1 4-track car Stereo. Price: \$69.

Mopar (see Lear Jet).

Motorola Consumer Prods., 9401 W. Grand Ave., Franklin Park, Ill. Tel: (312) NA 5-6000. Gen. Mgr. Consumers Prods. Div.: Arthur Reese; Gen. Prods. Mgr.: C. V. Phillips.
Cartridge: 2 car & 1 home 8-track Stereo models.
Reel-to-Reel: 1 Stereo model; 1 7/8, 3 3/4 & 7 1/2 ips. Price: \$599.95.
Note: Makes playback equip. for RCA Victor, Philco, Packard-Bell.

MUNTZ STEREO-PAK, 7715 Densmore, Van Nuys, Calif. Tel: (213) 989-5000. Pres.: Earl Muntz; Sales Mgr.: James LeVitus.
Cartridge: 6 car Stereo models, 4 & 8-track; 2 4-track Stereo home model's. Price range: \$35-\$420.
Brand Name: Audio/Stereo. (SEE ADVERTISEMENT)

MUSICPET OF CALIFORNIA, 1315 S. Los Angeles St., Los Angeles, Calif. 90015. Tel: (213) 747-5661. Pres.: Murray Epstein; VP: Gerald Moss; Sec.-Treas.: Boris Laskin.
Cartridge: 5 4-track Stereo car models. One 4 & 8-track compatible Stereo home model. Price range: \$69-\$129. (SEE ADVERTISEMENT)

New-Tronics Corp., 3455 Vega Ave., Cleveland, Ohio. Tel: (216) 631-6660. Pres.: John Allmayer; Sales Mgr.: J. L. Taylor.
Cartridge: 1 4-track Stereo car model. Price: \$99.90.

Norelco (North American Philips), 100 E. 42 St., New York, N. Y. 10017. Tel: (212) OX 7-3600. Mgr. High Fidelity Prods. Dept.: Wybo Semmelink.
Cartridge: 1 car & 1 home Mono models. Uses Norelco cassette, 1 7/8 ips.
Reel-to-Reel: 2 Stereo & 2 Mono models, 1 7/8, 3 3/4, 7 1/2 ips.

Orrtronic, PO Box 864, Toledo, Ohio; 30335 Oregon Rd., Perrysburg, Ohio. Tel: (419) 693-0641. Pres.: Keith Wilson; Mgr.: Joseph Meidt.
Cartridge: 2 car models, 1 Stereo 8-track & 1 Mono 4-track; 1 Stereo 8-track home model. Price range: \$80-\$110.
Brand names: Grant, Orrtronic, Sears, White Truck.

Packard-Bell, 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel: (213) 272-6141. Pres.: Robert Bell; Sales Mgr.: Ted Flynn.
Cartridge: 2 Stereo 8-track home models. Price range: \$89-\$500 (approx.).

Panasonic (Matsushita Electric), 200 Park Ave., New York, N. Y. 10017. Tel: (212) 973-5700. Pres.: K. Isomura; VP Consumer Sales: Raymond Gates.
Cartridge: 1 2-track Mono portable car/home model. Price: \$79.95.
Reel-to-Reel: 4 Stereo & 8 Mono models. Price range: \$39.95-\$699.95.

Philco, Tioga & "C" St., Philadelphia, Pa. 19134. Tel: (215) 443-5967. Sales Dir.: John A. O'Hara.
Cartridge: 1 8-track Stereo model. Price: \$379.95.
Reel-to-Reel: 1 4-track Stereo model. Price: \$900.

Playtape, 1115 Broadway, New York, N. Y. 10010. Tel: (212) OR 5-8000. Pres.: Frank Stanton.
Cartridge: 1 2-track Mono portable car/home model.

Porta-Tape (see TelePro).

R A C, 222 W. 37 St., New York, N. Y. Tel: (212) 279-7980. Pres.: Robert Gerger; VP & Mgr.: Arthur Halbreich; Sales Mgr.: Donald Avrut.
Cartridge: 3 4-track Stereo car models & 1 4-track Mono car model. Price range: \$69.95-

\$160. 1 4-track Stereo home model. Price: \$250.

R C A Sales Corp., 600 N. Sherman, Indianapolis, Ind. Tel: (317) 635-9000. Pres.: Bryce Durand; Mfg. Mgr.: J. Dee Mott.
Cartridge: 8-track home Stereo.
Reel-to-Reel: 4-track Stereo; 4-track Mono.

Roberts Electronics (Rheem Califone Roberts Electronics), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; Sales Mgr.: Milton Philipson.
Cartridge: 1 Stereo 4 & 8-track compatible home model. Price: \$99.95.
Reel-to-Reel: 13 Stereo & 4 Mono models. Price range: \$159.95-\$800.
Note: 1 unit with 8-track cartridge & 4-track Reel-to-Reel. 1 video recorder.

S J B (automotive div. of Martel), 2339 S. Cotner, Los Angeles, Calif. 90064. Tel: (213) 479-4491. Cable: ESSJAYBE. Pres.: Sheldon Krechman; Sales Mgr.: George Bozanic.
Cartridge: 12 Stereo car models—8 4-track, 2 8-track, 2 4 & 8-track compatible. 2 4-track Stereo home models. (SEE ADVERTISEMENT)

Satellite (see TelePro).

Selection Int'l, 4215 W. 45 St., Chicago, Ill. Tel: (312) 254-7900. Pres.: Nicholas Milouac; Sales Mgr.: Bernard Buchwald.
Cartridge: 1 portable 2-track Mono car/home model. Price: \$64.95.
Reel-to-Reel: 14 2-speed models—2 stereo, 12 Mono. Price range: \$14.95-\$229.95.
Brand name: Aiwa.

Skytone (see Taiko).

Smith (Stereo Tape Player div.), 2301 University Ave., S.E., Minneapolis, Minn. 55414. Tel: (612) FE 9-7766. Pres.: Don Smith; Mgr.: Leon Niles.
Cartridge: 1 car, 1 home, 1 school bus model (with PA system), 4-track Stereo. Price range: \$125-\$200.

Sonocar (Belmar Prods.), 33 W. 42 St., New York, N. Y. 10036. Tel: (212) 565-5561. Pres.: J. Cerritelli.
Cartridge: 1 4-track Stereo model.

Sony-Superscope, 8150 Vineland Ave., Sun Valley, Calif. 91353. Tel: (213) 875-0810. Pres.: Joseph Tushinsky; VP & Dir. of Sales: Fred Tushinsky.
Branch: Woodside, L. I., N. Y., Superscope, 37-09 56 St. Tel: (212) LT 1-0100.
Reel-to-Reel: 7 Stereo & 5 Mono models. Price range: \$39.50-\$695.

Soundex Radio, 146 Court, Brockton, Mass. 02403. Tel: (617) 586-2468. Pres.: William Sandler; Mgr.: John Stawicki.
Cartridge: 2 car & 3 home 8-track Stereo models. Price range: \$80-\$130.
Brand names: Soundex, All American.

Standard Radio, 410 E. 62 St., New York, N. Y. 10021. Tel: (212) TE 8-4040. Pres.: Mitsuyuki Nagatome; Sales Mgr.: M. J. Kaplan.
Cartridge: 1 2-track Mono home model. Price: \$59.95.

Symphonic Radio & Electronic, 470 Park Ave., South, New York, N. Y., 10016. Tel: (212) 889-6800. Cable: Sympholec. Sales Mgr.: A. Wellington.
Reel-to-Reel: 4 Stereo & 2 Mono models. Price range: \$89.95-\$549.95.

T P I (see TelePro).

TAIKO, 15164 1/2 Stagg St., Van Nuys, Calif. Tel: (213) 787-5420 & 873-5840. Pres.: Sol Zamek; Sales: John Anderson.
Cartridge: 3 car models, 4 & 8-track; 1 home model, 4-track Stereo. Price range: \$119-\$150.
Brand names: Skytone, Taiko, Universal (SEE ADVERTISEMENT)

Tandberg, 8 Third Ave., Pelham, N. Y. Tel: (914) PE 8-0772. Cable: REEVESQUIP. Pres.: Eric Darmstaedter; Sales Mgr.: Robert Bowman.
Reel-to-Reel: 3 Stereo models & 6 Mono models. Price range: \$199.50-\$498.

TapeDek (see Automatic Radio).

Telectro, 100 Electro Ln., Yonkers, N. Y., Tel: (914) BE 7-7700. Pres.: Morris Sobin; Engineering VP: Harry Sussman.
Reel-to-Reel: 5 Stereo & 5 Mono models. Price range: \$79.95-\$249.95.

Telefunken, c/o American Elite Corp., 48-50 34 St., Long Island City, N. Y. Tel: (212) ST 6-8913. Exec. VP: E. Zwarg; Sales Mgr.: Charles Bock.
Reel-to-Reel: 2 Stereo & 4 Mono models. Price range: \$139.95-\$329.

TelePro, Cherry Hill Ind'l Ctr., Cherry Hill, N. J. 08034 Tel: (609) 424-1234. Pres.: Bill Mulcahy; Mktg. Dir.: Howard Gross.
Cartridge: 3 models—2 car models, 1 Stereo & 1 Mono, 4-track; 1 home model, 4-track Stereo. Price range: \$70-\$90. (Marine Porta-Tape,

continued on page 160



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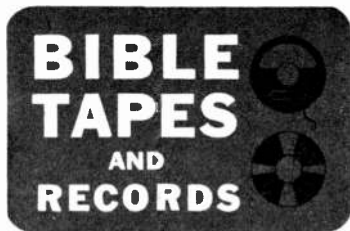
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4-track Stereo, adapted for marine craft. Price: \$99.95.)
Brand names: Satellite, Porta-Tape, TPI.
 Tenna, 19201 Cranwood Pkwy., Warrensville Heights, Cleveland, Ohio 44128. Tel: (216) 475-1400
 Pres.: R Mendes; Sales Prod'n Mgr.: Don Slack; Sales VP: Stan Goss.
Cartridge: 1 compatible 4 & 8-track Stereo car model. Price: \$129.95. 2 compatible 4 & 8-track Stereo home models.
 Trans-World, PO Box 482, 717 Elise Ave., Metairie, La. Tel: (504) 834-9097. Pres.: Edward Conrad; Sales Mgr.: F. Davila.
Cartridge: 3 car Stereo models, 4-track, 8-track & 4 & 8-track compatible; 2 home models, 4 & 8-track Stereo. Price range: \$60-\$120.
 Universal (see Taiko).
 UNIVERSAL TAPEDEX CORP., 7660 Gloria Ave., Van Nuys, Calif. Tel: (213) 989-3370. Pres.: Jack Cummings; Exec. VP: Richard G. Paxson.
Cartridge: 2, 4 & 8-track compatible home Stereo units.
 Note: Research & development corp. for manufacturers. (SEE ADVERTISEMENT)
 V-M (Voice of Music), PO Box 659, 305 Territorial Rd., Benton Harbor, Mich. 49023. Pres.: Victor Miller; Mktg. Mgr.: M. B. Cain.
 Reel-to-Reel: 4 Stereo & 5 Mono models. Price range: \$99.95-\$469.95.
 Viking of Minneapolis, 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 881-2636. Pres.: Frank Garay.
Cartridge: 2 car & 1 home model, 4-track Stereo.
 Reel-to-Reel: 11 models, 2 & 4-track Stereo & Mono.
 Vista (see Craig Panorama).
 Webcor, 2400 N. Wolcott Ave., Chicago, Ill. 60614. Tel: (312) MO 4-6400. Pres.: Titus Haffa; Pres. Sales: George Pyre.
 Reel-to-Reel: 10 Stereo & Mono models; 1 7/8, 3 3/34, 7 1/2 ips. Price range: \$60-\$400.
 Wollensak (3M), 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.
Cartridge: 3 home & 1 cordless Mono tape recorder (uses Norelco cartridge 1 7/8 ips). Price range: \$100-\$460.

Reel-to-Reel: 5 Stereo & 2 Mono models; 1 7/8, 3 3/4, 7 1/2 ips.

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 Greentree Electronics, 2135 Canyon Dr. Tel: 549-2265.
 • **GARDENA (Area Code 213)**
 AUDIO MAGNETICS (see Magnetic Stereo Cartridge. (SEE ADVERTISEMENT)
 MAGNETIC STEREO CARTRIDGE, 1604 W. 139 St. Tel: 321-6841. Cable: Mag Tape. Pres.: Irving Katz; Gen. Mgr.: Russ Malloy. (SEE ADVERTISEMENT UNDER AUDIO MAGNETICS)
 • **LOS ANGELES (Area Code 213)**
 Alto Fonic, 6362 Hollywood Blvd., Hollywood. Tel: 466-9261.
 Capitol, 1750 N. Vine St., Hollywood. Tel: HO 2-6252.
 Columbia Rec. Prod'ns, 6121 Sunset Blvd., Tel: 466-2481.
 E M C, 7000 Santa Monica Blvd., Hollywood. Tel: HO 3-3282.
 FINEBILT MFG., 931 N. Citrus Ave., Hollywood. Tel: HO 6-9511. (SEE ADVERTISEMENT)
 MAGNETIC TAPE DUPLICATORS, 7925 Santa Monica Blvd., Hollywood. Zip: 90046. Tel: OL 4-6900. (SEE ADVERTISEMENT)
 Merrimac Music Ind., 9278 Santa Monica Blvd. Tel: 272-1615. Pres.: R. Kopelman.
 National Rec. Library, 9278 Santa Monica Blvd. Tel: 931-1381. Pres.: R. Kopelman.
 R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Tel: HO 1-9171.
 WHITNEY REC., 1516 W. Glenoaks Blvd., Glendale. Tel: 245-5668. (SEE ADVERTISEMENT)
 • **SAN FRANCISCO & BAY AREA (Area Code 415)**
 Sierra Sound, 1741 Alcatraz Ave., Berkeley. Tel: 655-7636.
 • **SAN MARCOS (Area Code 714)**
 Record Broadcast, 237 S. Bent Ave. Tel: 744-0633.
 • **VAN NUYS (Area Code 213)**
 Audio Publ'g, 6842 Van Nuys Blvd. Zip: 91405. Tel: ST 7-5600.

COLORADO

• **DENVER (Area Code 303)**
 Delft, 5201 W. Mexico Ave. Tel: 922-0356.

FLORIDA

• **MIAMI (Area Code 305)**
 Adrian Assocs., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626.
 • **PENSACOLA (Area Code 904)**
 F T C Brewer, 2400 W. Hayes St. Zip: 32505. Tel: 433-7932. Owner: Frederic T. C. Brewer.
 • **TAMPA (Area Code 813)**
 Charles Fuller Prod'ns, PO Box 10513, 2722 S. Macdill Ave. Zip: 33609. Tel: 839-5471.

ILLINOIS

• **CHICAGO (Area Code 312)**
 Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000.
 International Rec'g Co. (IRC), 5619 W. Division St. Zip: 60651. Tel: 378-4848.
 R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Tel: WH 4-3215.
 Universal Rec'g, 46 E. Walton. Tel: MI 2-6465. Pres.: Bernie Clapper.
 • **ELK GROVE (Area Code 312)**
 Ampex, 2201 Landmeier Rr. Tel: 439-5800.

IOWA

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

KANSAS

• **WICHITA (Area Code 316)**
 High Fidelity, 445 N. Oliver. Zip: 67208. Tel: MU 2-7481. Pres.: Raymond Creely.

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• **LOUISVILLE (Area Code 502)**
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Rael Sound, 4413 Fernlee St. Tel: 549-2930. Pres.: Richard Krause.

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• **MINNEAPOLIS (Area Code 612)**
Kaybank, 2541 Nicollet. Zip: 55404. Tel: TA 7-5441.
• **ST. PAUL (Area Code 612)**
E M C, 180 E. Sixth St. Zip: 55101. Tel: 227-7366.

MISSOURI

• **KANSAS CITY (Area Code 816)**
Fremerman, 3706 Broadway. Tel: PL 3-6868.
K L S Program Serv., PO Box 10001, Westport Sta. Zip: 64141.

MONTANA

• **HELENA (Area Code 406)**
Valtron, 305 Allen St. Zip: 59601. Tel: 442-0734.

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• **LINCOLN (Area Code 402)**
Williams Rec. Serv., 2650 N. 48 St. Zip: 68504. Tel: 434-4745.
• **OMAHA (Area Code 402)**
TDC Electronics, 1121 Farnam St. Tel: 342-1538. Contact: Leo Colvin.

NEW HAMPSHIRE

• **KEENE (Area Code 603)**
Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431. Tel: 352-7131.

NEW JERSEY

• **CAMDEN (Area Code 609)**
Recorded Publ'ns Labs., 1558 Pierce Ave. Zip: 08105. Tel: 963-3000. Sales Mgr.: David H. Goodman.
• **FAIRFIELD (Area Code 201)**
Tape Handling Prods., 1275 Bloomfield Ave. Zip: 07007. Pres.: Frank X. Brennan.
• **PARSIPPANY (Area Code 201)**
National Tape Serv., 1259 Hwy. 46. Tel: 335-0660. N.Y.C. Tel: (212) 732-5054.

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• **BUFFALO (Area Code 716)**
Howell, 2703 Delaware Ave. Tel: 876-9800.
• **FRANKLIN SQUARE, L. I. (Area Code 516)**
Audio Rec'g & Mfg., 4 New Hyde Park Rd. Zip: 11010. Tel: GE 7-6200.
• **HEWLETT, L. I. (Area Code 516)**
Dubbings Electronics, 226 Franklin Ave. Zip: 11557. Tel: FR 4-6600. Pres.: Julius Konins.
• **HICKSVILLE, L. I. (Area Code 516)**
Jay Electronics, 52 Bethpage Rd. Tel: WE 5-8181. Pres.: Sandford Jay. Gen. Mgr.: Jerry Ehrenzweig.
• **ITHACA (Area Code 607)**
Alcor, 215 S. Tioga. Tel: AR 3-4242.
• **NEW YORK CITY (Area Code 212)**
A & B, 237 W. 54 St. Tel: JU 2-4812. Pres.: Al Weintraub.
Associated, 723 Seventh Ave. Tel: CI 5-7640.
Audio Magnetics, 915 Westchester Ave., Bronx. Zip: 10459. Tel: LU 9-3500. Contact: Milton Gelfand.
Columbia Rec. Prod'ns, 51 W. 52 St. Tel: 765-4321.
Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000.
LONGMARK PROD'NS, 1674 Broadway, Suite 703. Zip: 10019. Tel: 245-9709. (See Utica, N. Y.)
(SEE ADVERTISEMENT)
Olmstead, 1 E. 54 St. Tel: PL 1-0890.
R C A Custom Rec. Sales, 155 E. 24 St. Tel: MU 9-7200.
• **UTICA (Area Code 315)**
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continued on page 204

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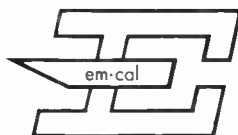


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AMBERG FILE & INDEX, 1625 E. Duane. Tel: WE 3-3351. (SEE ADVERTISEMENT)

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- NEW YORK CITY (Area Code 212)
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Fine-Tone Audio Prods., 7111 20 Ave., Brooklyn. Tel: CL 6-7876.

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

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CATALOG SERVICES

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List-O-Tapes, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

Phonolog, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

Tape Parade, 2720 Beverly Blvd. Zip: 90057. Tel: 385-4211.

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

MASSACHUSETTS

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

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

NEW YORK

- NEW YORK CITY (Area Code 212)
Art & Industry, 11 W. 30 St. Tel: WI 7-7979.
Decca, 619 W. 54 St. Zip: 10019. Tel: PL 7-2000.
Harrison Catalog of Stereophonic Tapes, 274 Madison Ave. Tel: MU 5-5383.
Queens Litho., 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: IL 7-7700.

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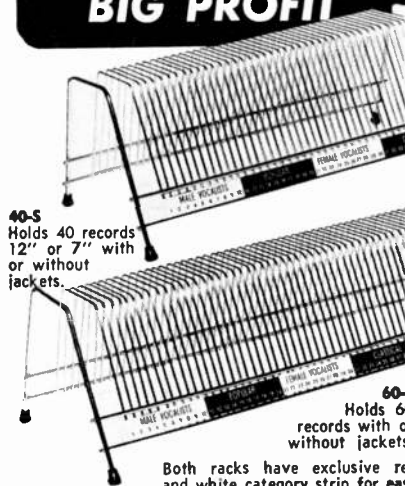
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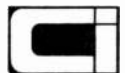
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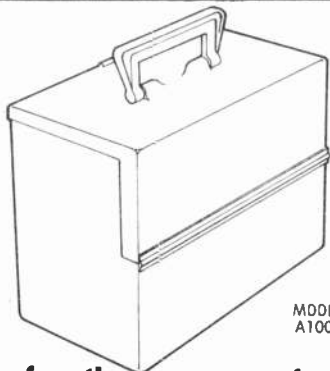
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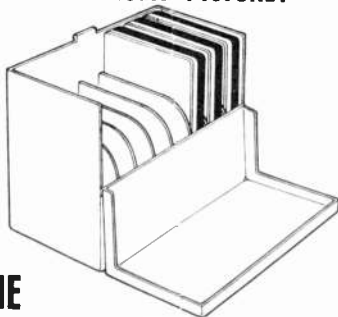
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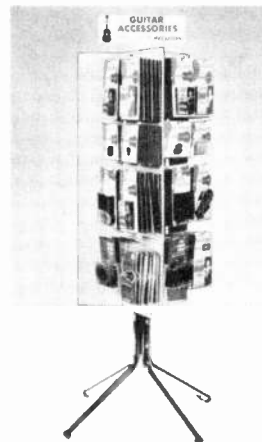
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Gotham-Crestmark, 170 Michael Dr., Syosset, N. Y. 11791. Tel: (516) WA 1-4500. Pres.: Marvin J. Frank; VP: Stanley Cohen; Sales Mgr.: Irv Kaplan.

Guild Radio & Television, 460 N. Eucalyptus Ave., Inglewood, Calif. 90302. Tel: (213) OR 8-7771. Pres. & Sales Mgr.: Lou Dolgin.

Hoffman Electronics, 4501 N. Arden Dr., El Monte, Calif. 91734. Tel: (213) 686-0123. Pres. & Chm. of Bd.: H. Leslie Hoffman; VP Consumer Prods.: R. B. Cox; Gen. Mgr.: R. L. Jablonski; Adv. Dir.: E. A. Tischler. **US Branches:** Los Angeles, Calif., 55550 Harbor St., City of Commerce. Zip: 90022. Tel: (213) 685-5363.—Chicago, Ill., 571 W. Jackson. Zip: 60606. Tel: (312) 427-9151.

M P Engineering, Fairfield, Conn. 06430. Tel: (203) 268-2385. Contact: M. Paneyko.

Magnavox, Exec. Offices, 270 Park Ave., New York, N. Y. Tel: (212) YU 6-0055. Pres.: Frank Freimann; VP & Sales Mgr.: George H. Fezell. **Corporate Offices:** Ft. Wayne, Ind., 2131 Bueter Rd. Tel: (219) 743-9721.

Major Electronics, 1776 Eastern Parkway, Brooklyn, N. Y. Tel: (212) HY 8-7200. Pres.: M. V. Lane; VPs: Steve Lane & Bill Lane; Gen. Mgr.: S. Smolen.

Majorette, 2124 Bergen St., Brooklyn, N. Y. (see Major).

Masco (see Fanon Electronic Ind.)

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Contact: Perry Winnokur.

Midland Int'l, 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; Mktg. Mgr.: James Love.

Motorola Consumer Prods., 9401 W. Grand, Franklin Park, Ill. Tel: (312) NA 5-6000. Pres.: S. R. Herkes; VPs: J. F. Haley & C. V. Phillips; Gen. Mgr.: A. L. Reese; Dir. of Adv.: R. G. Farris.

Olympic Radio & Television Sales, div. of Lear Siegler, Inc., 34-D1 38 Ave., Long Island City, N. Y. 11101. Tel.: (212) EX 2-5200. Pres.: Morton M. Schwartz; Exp. Mgr.: Jack Goldman.
US Branches: Los Angeles, Calif., 4341 District Blvd. Tel: (213) LU 9-5246. Contact: William Briggs.—San Francisco, Calif., 2041 Evans Ave. Tel: (415) 824-9511. Contact: Dore Schwab.—Hartford, Conn., 175 Locust St. Tel: (203) 249-7721. Contact: Ted Bloom.—Chicago, Ill., 1447 Diversey Pkwy. Tel: (312) WE 5-6421. Contact: Bob Schwartz.—Baltimore, Md., 6700 White Stone Rd. Tel: (301) 944-4900. Contact: George Rosen.—Roxbury, Mass., 7 Westminster Ave. Tel: (617) GA 7-7047. Contact: Sam Chiacchia.—Detroit, Mich., 7460 Intervale Ave. Tel: (313) TE 4-6720. Contact: Max Lipin.—Minneapolis, Minn., 4906 W. 35 St. Tel: (612) 927-6511. Contact: Dan McKinnon.—St. Louis, Mo., 7155 Manchester Ave. Tel: (314) MI 7-1155. Contact: Tom Cutler.—Albany, N. Y., 18 Interstate Ave. Tel: (518) HE 8-3587. Contact: Charles Corman.—Buffalo, N. Y., 94 Pearl St. Tel: (716) TL 6-2651. Contact: Bob Whitelaw.—Glendale, N. Y., 89-89 Union Turnpike. Tel: (212) HI 1-6400. Contact: Bill Goldberg.—Syracuse, N. Y., 845 Hiawatha Blvd. W. Tel: (315) 474-3396. Contact: Glenn Sheldon.—Cleveland, Ohio, 2625 St. Clair Ave. Tel: (216) MA 1-4136. Contact: Ted King.—Folcroft, Pa., 1776 Delmar Dr. Tel: (215) LU 3-6600. Contact: Ed Beetem.—Pittsburgh, Pa., 2930 Liberty Ave. Tel: (412) GR 1-4081. Contact: Harold Gold.—Dallas, Tex., 9001 Diplomacy Row. Tel: (214) ME 7-0790. Contact: Earl Kittleson.—Houston, Tex., 2210 Edwards St. Tel: (713) UN 9-4677. Contact: K. P. Roberts.—Seattle, Wash., 825 S. Stacy St. Tel: (206) MA 3-8650. Contact: George Shipman.

Packard-Bell Electronics, 12333 W. Olympic Blvd.,

Los Angeles, Calif. 90025. Tel: (213) 272-6141. Chm.: R. S. Bell; Pres.: W. B. Sell; Pres. Sales & Int'l: K. R. Johnson.

Philco, a subsidiary of Ford Motor Co., "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6000. Pres.: Robert D. Fickes; VP Int'l Div.: W. S. Bopp.
 Int'l Branches: Argentina, Philco Argentina, S.A., Canada de Gomez 5567, Buenos Aires. Tel: 60-2061. Gen. Mgr.: W. S. Rolston.—Brazil, Philco Radio & Televisao Ltda., Virginia 299 (Tatuape), Sao Paulo. Tel: 93-6193. Mgt'g Dir.: F. L. Sherman.—Canada, Philco Corp. of Canada, Ltd., 900 Don Mills Rd., Toronto, Ont. Tel: (416) 444-2541. VP & Gen. Mgr.: R. A. MacDonald.—Italy, Philco Italiana S.p.A., Via G. Marconi 14-22, Ponte San Pietro, Bergamo. Tel: 611-560. Pres. & Gen. Mgr.: R. DiPiramo.—Mexico, Philco S.A. de C.V., Clavel 157, Mexico D. F. Tel: 47-46-00. Pres. & Gen. Mgr.: H. L. Cummings.

Phonola (see Waters-Conley).

Pilot Radio, 100 Electra Ln., Yonkers, N. Y. 10704. Tel: (914) BE 7-7700. Pres.: Morris Sobin; Nat'l Sales Mgr.: William O'Boyle.

RCA Sales, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) ME 6-5311. Pres.: Bryce S. Durant; VP Prod. Planning: Jack K. Sauter; VP Adv. & Sales Promo.: Jack M. Williams; VP Sales: Joseph P. Bannon; VP Distributor Dpns. Servs.: J. L. Albers.

Rheem Califone-Roberts Electronics, div. of Rheem Mfg., 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; VP Mktg.: J. F. White.

Roberts Electronics (see Rheem Califone).

Selectron Int'l, 4215 W. 45th St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: N. Milovac; Sales Mgr.: Bernard Buchwald.

Silvertone (see Warwick Electronics).

Sylvania Electric Prods., 730 Third Ave., New York, N. Y. 10017. Tel: (212) 551-1409. Pres.: Gene K. Beare. Contact: Richard L. Graves.
 US Branches: Bedford, Mass., Commercial Electronics Div., PO Box 268, Burlington Rd.—

Waltham, Mass., Sylvania Electronic Systems Div., 40 Sylvan Rd.—Batavia, N. Y., Sylvania Home Entertainment Electronics, 700 Ellicott Ave.—Hicksville, L. I., N. Y., Sylcor, Cantiague Rd.

Symphonic Radio & Electronic, 470 Park Ave. S., New York, N. Y. 10016. Tel: (212) 889-6800. Pres.: Max J. Zimmer; Nat'l Sales Mgr.: A. Wellington; Int'l Sales: H. A. Jacobs.

Truetone (see Wells-Gardner Electronics).

V-M Corp., 305 Territorial Rd., Benton Harbor, Mich. 49023. Tel: (616) 925-8841. Pres.: Victor A. Miller; Mktg. Mgr.: M. B. Cain; Exp. Sales Mgr.: Merce Fisher.

Victrola (see RCA Sales).

Warwick Electronics, 7400 N. Lehigh, Chicago, Ill. 60648. Tel: (312) 774-6400. Contact: A. W. Travers.

Waters-Conley, 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: H. M. Greenspon; Nat'l Sales Mgr. Phonola Div.: Edward Boba; Sales Mgr. Private Label Div.: Martin W. Krenzke.

US Branch: Rochester, Minn., 501 First Ave. N. W. Zip: 55902. Tel: (507) 289-1681. VP Mfg.: Richard Huber.

Webcor/Dormeyer, 700 N. Kingsbury St., Chicago, Ill. 60610. Tel: (312) MO 4-6400. Pres. & Chm.: Titus Haffa; Exec. VP: Richard J. Cole; Mfg. VP: George J. Pyre; VP Mktg. & Sales: William Chapman; Sec.: Charles Blake; Pres. Webcor Sales: George J. Pyre; Pres. Dormeyer: George J. Pyre.

Wells-Gardner Electronics, 2701 N. Kildare Ave., Chicago, Ill. 60639. Tel: (312) AL 2-8220. Pres.: Grant Gardner; Exec. VP & Gen. Mgr.: A. J. Wells Jr.; Sales VP: Allan Gardner.

Westinghouse Electric, TV-Radio-Phono. Div., Rt. 27, Vineyard Rd., Metuchen, N. J. Tel: (201) LI 8-5000. Gen. Mgr.: W. M. Day; Prod. Plan'g Mgr.: H. Paxinos.

Zenith Radio, 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000. Pres.: J. S. Wright; Exec. VP Sales: L. C. Truesdell; VP Exp.: J. A. Miguel.

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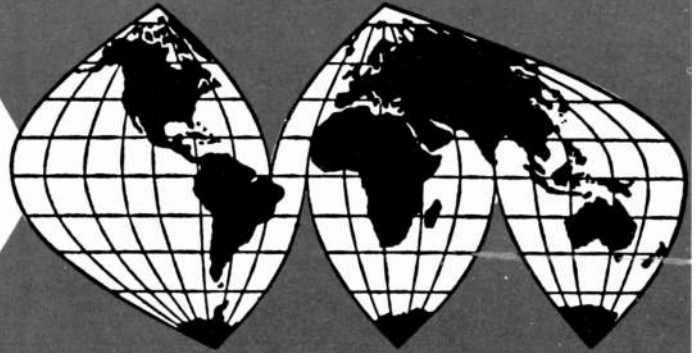
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Pyrmont, N.S.W., Australia
Mr. Frederick C. Marks
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Copenhagen, Denmark
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Neuilly sur Seine, France
Mr. Eddie Barclay
Phone: 722-60-30

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Hamburg, Germany
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Mr. E. Gutierrez Zamora
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Barcelona, Spain
Mr. J. Alfonso
Phone: 248 17 53

SWEDEN:

METRANOME RECORDS AB
Storangsvagen 27
Stockholm, Sweden
Mr. Borje Ekberg
Phone: 610616

TURKEY:

GRAMOFON LİMİTET SİRKETİ
Halkali Caddesi 85
Yesilkoy-Istanbul
Mr. Alan Campbell
Phone: 73-89-76



ATLANTIC RECORDS, 1841 Broadway, New York, N.Y. 10023 • (212) PL. 7-6306

International Market Report

Argentina
Australia
Austria
Bahamas
Belgium
Bermuda
Bolivia
Brazil
Bulgaria
Canada
Chile
China, Republic of
Colombia
Costa Rica
Czechoslovakia

Denmark
Dominican Republic
Ecuador
Eire
El Salvador
England (See United Kingdom)
Finland
France
Germany, East
Germany, West
Greece
Guatemala
Guyana
Honduras

Hong Kong
Hungary
Iceland
India
Indonesia
Israel
Italy
Jamaica
Japan
Kenya
Lebanon
Malaysia
Mexico
Morocco
Netherlands

Netherlands Antilles
New Zealand
Nicaragua
Nigeria
Norway
Pakistan
Panama
Paraguay
Peru
Philippines
Poland
Portugal
Puerto Rico
Singapore
South Africa, Republic of

South Korea
South Vietnam
Spain
Sweden
Switzerland
Thailand
Trinidad & Tobago
Turkey
United Arab Republic
United Kingdom
Uruguay
U.S.S.R.
Venezuela
Virgin Islands (U. S.)
Yugoslavia

ARGENTINA

Population: 21,416,000.
Official rate of exchange: \$1 (US) = 134.70 pesos.
Per capita income: \$80.
Records exported to US (factory value): 1964—\$2,494.
Records imported from US: None.
Average retail price: LP's—\$4.50; EP's—\$1.75; Singles—\$1.15.
Record distribution system: Manufacturer to dealer.
Discounting: Occasional.
Record club sales: 1%.
Jukeboxes: 1,000.
Radio stations: 70.
Television stations: 20. Ruben Machado

● record manufacturers

Belter, Rodriguez Pena 36, 70-D, Buenos Aires. Tel: 46-5827. Cable: LATINA. Pres.: Jose Navas; Gen. Prof. Mgr.: Ricardo Romero.

C B S, Paraguay 1583, Buenos Aires. Tel: 42-4307. Cable: COLRECORD. VP: John Truden; Gen. Mgr.: Armando di Guglielmo; Mgr.: Douglas Taylor; Pop. A&R Mgr.: John Lear; Classical A&R Mgr.: Alberto Caldeiro; Sales Mgr.: Luis Aguado; Pub. & Adv. Mgr.: Orlando Rosenberg; Promo. Mgr.: Ricardo Pereira.
Labels: CBS, Orfeo.
This company represents: Columbia (USA), Plaza (Brazil), Ricordi (Italy), United Artists (USA).

Dial, Pasteur 341, Buenos Aires. Tel: 47-0145. Gen. Mgr.: C. L. Tealdo Alizieri; Mgr.: Cesar A. Divaga; Adv. & Promo. Mgr.: Pablo Rossi.
Label: Dial.
This company represents: Fantasy, GNP Crescendo, Mainstream, Time (all USA).

Disc Jockey, Pedro Goyena 70-72, Buenos Aires. Tel: 72-9090. Pres.: Manuel Rodriguez Luge; VP: Eduardo Piovano; Sales Mgr.: Ricardo Portela; Pub. Mgr.: Roberto Quirno.
Label: Disk Jockey.
This company represents: Barclay (France), Carosello (Italy), Chantecler (Peru), Continental (Brazil), Italdisc (Italy), Palette (Belgium), Sonoradio (Peru), El Virrey (Peru).

Famous, Peru 151, Buenos Aires. Tel: 26-3298. Gen. Mgr.: I. W. Morris; Mgr.: Mike Davis.
Label: Ariel.
This company represents: ABC-Paramount (USA), EMI (England), Fonograma (Venezuela), Musidisc (Brazil), Tropical (Colombia), Versailles (France).

Fermata, San Martin 640, Buenos Aires. Tel: 31-9330, 9377. Cable: Fermata. Pres.: Enrique Lebendig & Mauricio Brenner; Mgr.: Gerardo Grassi.
Label: Fermata.
This company represents: A&M (USA), AZ (France), Cameo-Parkway (USA), Clan (Italy), Class (Uruguay), Ferbra (Brazil), Fonit-Cetra (Italy), Jaguar (Italy), Jolly (Italy), Momo (Brazil), Prosadis (France), Red Bird (USA), RGE (Brazil), Style (Italy).

Industrias Electricas y Musicales Odeon (EMI), Corrientes 485, Buenos Aires. Tel: 49-6651. Cable: TURNTABLE. Gen. Mgr.: Philip Brodie; Mgr.: George W. Ferguson; Pop A&R Mgr.: Jose Angel Rota; Classical A&R Mgr.: Federico Clappenbach; Sales Mgr.: Roberto A. Abatte; Pub. & Adv. Mgr.: Domingo A. Ramos; Promo. Mgr.: Juan Carlos Menna; Mgr. Int'l A&R: Miguel Scaglia.

Branches: Cordoba 669. Tel: 31-6017. Contact: Jose Cortez.—Lavalle 465. Tel: 32-6296. Contact: Aida Verdi.—Mendoza 2150. Tel: 76-2347. Contact: Enrique Lynch.
Labels: Odeon, Odeon "Pops."
This company represents: Capitol (USA), Carish (Italy), Columbia (Italy), Cubartimpex (Cuba), Decca (USA), EMI (England), Ember (USA), Imperial (USA), Liberty (USA), London (England), Musart (Mexico), Parlophone (Italy), Pathe-Marconi (France), Toshiba (Japan), La Voce Del Padrone (Italy).

Microfon, Lavalle 1759, Buenos Aires. Tel: 49-6128. Gen. Mgr.: Mario R. Kaminsky; Mgr.: Norberto Kaminsky; Pop A&R Mgr.: Horacio Malvicino; Promo. Mgr.: Osvaldo Guerra.
Label: Microfon.
This company represents: Audio Fidelity (USA), Bang (USA), Brunswick (USA), Coral (USA), Joda (USA), Karate (USA), Prestige (USA), Som/Major (Brazil).

Ala Nicky, Alsina 1535, Buenos Aires. Tel: 40-8210. Gen. Mgr.: Jose Bragato.
Label: Ala Nicky.
This company represents: Meazzi (Italy).

Phonogram, Cordoba 1351, Buenos Aires. Tel: 41-0048. Cable: PHONOGRAM. Gen. Mgr.: Hugo A. J. Persichini; Pop A&R Mgr.: Santo Lipesker; Sales Mgr.: Americo Severini; Pub. & Adv. Mgr.: Arturo J. Martinez; Promo. Mgr.: Alfredo Leutgebeweger.
Label: Philips.
This company represents: Archive (Germany), Deutsche Grammophon (Germany), Disneyland (USA), MGM (USA), Mercury (USA), Polydor (Germany), Verve (USA).

Prodisa, Thames 2472, Buenos Aires. Tel: 72-1862. Gen. Mgr.: Jorge Cesar Esperon; Sales Mgr.: Facundo Martinez; Promo. Mgr.: Horacio Tanturi; Country Sales Mgr.: Luis Pissolito.
Label: Tonodisc.
This company represents: Grand Award (USA), Tamla-Motown (USA), Westminster (USA).

RCA, Paroissien 3960, Buenos Aires. Tel: 70-4171. Pres.: Robert F. Cook; Gen. Mgr.: Bruno Grupp; Pop A&R Mgr.: Johnnie Camacho; Classical A&R Mgr.: Aquiles Iacometti; Sales Mgr.: Adolfo Pino; Pub. & Adv. Mgr.: Juan Piccin; Promo Mgr.: Francisco Azzaritto.
Labels: RCA Camden, RCA Victor, RCA Victrola, VIX "X."
This company represents: Dunhill (USA), Montilla (USA).

Sicamericana, Jose E. Uriburo 40, Buenos Aires. Tel: 46-9807. Cable: SICAMERICANA. Pres.: Nestor Selasco; VP: Luis Calvo; Pop A&R Mgr.: Hector Milliano; Sales Mgr.: Ricardo Taverna; Pub. & Adv. Mgr.: Jorge Montez; Promo. Mgr.: Elsa Ferreyra; Prod'n Mgr.: Juan Kregar.
Label: Music Hall.
This company represents: CGD (Italy), Copacabana (Brazil), Demon (Chile), Dot (USA), Fuentes Colombia, Gamma (Mexico), Kapp (USA), Orfeon Peerless (Mexico), Pye (England), Reprise (USA), Roulette (USA), Seeco (USA), Vanguard (USA).

Surco, Tucuman 439, Buenos Aires. Tel: 32-0123. Gen. Mgr. & Pop A&R Mgr.: Enrique Iriberrri; Sales Mgr.: Atilio Suva; Promo. Mgr.: Martin Lauterer.
Labels: Calesita, Opus.
This company represents: Atlantic (USA), Elite Spezial (Switzerland), President (France), Telefunken (Germany).

Tonodisc, 15 de Noviembre 1287, Buenos Aires. Tel: 23-7724. Pres.: Jorge Cesar Esperon.
This company represents: Artone (Holland), Command (USA), Tamla-Motown (USA), Westminster (USA).

Trova, Corrientes 2434, Buenos Aires. Tel: 49-9996. Gen. Mgr.: Jorge Calandra; Mgr.: Alfredo Silvernstein; Pop A&R Mgr.: Alfredo Radoszynski.
Label: Trova.
This company represents: Concertdisc (USA), Contemporary (USA), Counterpoint-Esoteric (USA), Elenco (Brazil), Folkways (USA), Good Time Jazz (USA), World Pacific (USA).

● music publishers

Canciones Del Mundo (see Editorial Julio Korn).
Connelly Argentina (see Editorial Julio Korn).
Edami (Editorial Argentina de Musica Internacional) (SADAIC), Lavalle 1494, Buenos Aires. Tel: 40-1613, 8853. Gen. Mgr.: Alberto Martinez; Gen. Prof. Mgr.: Juan Carlos Protocchini.
Affiliate: Ediciones Musicales Acorde.
This company represents: EMI (Mexico), Edizione Southern (Italy), Musica Del Mundo (Spain), Peer Int'l (USA), Societe D'Edizione Musicales (France), Southern (England, USA).

Ediciones Internacionales Fermata (SADAIC), San Martin 640, Buenos Aires. Tel: 31-9330, 9377. Pres.: Enrique Lebendig & Mauricio Brenner; Gen. Mgr.: Gerardo Grassi.
This company represents: Fermata (Brazil, Chile, Mexico, Paraguay, Uruguay).

Ediciones Musicales Acorde (see Edami).
Editorial Esuropa (see Editorial Julio Korn).
Editorial Julio Korn (SADAIC), Moreno 2038, Buenos Aires. Tel: 47-3622. Pres. & Gen. Mgr.: Ricardo I. Korn; Gen. Prof. Mgr.: Felix Lipesker.
Affiliates: Canciones Del Mundo, Connelly Argentina, Editorial Esuropa, Latin, Vitale Argentina.
This company represents: Acuff-Rose (USA), Arc (USA), Branbilla (Mexico), Morro (USA), United Artists (USA), Walt Disney (USA).

Editorial Musical Pirovano (SADAIC), Pasco 1267, Buenos Aires. Tel: 23-0275. Pres.: Laura C. Pirovano.

Lagos (SADAIC), Talcahuano 63B, Buenos Aires. Tel: 40-3746. Gen. Mgr.: G. Lagos.

Latin (see Editorial Julio Korn).
Melograf, Paraguay 1583, Buenos Aires. Tel: 42-2867. Contact: Stanko Jerebic.
Neumann (SADAIC), Maipu 235, Buenos Aires. Tel: 46-5343. Gen. Mgr.: Carlos Di Liscia.
Ricordi America (SADAIC), Cangallo 1558, Buenos Aires. Tel: 40-9841. Gen. Mgr.: Renzo Valcarenci.
Sprint (SADAIC), Lavalle 560, Buenos Aires. Tel: 32-8936. Gen. Mgr.: Jose Russo.
Vitale Argentina (see Editorial Julio Korn).

● supplies & services

PRESSING PLANTS

C B S Columbia, Victor Martinez 1824, Buenos Aires.
Galvadis, 11 de Setiembre 481, Ciudadela.
H & R Maluf, Francisco Bilbao 2248, Buenos Aires. Tel: 63-6534.
Phonogress, Perito Moreno 235, Temperley.
R C A Victor, Paroissien 3960, Buenos Aires. Tel: 70-4171.

continued

RECORDING STUDIOS

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

TRADE ORGANIZATIONS

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

AUSTRALIA

Population: 1961 census—10,508,186; latest official estimate Dec. 31, 1965—11,478,703.
 Official rate of exchange: \$1 (US) = .45 Australian pounds.
 Records produced domestically: 1964-65—10,131,299; 1963-64—9,084,349; 1962-63—8,187,130.
 Records unit breakdown: 1964-65—LP's (10" & 12"): 4,459,737; EP's: 1,473,755; Singles (78 & 45 rpm): 4,197,807.
 Stereo (percentage of total production): 15%.
 Records imported from US (factory value): 1964—\$267,295.
 Discounting: Rare.
 Record Club sales: 10% of total sales (approx.).
 George Hilder

● **record manufacturers**

A T A, 22 Alford St., Milson Point, Sydney, N.S.W. (distributed by Festival).
 Astor Electronics, Astor House, 161-173 Sturt St., South Melbourne, Victoria. Tel: 69-0300.
 This company represents: Astor, Audio Fidelity, Autumn, Charger, Colpix, Crusader, Elektra, Go, Hanna-Barbera, HiFi, Kama Sutra, Pye, Red Rird, Somerset, Vanguard, Verve, Verve/Folkways.

Australian, 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Cable: COLRECORD. PO Box 267, Darlinghurst, N.S.W. Mg'g Dir.: A. W. T. Smith; Gen. Mgr.: A. H. Watts; Sales Mgr.: R. C. Bull; A&R Mgr.: S. E. Libaek; Creative Servs. Mgr.: K. N. Anderson; Rec. Club Mgr.: W. J. Hagan.

Label: CBS.

This company represents (including all subsidiaries): Columbia, Aristocrat, Epic, Hickory, Kapp, Musicor, Palette, Reprise, Sue, United Artists, Warner Bros.

Boosey & Hawkes, National Bldg., 250 Pitt St., Sydney, N.S.W. Tel: 61-9046. Mg'g Dir.: George S. Cooper.

Labels: Boosey & Hawkes, Bosworth, Major.

Carinia, Daking House, Rawson Pl., Sydney, N.S.W. Tel: 61-3234 & 211-3193. Mgr.: M. Kulakowski.

Label: Carinia.

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

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

This company represents: Ace of Clubs, Ace of Diamonds, Adaire, Admiral, Alan Kelley, Alladin, All Boy, Alley, Allwood, Amy, Angel, Antler, Apache, Arien, Auburn, Aurora, Ava, Avanti, Bandstand, Bang, Bat, Beacon, Bell, Beltona, Best, Big Top, Blackhawk, Bobbin, Buckley, Buena Vista, Cadette, Cameo, Cannon, Capitol, Century, Chairman, Challenge, Charter, Coed, Collier, Colonial, Columbia (England), Concert-Disc, Contemporary, Constellation, Cotton Town Jubilee, Counterpoint, Courtney, Cover, Crescendo, D-L, Dale, Decca (England), Delaware Valley, Del-Fi, Delyse, Dial, Diamond, Discomoda, Disneyland, Divinity, Do-Re-Mi, Dunes, Dynovox, Ebb Tide, Eclipse, Edit, Electro, Emerson, Era, Eric, Esoteric, Everest, Excello, Fantasy, Fayette, Felsted, Fire, Folklore, Fury, GNP, Garpax, Garrett, Genius, Gold Town, Good Time Jazz, Gordy, Gramercy, Gulf, Gusto, HMV, Harmon, Hart-Vann, Hi, Highlane, Hollywood, Imperial, In, Irish, Jackpot, Jameco, Joda, Judo, Kama, Kellmac, Keith, Lancer, Lawn, Lemay, Liberty, Liberty Bell, Lively Art, Logo, London, Louis, Ludix, Lyco, M&H, Mar-V-Lus, Mala, Martay, Maxx, Mel-o-dy,

Metro, Metronome (Sweden), Monogram, Monument, Motown, Music Clef, Musicnote, Music-tone, Nashboro, Neale, Near East, Newjazz, New Voice, Odeon, One-Derful, Parkway, Parlophone, Pathe, Pear, Philles, Pike, Plaza, Post, Premiere, Premier, President, Press, RGE, Ray, Regina, Romac, Roulette, Sanro, Seville, Shar-Dee, Shell, Soma, Soul, Soundstage, Spark, Speciality, Splash, Stage, Stan, Starday, Starfire, Sultan, Sun, Sunland, Swan, Tahoe, Take Ten, Talent, Tama, Tarwee, Tilt, Titanic, Toshiba, Transatlantic, Tru-Sound, Unical, Unison, Unity, VIP, Vault, Viking, Viscount, Vocalion, Warrior, Waverley, Wedge, Whippet, Workshop, Zeida.

Europa, Adams Chambers, 4th Fl., 484 George St., Sydney, N.S.W. Tel: 26-2635. Mgr.: Albert Yacoel.

Labels: Secco, Europa-Teppaz.

Festival, PO Box 16, 223 Harris St., Pyrmont, N.S.W. Tel: 68-4021. Cable: FESTIVAL, Sydney. Exec. Dir.: F. C. Marks; Sales Mgr.: N. W. Brown; Prod'n Mgr.: C. H. Beavis; Adv. Mgr.: R. Atkinson; PR Mgr.: R. Barlow; A&R Prod'r: Joe Halford.

Labels: Festival, Leedon, Sunshine, Spin, Komotion.

This company represents: Decca, Coral, Brunswick (USA), ABC-Paramount, Command, Impulse, Grand Award, Westminster (USA), Dot, Hamilton (USA), A&M (USA), Atlantic, Atco (USA), 20th Century-Fox (USA), King (Japan), King (USA), Scepter, Wand (USA), World Pacific, Pacific Jazz (USA), Jubilee, Jay Gee (USA), White Whale (USA), Laurie, Rust (USA), Chatahoochie (USA), Accent (USA), Lantern (England), Island (England), Ember (England), Elite Special (Switzerland).

Int'l representative: New Zealand (G. A. Wooler).

Jewel, 29 Bligh St., Sydney, N.S.W. Mg'g Dir.: D. B. Lockyer.

Labels: Jewel, Talent.

Kommotion (see Festival).

Leedon (see Festival).

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

Label: Minstrel.

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

Philips, 69-79 Clarence St., Sydney, N.S.W.

This company represents: Philips, Polydor, Deutsche Grammophon, Fontana, Mercury, Zodiac.

R C A, 221 Elizabeth St., Sydney, N.S.W. Tel: 61-8541. Mg'g Dir.: K. F. Fidden; Gen. Mgr. (Recs. Div.): W. J. Walsh; Mgr. & A&R: Ron Wills.

This company represents: RCA, Camden, Victrola, Vik, Bluebird, Contemporary, Good Time Jazz.

Recording Society of Australia, GPO Box 572, Sydney, N.S.W. Pres.: Prof. Donald Peart (non-profit organization).

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

Label: Pedigree.

Spin (see Festival).

Sunshine (see Festival).

W & G, 185-187 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Dir.: E. A. White; Gen. Sales Mgr.: M. D. Angus.

Label: W&G.

This company represents: Gem, Diaphon, In, CGD, Carish, Jaguar, Cemea Carosello, Marvel, Jerden, Spoken Arts, Music Minus One, Ar-tone, Chapel, Everest, Prima, Fraternity, Ambassador, Pickwick, Melbourne, Banff, Rodeo, TCF-Hall, Gaiety, Rampart, Quality, Paxton, Mozart, Robert Stone Assocs. Master Releasing. (SEE ADVERTISEMENT)

Wattle, 1 Arundel St., Glebe, N.S.W. Tel: 68-4821. Mg'g Dir.: Peter Hamilton.

● **music publishers**

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

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

Allans, GPO Box 513 J., Melbourne, Victoria. Contact: R. E. Bare.

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

April/Blackwood, c/o Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Mgr.: S. Libaek.

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

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



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"BYE, BYE BABY" (BABY GOODBYE)
(BOB CREWE—BOB GAUDIO)

"WORKING MY WAY BACK TO YOU"
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30/34 LANGHAM STREET
LONDON W.1, ENGLAND

SOUTH AFRICA

ARDMORE & BEECHWOOD S. AFRICA
P.O. BOX 11254
JOHANNESBURG
TRANSVAAL, SOUTH AFRICA

BELGIUM

ARDMORE & BEECHWOOD BELGIUM
72, QUAI DES CHARBONNAGES
BRUSSELS, BELGIUM

FRANCE

PATHE MARCONI
22 AVENUE DE LA GRANDE ARMEE
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continued

Castle, PO Box 352, Haymarket, Sydney; 299 Castlereagh St., N.S.W. Mgr.: Phillip Mathews.

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

Reg Connelly, 21 Elliott St., Belmain, N.S.W.

Cricket (see Leeds).

Crown, c/o Festival, PO Box 16, 223 Harris St., Pyrmont, N.S.W. Tel: 68-4021.

Essex, Griff House, 324 Pitt St., Sydney, N.S.W. Tel: 61-8523. Cable: Semus. Gen. Mgr.: Barry Kimberley.

Sam Fox (see Southern).

Joye, 22 Alford St., Milson Point, Sydney, N.S.W. Leeds, 324 Pitt St., Sydney, N.S.W. Tel: 61-6088/9. Cable: Leedsmusic. Mgr'g Dir.: Jack H. Argent.

Maxana (see Leeds).

Mogull, Ivan, 301 Castlereagh St., Sydney, N.S.W. Pres.: Ivan Mogull.

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

Music Publishing of Australia (see Southern).

Peer Int'l (see Southern).

Pincus-Gil (see Leeds).

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

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

South Mountain (see Leeds).

Southern, Carleton House, 40 York St., Sydney, N.S.W. Tel: 29-2547. Cable: SOUTHMUSIC. Mgr'g Dir.: C. Vaughan-Smith.

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

Spoone (see Leeds).

Tangerine (see Leeds).

TU-Con (see Leeds).

Victoria (see Leeds).

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

World (see Southern).

● independent record producers

Maverick Ents., Sydney, N.S.W. Cable: Maverick.

● record distributors

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.

Outlets: Newmarket, Queensland, Colin Hopgood, 309 Enoggera Rd.—Adelaide, S.A., 244 Gilbert St.—Launceston, Tasmania, K. W. McCulloch, 109 York St.—South Yarra, Victoria, 7 Claremont St.—Perth, W.A., Athol M. Hill, 613 Wellington St.

Julius Cohn, 31 Gilles St., Adelaide, S.A.

Farleighs, 26-28 Helen St., The Valley, Brisbane, Queensland.

Athol M. Hill (see Australian Rec.).

Colin Hopgood (see Australian Rec.).

K. W. McCulloch (see Australian Rec.).

Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Victoria.

Branches: Launceston, Tasmania, 143 Wellington St.—Hobart, Tasmania, 118-124 Bathurst St. Musical Whistle. Supplies, 416 George St., Sydney, N.S.W.

Rosenstamm, 61-65 King St., Perth, W.A.

● importers & exporters

Allen, 276 Collins St., Melbourne, Victoria.

Edels, 88 King St., Sydney, N.S.W.

Scala Rec., Alderson Bldg., 504-520 Pacific Highway, St. Leonards, N.S.W. Tel: 43-0243. Dir.: G. Polgar.

● record clubs

World, 330 Flinders Ln., Melbourne C.1, Victoria.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Australasian Performing Right Assn., 66 Pitt St., Sydney, N.S.W.

J. McFadden, 67 York St., Sydney, N.S.W.

PRESSING PLANTS

Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.

Australian, 11-19 Hargrave St., East Sydney, N.S.W.

E M I, 301 Castlereagh St., Sydney, N.S.W.

Festival, 223 Harris St., Pyrmont, Sydney, N.S.W.

Peter Mann, 3 Estella St., Melbourne, S.E. 6, Victoria.

R C A, 221 Elizabeth St., Sydney, N.S.W.

W & G Rec. Processing, 185 a'Beckett, Melbourne, Victoria.

PROMOTION & PUBLICITY

Continental, 29 Bligh St., Sydney, N.S.W. Mgr'g Dir.: S. Turocz.

RECORDING STUDIOS

Amalgamated Wireless, 167 Queen St., Melbourne, Victoria.

Branch: 47 York St., Sydney, N.S.W.

Australian, 11 Hargrave St., East Sydney, N.S.W.

Clark Martin, 28 Bay View Terr., Mosman Park, Perth, W.A.

E M I, 301 Castlereagh St., Sydney, N.S.W.

Earway, 15 Mary St., Brisbane, Queensland.

Festival, 223 Harris St., Pyrmont, N.S.W.

Gale Sound, 576 Hay St., Perth, W.A.

Harmony House, 177 George St., Sydney, N.S.W.

Sonic & Television Engineers, 233 Rundle St., Adelaide, S.A.

W & G, 185 a'Beckett St., Melbourne, Victoria.

AUSTRIA

Population: 7,100,000.

Official rate of exchange: \$1 (US) = 26 schillings.

Number of record players in homes: 400,000.

Records imported from US (factory value): 1964—\$32,430; 1963—\$25,500.

Records exported to US (factory value): 1964—\$5,097.

Average retail prices: Austrian prices are equal in Mono or Stereo. 12-inch LP's, 150 Austrian schillings (\$6); 10-inch LP's, 105 Austrian schillings (\$4); 7-inch EP's 55 Austrian schillings (\$2.20); Singles, 33 Austrian schillings (\$1.25).

Record club sales: 12% of all sales.

Stereo sales: 33% of all sales.

Medium wave radio: Oesterreichischer Rundfunk with main studio at Argentinierstrasse 30A, Vienna IV. Has six additional studios in Linz, Graz, Salzburg, Klagenfurt, Innesbruck, Dornbirn. Office Address: Schellinggasse, Vienna 1. Same company operates TV broadcasting network.

● record manufacturers

Amadeo, Untere Donaustr., Vienna 2. Tel: 24-35-98. Cable: Amadeodisc. Gen. Mgr.: Stephan Von Friedberg; Pop A&R, Pub., Promo. & Adv.: Walter Praxl; Classical A&R: Rudolf Mraz. Label: Amadeo.

This company represents: Ariston (Italy), Artone (Holland), Barclay (France), Cadet (USA), Checker (USA), Chess (USA), Christophorus (Germany), Ember (England), Funckler (Holland), Hipavox (Spain), Palette (Belgium), Phonag (Switzerland), Ricordi (Italy), Ri-Fi (Italy), Riviera (France), Vanguard (USA).

Int'l representatives: Belgium (Inelco), Denmark (Tono), Finland (Fazer), France (La Compagnie Europeenne du Disque), Germany (Philips), Italy (Recordi), Japan (Nippon Columbia), Norway (Norsk Phonogram), Spain (Hisvavox), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon).

Ariola, Rotenturmstr. 5-9, Vienna 1. Tel: 63-55-97. Mgr. Dir.: Egmont Luftner.

This company represents: Ariola, Atlantic, Eurodisc, Italia Int'l, Metronome.

Musica, PO Box 132, Neustiftgasse 3, Vienna 7/62. Cable: MUSICA. Tel: 93-65-48. Contact: Franz Hochner.

Oesterreichische Columbia, 2 Fuehrichgasse, Vienna 1. Tel: 52-36-75. Cable: Colpho. Gen. Mgr.: Frank W. Beh; Mgr. Sales, Promo & A&R: Erich Chobot; Admin. Mgr.: Walter Zulinski.

Branches: Sigmundspalitz 2, Salzburg. Tel: 83-2-15. Mgr.: Edmond Pichler.—Kaerntnerstr. 30, Vienna 1. Tel: 52-36-75. Mgr.: Karl Pfeiffer.

This company represents: Angel, Capitol, Columbia, Concert-Classico, Electrola, Encore, English by Radio, Erato, Gloria, HMV, Hoer Zu, Imperial, Liberty, Magic Notes, Monitor, Musica Sacra, Odeon, PaperBack-Classics, Parlophone, Pathe, Regal, Stateside, Tower, Voce del Padrone, Voix de son Maître.

Polyphon, Mariahilferstr. 127, 1060 Vienna. Tel: 65-35-06. Cable: POLYPHON. Pres.: Gerhard Gebhard; Prod'r: Frank Pippal; Sales Mgr.: Wolfgang Arming; Sales Mgr.: Hans Joachim Gaede.

This company represents: ABC-Paramount,

Archiv, Brunswick, Caedmon, Command, Deutsche Grammophon, Fontana, Interdisc, Kama Sutra, MGM, Mercury, Philips, Polydor, Riverside, UA, Verve.

● music publishers

Bosworth, Dr.-Karl-Luegerplatz 2, Vienna 1.

DaCapo, Mahlerstr. 11, Vienna 1.

Deutscher Volksgesangsverein, Reindorfsgasse 42, Vienna 15. Prop.: Ludwig Krenn.

Ludwig Doblinger, Dorotheergasse 10, Vienna 1.

Gloria, Gluckgasse 1, Vienna 1.

Josef Hochmuth, Seilergasse 12, Vienna 1.

Friedr. Hofmeister-Figaro, Seilergasse 12, Vienna 1. Tel: 52-49-77

Imperial, Gluckgasse 1, Vienna 1.

Johnny, Gluckgasse 1, Vienna 1.

Jungbrunnen, Rauhensteingasse 5, Vienna 1.

Kosmos, Neuterchenfelderstr. 8, Vienna 17.

Mayer, Ottakringerstr. 109, Vienna 16. Tel: 66-23-34. Prop.: Edea Margaritella.

Mayrische, Theatregasse 4, Salzburg.

Mozart, Sigmund Hafnergasse 18, Salzburg.

Musikverlag V. Hladky, Brounbadgasse 13, Vienna 9.

Papageno, Linke Wienzeile 6, Vienna 6.

Hermann Schneider, Gluckgasse 1, Vienna 1.

Southern, Seilergasse 12, Vienna 1. Tel: 52-27-51. Cable: SOUTHMUSIC.

Stanberg, Joanneum Ring 12, Graz Styria.

Symphonia, Lothringstr. 20, Vienna 3.

Josef Weinberger, Mahlerstr. 11, Vienna 1.

Weltmusik (Josef Hochmuth), Seilergasse 12, Vienna 1. Tel: 52-27-51.

Ludmilla Weselka, Mariahilferstr. 55, Vienna 6.

Wiener Verlagsanstalt, Johannesgasse 12, Vienna 1.

● record wholesalers

IMPORTERS & EXPORTERS

Amadeo, Untere Donaustr. 17, Vienna 2. Tel: 24-35-98. Cable: Amadeodisc.

Audio Haus, Lothingerstr 20, Vienna 3. Contact: George W. Hamilton.

Centrocord, Johannesgasse 4/6, Vienna 1. Tel: 52-99-55. Cable: CENTROCORDER. Gen Mgr.: Helmut Bischof.

This company represents: Accordia, Blue Note, Dot, Durium, Elite, Special, Kapp, Mode, Pacific, Popular, Saba Sonet, Storyville, Tempo, Triola, Vogue, Vogue-Pye.

E. Kratochwil, Taborstr. 52 A, Vienna 2.

Schaettle, Dkfm. O. Schattler, Webgasse 43, Vienna 6. Tel: 56-56-795.

Terraphone, Fridrich Schiegl Goldgasse 2, Vienna 4.

Roland Teuchter, Schottengasse 30, Vienna 1.

A. Weiner, Karl Schweighofergasse 12, Vienna 7.

Yank Rec., Webgasse 43, Vienna 6. Tel: 56-56-795.

RECORD DISTRIBUTORS

Austro-Mechana, 2 Ungargasse, Vienna 3.

Centrocord, Johannesgasse, 4/6, Vienna 1.

Musica, PO Box 132, Neustiftgasse 3, Vienna 7/62. Tel: 93-65-48. Dir.: Rudolf Friedman.

● supplies & services

RECORDING & TAPE DUP. STUDIOS

Austrophon, Konzerthaus, Vienna 3.

Musik Produktion Sued, Konzerthaus, Vienna 3.

Symphonia, Konzerthaus, 1030 Vienna 3.

Tonstudio-Kaerntner-Strasse, 51 Kaerntnerstr., Vienna 1. Tel: 52-27-56.

Veritas, 26 Singerstr., Vienna 1.

TRADE ORGANIZATIONS

Austro-Mechana, PO Box 341, Vienna 111/40.

BAHAMAS

Population: 138,640.

Official rate of exchange: \$1 (US)=\$1.02 Bahaman dollars.

Number of homes with record players: 20,000 (approx.).

Records imported from US (factory value): \$100,000 (US) retail value—\$200,000 (US).

Records imported from countries other than US (factory value): \$10,000 (US); retail value—\$20,000 (US).

Records manufactured (factory value): LP's—40,000 units, \$80,000 (US); Singles — 20,000 units, \$10,000 (US).

Average retail price per record: LP's—\$5.06 (US); EP's—\$2.05 (US); Singles—\$1.20 (US).

Stereo sales: 50% of total sales.

Discounting: Never.

Type of record distribution: Manufacturer to wholesaler to retailer; rarely, manufacturer to retailer.

Number of jukeboxes: 500 (approx.).

Radio stations: AM-2, combined government and commercial; FM-2 experimental.

Import regulations: 27 1/2% import duty on goods from US; 17 1/2% duty on goods from UK. Little exportation. No copyright on records.

● **record manufacturers**

Bahama Recs., PO Box 942, Nassau. Tel: 2-2201.
Caribbean Folk Music, PO Box 174, Nassau. Tel: 2-8784. Cable: Tropical. Pres. & A&R: Tom Jacobs; Sales & Mktg.: Patricia Jacobs.
Labels: Carib, Famo, Island Artists, Westindy.
Int'l representative: England (EMI).

John S. George (Electric), PO Box 287, Palmdale, Nassau. Tel: 2-8429.

Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.
U-C, PO Box 1671, Nassau.

● **record wholesalers**

RECORD DISTRIBUTORS

Bahama Recs., PO Box 942, Nassau. Tel: 2-2201.
Carter's Rec. & Juke Box Dist'rs, PO Box 934, Nassau. Tel: 2-3626.

Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.

IMPORTERS

Bahama Recs., PO Box 942, Nassau. Tel: 2-2201.
Carter's Rec. & Juke Box Dist'rs, PO Box 934, Nassau. Tel: 2-3626.

John S. George (Electric), PO Box 287, Palmdale, Nassau. Tel: 2-8429.

Frank J. Hazlewood/John Bull, PO Box 737, Nassau. Tel: 2-2657.

George Moxey Jr., Wulff Rd., Nassau.
Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.
U-C, PO Box 1671, Nassau.

BELGIUM

Population: 9,500,000.

Official rate of exchange: \$1 (US)=50 Belgian francs.

Record sales, 1965: LP's—\$20,000; EP's—\$500,000; Singles \$3,000,000.

Records imported from US: \$100,000.

Records exported to US: Practically none.

Number of juke boxes: 29,000.

Mimi Smith

● **record manufacturers**

Anvers Radio, 10 place de l'Yser, Brussels 1. Tel: 18.74.00. Top Exec.: Mr. Goldschmidt; Sales: Mr. Janty.

This company represents: ABC-Paramount, Audio-Fidelity, Command, Ducretet-Thomson, Durium, Elite, Ember, Hebra, Impulse, Karate, Telefunken, Telear.

Artone, 20-21 Blvd. Baudouin, Brussels 1. Tel: 19.11.70.

This company represents: Apex (Canada), Argo (USA), Artone (Holland), Ascot (USA), Baerenreiter-Musicaphon (Germany), Cameo-Parkway (USA), Checker (USA), Cheltenham (USA), Chess (USA), Colpix (USA), Compo (Canada), Congress (USA), DCP Int'l (USA), Dimension (USA), Epic (USA), Funckler (USA), Gordy (USA), Hickory (USA), Joy (USA), MRC (Italy), Melody (USA), Motown (USA), Okeh (USA), Palette (Belgium), Pop (USA), Prima (USA), Pythia (Holland), Ricordi (Italy), Select (USA), Soul (USA), Specialty (USA), Supraphon (Czechoslovakia), Tama (USA), United Artists (USA), VIP (USA), Veep (USA), Westminster (USA), Wyncote (USA).

Barclay, rue de Lombard 31, Brussels 1. Tel: 11.81.87.

This company represents: Atco, Atlantic, Barclay, Hispavox, Rigolo, 20th-Fox.

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

This company represents: Blue Jeans, Carish, Hebra, Jaguar, Meteor, Mi-Re, NMC.

C B S, 20-21 Blvd. Baudouin, 6th Fl., Brussels. Tel: 18.64.00. Cable: Colrecord. Mg'g Partners: Bill C. Slinger & Casper D. Slinger; Sales Mgr.: Pascal Robiefroid.

Labels: Int'l and domestic products are released on the CBS label, a division of Columbia Broadcasting System.

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Candle, Bolwerklaan 19, Brussels 1. Top Exec.: Mr. Saey & Mr. Moescoop.
This company represents: Bobbejaan, Candle.
 Cardinal, Belgielei 143, Antwerp. Tel: 30.49.42.
 Top Execs.: Rocco Granata & John Craeynest.
This company represents: Arcade, CNR, Cardinal.
 Cobedi, 32 rue St. Christophe, Brussels 1. Tel: 11.20.61. Cable: Cobedi. Top Exec.: Fernand Jansens; A&R: Frans Verbeeck; Sales: Mme. Jansens.
This company represents: Newton, Novelty, Olympia.
 Discobel, 31 rue de Lombard, Brussels 1. Tel: 13.39.45. Top Exec.: Van de Walle & Penninck.
This company represents: Ariola, Baccarola, CNR, Cantate, Discosart, Erato, Eurodisc, Imperial, Lumen, Prestige, Riviera, Roulette, Studio SM, Sonet, Storyville.
 Fonior, 26-28 Quai des Charbonnages, Brussels B. Tel: 25.40.10. Top Exec.: Pelgrims de Bigard. A&R: A. Palmans; Sales: Mr. De Reuck.
This company represents: A&M, Arc, Box, Brunswick, Cetra, Cid, Coral, Decca, Discophone, Dureco, Egmont, Everett, Fonit, Geminal, London, Mecca, National, Omega, Opus, Orly, President, Saga, Sociely, Sunderland, Symco, Tedeum, Telstar, Valmy, Vega, Victory, Viking, Vocalion, Weekend.
 Gramophone, 171 Blvd. M. Lemonnier, Brussels 1. Tel: 12.98.15. Cable: Gramophone. Top Exec.: John Kirsch; Sales: Emile Garin; A&R: Jeff De Boeck.
This company represents: Angel, Capitol, Charlin, Columbia, Electrola, Encore, Gloria, HMV, Liberty, Markal, Odeon, Parlophone, Pathe, Stateside, Trianon, Voix de son Maitre.
 Inelco, 20-24 rue de l'Hopital, Brussels 1. Tel: 11.22.20. Top Exec.: Pierre Jean Gommaere; A&R: Yvon De Bie; Sales: Willy Roelans.
This company represents: Amadeo, President, RCA Camden, RCA Victor, Victrola, Vik.
 Intervox, Boomsstew. 376, Wilrijk. Tel: 38.86.00 & 38.16.16. Contact: L. J. Van Rymentant.
This company represents: Arcade, Cannon, Dino, Fonodisc.
 Leman & Gorle, 52 Av. N.D. de Lourdes, Brussels 9. Tel: 27.33.72. Top Exec.: Pierre Gorle.
This company represents: Alpha, Argo, Boite a Musique, Cantate, Classics, Club National du Disque, Discophiles Francais, Emerald, Oiseau Lyre.
 Polydor, 116 chaussee de Charleroi, Brussels 6. Tel: 37.31.00 & 38.60.80. Cable: SIEMENS. Top Exec.: Mr. Holzapfel.
 Label: Polydor.
This company represents: Adria, Archiv, Deutsche Grammophon, Kama Sutra, MGM, Metronome, Roover, Saba, Verve, Verve/Folkways.
 Polygram, 3 rue d'Anderdecht, Brussels 1. Tel: 13.44.44. Top Exec.: P. Lebbink; A&R: H. Van Baaren.
This company represents: Arvee, Audio Fidelity, Battle, Beat, Bluesville, Caedmon, Cygnus, Fontana, Good Time Jazz, Hi-Fi, Jazzland, J.V.B. Gospels, Mercury, Off-Beat, Pacific Jazz, Pergola, Philips, Pop Side, Riverside, Smash, Swingsville, Washington, Wonderland, World Pacific, Yet, Critere, Oiseau Lyre, Star-Club, Vee Jay.
 Ranch, 90 rue Gallait, Brussels 3. Tel: 41.22.80 & 41.22.87. Dir.: Janine Bosmans; A&R: Harry Frekin.
 Label: Ranch.

Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Top Exec.: J. J. Junne.
This company represents: Angelicum, Blue Note, Classics, CND, Commodore, Concert Disc, Directional Sound, Eterna, Everest, Folkways, Harmonia Mundi, Jazz Tone, Mainstream, Monitor, Music Minus One, Musique pour les temps, Nonesuch, Period, Regent, Savoy, Scala, Schola Rhythm, Stinson, Stradivari, Time, Universal, Urania, Valois.
 Selection, 41 Blvd. de l'Abattoir, Brussels. Tel: 11.03.19. Contact: Pierre Pletinckx.
 Siemens (see Polydor).
 Sobedi, Societe Belge Du Disque, 20 Blvd. M. Lemonnier, Brussels. Tel.: 13.13.07.
 Sonobel, Sonobel Bldg., 15 Place Rouppe, Brussels. Tel: 12.09.28 & 12.54.72. Top Exec.: Pierre Borzee.
This company represents: Anbassador, Angelicum, Chant du Monde, Lyrichord, Musidisc, Fickwick, Vergara, Vox.
 Teenager Club, 41 Blvd. de l'Abattoir, Brussels. Tel: 11.03.19. Contact: Pierre Pletinckx.
 Voque, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.97.91. Top Exec.: Leon Cabat; Contact: R. Meylemans.
This company represents: AZ, Belter, Deutsche Vogue, Dot, GNP Crescendo, Kapp, Mainstream, Mode, Orfeu, Pacific, Pye, Reprise, Scepter, Time, Vogue, Warner Bros.
 Will, 41 Blvd. de l'Abattoir, Brussels. Tel: 11.03.19. Contact: Pierre Pletinckx.

● music publishers

Ardmore & Beechwood, 72 Quai des Charbonnages, Brussels. Tel: 27.43.90. Contact: Jeff De Boeck.
 Belga, Steenweg op Diest 69, Aarschot. Tel: 016.669.99. Pres.: Jules Nijs.
 Belinda-Dolfi, 155 Blvd. Anspach, Brussels. Tel: 11.83.13. Contact: Edgard Plumart.
 Bens, 90 rue Gallait, Brussels 3. Tel: 41.22.87 & 41.22.80. Gen. Dir.: J. Bosmans.
 H. Brauer, 30 rue St. Christophe, Brussels 30. Tel: 12.93.75.
 DISCO, Dascottelet 34, Deurne, Antwerp. Tel: 36.75.97. Contact: Werner Huys. (SEE ADVERTISEMENT)
 Editions Francis-Day, 25 Place Saint-Gery, Brussels. Cable: SABAM. Contact: Mme. H. Dulieu.
This company represents: The Big 3 (USA).
 Editions Screen Gems/Columbia, 13 Madeleine, Brussels. Tel: 2578.
 Eurovox (see Intervox).
 Fonior, 24 Quai des Charbonnages, Brussels. Tel: 25.40.10. A&R: A. Palmans.
 Fonogram, 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.06. Contact: Fernand Jansens.
 Granata Music, Be'werklaan 143, Antwerp. Tel: 30.49.42. Top Execs.: Rocco Granata & John Graeynest.
 Intervox, Boomsstew. 376, Wilrijk. Tel: 38.86.00 & 38.16.16. Contact: L. J. Van Rymentant.

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 Ivan Mogull, c/o Sabam, 61 rue de la Loi, Brussels. New Music (see Brauer).
 Overseas (see Voix du Rhythme).
 Passe-Partout, Kwadenplasstr. 7, Heist o/d Berg. Tel: 216.25. Foreign correspondence to: Hermans Frank, Vroenhofstr., 13, Deurne, Antwerp.
 Peter Plum, 18 rue des Teinturiers, Brussels 1. Tel: 11.47.43 & 11.52.29.
 Primavera, 22 Blvd. M. Lemonnier, Brussels. Tel: 13.37.89. Contact: L. Van Hout.
 Radio Tele Music, Ave. Lloyd Georges, Brussels 5. Dir.: Hubert Terheggen.
 Sab (see Voix du Rhythme).
 Southern Music, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Cable: SOUTHMUSIC. Mgr.: Felix Faecq.
 Vogue Int'l, 35 Av. Barthelemy, Brussels. Tel: 11.79.73. Contact: Guy Khavessian.
 Voix du Rhythme, 41 Blvd. de l'Abattoir, Brussels 1. Tel: 32.56.75 & 32.50.50. A&R: Georges Legrand.

WORLD, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. (SEE ADVERTISEMENT)

● record wholesalers

RECORD DISTRIBUTORS

Biblos, Sint-Jacobsmarkt 6, Antwerp 1. Owner: M. A. van den Bosch.

IMPORTERS & EXPORTERS

Fabeldis, 8 rue Sainte Marie, Brussels B.

● supplies & services

PRESSING PLANTS.

Discopress, BB rue Gallait, Brussels.
 Sobedi, 20 Blvd. M. Lemonnier, Brussels.

RECORDING & TAPE DUP. STUDIOS

Discopress, BB rue Gallait, Brussels.
 Fonior, 26-28 Quai des Charbonnages, Brussels.
 Sobedi, 20 Blvd. M. Lemonnier, Brussels.

TRADE ORGANIZATIONS

Chambre Syndicate de l'Industrie de la Musique Enregistree, 410 Centre Rogier, Brussels.
 Sabam, 61 rue de la Loi, Brussels.
 U B A, 228 rue T. Verhaegen, Brussels 6. Tel: 38.43.14. Nat'l Pres.: Henri de Vroey; Gen. Dir.: Omer de Munck.

BERMUDA

Population: 45,921.
 Official rate of exchange: \$1 (US) = 1 sterling pound.
 Records imported from US (factory value): 1964—\$111,011; 1963—\$165,000.

● record manufacturers

Bermuda Rec., PO Box 452, Hamilton. Tel: 2-1122. Pres.: Walt Staskow.
 Branch: I.S.L., 20 E. 46 St., New York, N. Y.
 Masters, Front St., Hamilton. Tel: 2-3000. Cable: Mastand. Pres. & Gen. Mgr.: W. H. Freisenbruch.

● music publishers

Pembroke (BIEM), PO Box 452, Hamilton. Tel: 2-1122. Dir.: Kenny Harris.

● record wholesalers

IMPORTERS & EXPORTERS

Bandstand, Queen St., Hamilton. Tel: 1-2972. Mg'g Dir.: John W. McNamara.
 Masters, Front St., Hamilton. Tel: 2-3000. Cable: Mastand. Pres. & Gen. Mgr.: W. H. Freisenbruch.

RECORD DISTRIBUTORS

Bandstand: Queen St., Hamilton. Tel: 1-2972. Mg'g Dir.: John W. McNamara.

● service & supplies

RECORDING STUDIOS

Z B M, PO Box 452, Hamilton. Tel: 2-1122. Dir.: Bryan Lodge.

BOLIVIA

Population: 3,604,000.
 Official rate of exchange: \$1 (US)=1 peso.
 Records imported from US (factory value): 1964—\$12,565.
 Radio stations: 1.

● record manufacturers

"Discolandia" Dueri, Evaristo Valle 239, La Paz. Tel: 8685. Pres.: Miguel A. Dueri.
This company represents: Columbia.
 Philips Sudamericana, Cajon Postal 2964, La Paz. **This company represents:** Philips.
 Enrique Aires Rocha, Casilla 615, Ave. 6 de Octubre 1539, Oruro.

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BRAZIL

Population: 83,000,000.
Per capita income: \$300 annually.
Official rate of exchange: \$1 (US) = 2,200 cruzeiros.

Records sold domestically: 1965—6,933,078; 1964—4,961,039; 1963—6,133,822.

Record unit breakdown—1965: LP's 3,303,293; EP's: 1,059,543; Singles: 2,556,028. No longer presses 45's.

Stereo sales: 6% of total sales.

Average retail price: LP's: \$3.50; EP's: \$1.50; Singles: \$1.

Discounting: Rare.

Type of record distribution: Manufacturer to retailer only.

Origin of music on Pop records: Domestic—40%; US—15%; England—10%; Other—35%.

Radio stations: B25 medium wave; 95 short wave. Of these, 65 are FM.

Television stations: 41 channels.

Sylvio Tullio Cardoso.

● record manufacturers

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

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

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

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

Chantecler, Rua Aurora 1011, Sao Paulo. Tel: 34-7141. Pres.: Helio Muniz de Souza; Gen. Dir.: Joao Rhamy.

Branch: sala 223, Av. Rio Branco 185, Rio de Janeiro.

Labels: Chantecler, Rosicler, Sertanejo.

This company represents: Brunswick (USA), Coral (USA), Decca (USA), Fuentes (Columbia), Peerless (Mexico), Ricordi (Italy), Roulette (USA).

Companhia Brasileira de Discos, Av. Rio Branco 311, 4 andar, Rio de Janeiro. Tel: 42-0964. Cable: Discosinter. Pres.: Alberto Pittigliani; V-P: Rodolfo Beicht; Exec. Dir.: Alain Trossat; Sales: Joaquim Lima.

Labels: Fantasia, Philips, Polydor.

This company represents: MGM (USA), Mercury (USA), Philips (Holland), Polydor (Germany).

Int'l representatives: Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips, Fonoton), France (Philips, Polydor), Germany (Philips, DGG), Holland (Philips), Italy (Fonit), Japan (Nippon Victor), Mexico (Peerless), Peru (El Virrey), Portugal (Philips), Venezuela (Siemens), Uruguay (Philips), USA (Mercury).

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

Label: Som/Maior.

This company represents: Audio Fidelity (USA), Decca (USA), Brunswick (USA), Coral (USA).

Elenco, 125 Visconde da Gavea, Rio de Janeiro. Exec. Dir. & A&R: Aloysio de Oliveira; Ass't Dir.: Jose Delphino.

Label: Elenco.

This company represents: Pacific Jazz (USA).

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

Label: Equipe.

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

This company represents: A&M (USA), EMI (England).

Festa, Av. Franklin Roosevelt 84, Rio de Janeiro. Tel: 52-4460. Pres.: Irineu Garcia.

Forma, 1319 Av. Copacabana, sala 802, Rio de Janeiro. Exec. Dir. & A&R: Roberto Quartin; Commercial Dir.: Wadi Gebara Neto; Promo.: Lourdes May.

Label: Forma.

Gravacoes Eletricas, Av. do Estado 4667, Sao Paulo. Tel: 37-5439. Cable: Contaldiscos. Pres.: Alberto Jackson Byington Neto; Exec. Sec.: Jose Augusto MacDowell Leite de Castro; Exec. Mgr.: Braulio Bonadiu; Sales Mgr.: Romeo Nunes; Promo.: Ricardo Galeno.

Branch: Rua Pedro Lessa, 35, 7 andar, Rio de Janeiro. Tel: 32-3141.

Labels: Cabloco, Continental, Disquinho-Historias.

This company represents: Alvorada (Portugal), Colpix (USA), Disc Jockey (Argentina), Duret-Thomson (France), King (Japan), Telefunken (Germany).

Imperial do Brazil, Av. Rio Branco 99, Rio de Janeiro. Tel: 23-8050. Dir.: Luis Alencar Amaral; Ass't: Mauricio Marconi.

Label: Imperial.

Industrias Electricas e Musicas Fabrica Odeon (EMI), Av. Rio Branco 99, 15 andar, Rio de Janeiro. Tel: 24-8050. Cable: Turntable. Pres.: Joao Pedro Vieira de Gouveia; Supt.: H. E. Morris (EMI Head for S.A.); Int'l A&R: Jose de Sa; PR: Mauricio Quadrio; Promo.: Alayde Araujo. Labels: Angel, Capitol, Odeon, Parlofon.

This company represents: London (England), Reprise (USA), Warner Bros. (USA) and Int'l labels of EMI group.

Musidisc, Rua da Lapa 120, 12 andar, Rio de Janeiro. Tel: 52-0474. Cable: Musidisc. Pres.: Nilo Santos Pinto.

Branch: Rua dos Gusmos 662, Sao Paulo. Labels: Masterpiece, Musidisc, Nilser.

R C A Electronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: Radiointer. Branch: Rua Visconde da Gavea 125, Rio de Janeiro. Pres.: Douglas J. M. Reid; V-P: R. D. Penna; Exec. Dir.: Eric Skinner.

Labels: RCA Camden, RCA Victor.

This company represents: Audio Fidelity (USA), Disneyland (USA), Elenco (Brazil), Fermata (Brazil), Liberty (USA), Musidisc (Brazil), RGE (Brazil).

R G E, Rua Paula Souza 181, Sao Paulo. Tel: 35-1452. Cable: Rgediscos. Owner & Pres.: Enrique Lebendiger. A&R: Rubens Perez & Benil Santos; Int'l: Marcos Mobil.

This company represents: Barclay (France), Dot (USA).

Int'l representatives: Argentina (Fermata), Mexico (Orfeo), USA (Dot), Venezuela (Sonodisco).

Rozenblit, Estrada dos Remedios, 855 Recife, Pernambuco. Cable: Mocambodiscos. Top Exec.: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit; Promo: Zelia Camara; A&R: Jonas Silva; Int'l: Kurt Sondermann.

Label: Mocambo.

This company represents: Kapp (USA), Mainstream (USA), Time (USA), Vogue (France).

Som, Rua Franca Pinto 70 & Av. Casper Libero 58, Sao Paulo. Tel: 35-8197. Cable: Somdiscos. Pres.: Pedro de Souza Rezende.

Branch: Av. Rio Branco 47 & Av. Nelson Cardoso 627, Rio de Janeiro. Tel: 42-8021. Labels: Copacabana, Sabia, Sacy, Som.

This company represents: Gema (Italy), HiFi (USA), Montilla (USA), Music Hall (England), Pacific (France), Palette (Belgium), Period, Sabrina, Verve (USA).

● music publishers

Aquarela do Brazil, Rua Buenos Aires 58, Rio de Janeiro. Tel.: 37-3566. Dir.: Ary Barroso.

Bandeirante, Rua do Seminario 165, Sao Paulo. Mgr.: A. A. Lentino.

Brasileira, Rua Santa Luzia 799, Rio de Janeiro. Tel: TT-3642. Mgr.: Dalvo Mendes.

Brasileiras Interacionais, Av. Almirante Barroso 91, Rio de Janeiro. Tel: 22-0098. Mgr.: A. A. Lentino.

Brasilrithmos Vitale, Av. Rio Branco 25, Rio de Janeiro. Tel: 42-8021. Mgr.: Emilio Vitale.

Brazano, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Djalma Mafra.

Cooperativa dos Autores Musicais, Rua Sete de Setembro 81, Rio de Janeiro.

Copacabana, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Jose Batista de Costa.

Corcovado, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Renato Araujo.

Cruzeiro Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.

E L A M, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 52-1221. Mgr.: Evandro Ribeiro.

Editora de Musica Brasileira E Internacional, Av. Almirante Barroso 91, Group 401, Rio de Janeiro. Tel: 22-0098 & 32-9401. Cable: Embisa. Mgr.: Sr. Antonio A. Lentino.

Editora Musical Mills, Av. Ipiranga 1123, Sao Paulo. Mgr.: Enrique Lebendiger.

Euterpe, Av. Rio Branco 10B, Rio de Janeiro. Tel: 32-0074. Pres.: Vicente Mangione.

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

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 Viuva Guerreiro, Rua Sete de Setembro 169, Rio de Janeiro. Tel: 43-3070. Mgr.: Fileto Moura.
 Ilha Bela, Rua Barao de Itapetinga 255, Sao Paulo. Mgr.: Herivelto Martins.
 Irmaos Vitale, Av. Rio Branco 25, Rio de Janeiro. Tel: 42-8021. Mgr.: Vitale Emilio.
 M R, Rua Visconde de Inhauma 134, Rio de Janeiro. Mgr.: Arlindo Marques.
 Mangione, Av. Treze de Maio 13, Rio de Janeiro. Tel: 42-3223. Pres.: Estevo Mangione.
 Maua, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Mario Morais.
 Mundo Musical, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 52-1221. Mgr.: Evandro Ribeiro.
 Nossa Terra, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Alcir Pires Vermelho.
 Planalto, Praca Mahatma Gandhi 2, Rio de Janeiro. Mgr.: B. Gomes.
 Reunidas, Av. Casper Libero 5B, Sao Paulo. Tel: 36-8229.
 Ricordi Brasileira, Alameda Barao de Limeira 331, Sao Paulo. Tel: 33-5572. Mgr.: Romiglio Giacompoli.
 Rio Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Roberto Martins.
 Romance, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.
 Samba, Rua Gal. Gustavo Cordeiro Farias 573, Rio de Janeiro. Tel: 34-8105. Mgr.: Fernando Cesar.
 Santos Dumont, Rua 24 de Maio 276, Sao Paulo. Mgr.: Mario Zandomenighi.
 Sao Jorge, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Ary Monteiro.
 Todamerica, Rua Santa Luzia 799, Rio de Janeiro. Tel: 22-3642. Pres.: Oswaldo Santiago.
 Walter Tourinho, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Walter Tourinho.

● **supplies & services**

MUSIC LICENSING & TRADE ORGANIZATIONS

A D D A F, Rua Visconde Inhauma 167, Rio de Janeiro. Tel: 23-1693. Pres.: Ataulpho Alves.

B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: 22-7219. Mgr.: Umberto Marconi.
 S A D E M B R A, Rua Buenos Aires 5B-A, Rio de Janeiro. Tel: 52-9630. Mgr.: Cesar do Prado.
 S B A C E M, Rua Buenos Aires 5B-A, Rio de Janeiro. Tel: 23-1935. Pres.: Marino Pinto.
 S B A T, Rua Buenos Aires 5B-A, Rio de Janeiro. Tel: 42-5452. Pres.: Juracy Camargo.
 U B C, Rua Visconde Inhauma 134, Rio de Janeiro. Tel: 23-1693. Pres.: Oswaldo Santiago.

PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas 1467, Rio de Janeiro.
 Companhia Industrial de Discos, Rua 29 de Julho 1507, Rio de Janeiro.
 Gravacoes Eletricas, Av. do Estado 4755, Sao Paulo. Industrias Electricas e Musicais Fabrica Odeon, Rua "6", Sao Bernardo do Campo, E. de Sao Paulo.
 Musidisc, Rua Quissama, 910, Petropolis, Est. do Rio.
 R C A Eletronica Brasileira, Av. Engenheiro Billings 2299, Sao Paulo.
 Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.
 Som, Av. Nelson Cardoso 627, Rio de Janeiro.

RECORDING STUDIOS

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

BULGARIA

Population: 8,226,564.
 Official rate of exchange: \$1 (US)=1.17 leva.
 Records exported to U. S. (retail value): \$3,000.
 Records imported from countries other than US (retail value): \$160,000.
 Records exported to countries other than US (retail value): \$460,000.
 Records manufactured for domestic & export sale: LP's—1,694,964 units; EP's—976,400 units; Singles—210,636 units.
 Average retail price per record: LP's—88 cents; EP's—53 cents; Singles—26 cents.
 Radio stations: 14 government controlled.
 Television: 1 government controlled.

● **record manufacturers**

Balkanton, 6 Hayduska Poljana Str., Sofia 12. Tel: 55451.
 Radioprom, Chajduska Poljana 2, Sofia.

● **supplies & services**

PRESSING PLANT

Balkanton, 6 Hayduska Poljana Str., Sofia 12. Tel: 55451.

CANADA

Population: 19,785,000.
 Official rate of exchange: \$1 (US) = \$1.07½ Canadian.
 Per capita income: 1965—\$1,922.
 Number of homes with record players: 2,868,000 (59% of households).
 Records sold domestically: 1965—28,116,820 units, \$27,609,213; 1964—26,184,609 units, \$24,629,431; 1963—23,271,289 units, \$20,755,915. (Distributor's net selling price, in Canadian currency).
 Records manufactured for domestic and export sale: 33,622,252 units, \$27,676,020 (Canadian).
 Records imported from US: 1965—\$1,566,030 (Canadian).
 Records exported to the US: 1965—\$56,114 (Canadian).
 Records imported from countries other than US: 1965—\$727,037 (Canadian).
 Records exported to countries other than US: 1965—\$10,693 (Canadian).
 Average retail price per record: LP's—pop mono, \$4.20; pop stereo, \$5.20; classical mono, \$5.20; classical stereo, \$5.98. Budget, \$1.98, \$2.49, \$2.98. Singles, 99 cents (all Canadian currency).
 Discounting: Frequent in some major markets.
 Stereo sales: 28% of total sales.
 Record club sales: 12% of total sales.
 Type of record distribution: Manufacturer to wholesaler to retailer.
 Import-export regulations: Import customs tariff—20%; sales tax—11%, plus provincial sales tax (varies 3-5%).
 Radio stations: AM—266: 30 government & 236 commercial; programming: recorded music predominates government programs; talks, drama, documentaries. FM—56: 5 government & 51 commercial; programming by regulation: 20% arts, letters & sciences, rest mainly recorded music.
 Television stations: 71 channels (plus 137 rebroadcasting stations): 14 government & 57 commercial; programming: minimum 55% Canadian content; rest US and UK shows. Kit Morgan

● **record manufacturers**

Acadia Recs. of Canada, Box 400, Sta. T, Toronto 19, Ont. Tel: (416) RU 2-5645. Gen. Mgr.: Fred Roy; A&R (C&W): Russ Wheeler.
 Labels: Acadia, Mountain.
 ALLIED, 110 Barbados Blvd., Toronto, Ont. Tel: (416) 267-1584. Pres.: Bruce T. Beatty; Gen. Sales Mgr.: Jack Boswell.
 Branch: Montreal, Que., 124 Ronald Dr. Tel: (514) 489-9729. Sales Mgr.: Bill Fisher.
 This company represents: Allied, Bang, Elektra, Joda, Nonesuch, Pye, Recoton, Roulette, Tartan, Time. (SEE ADVERTISEMENT)
 Alouette (see Archambault).
 Aragon Ents., 615 W. Hastings St., Vancouver 2, B.C. Tel: (604) 685-5423. Pres. & Gen. Mgr.: Al Reusch; Sec. & Office Mgr.: Dorothea Reusch.
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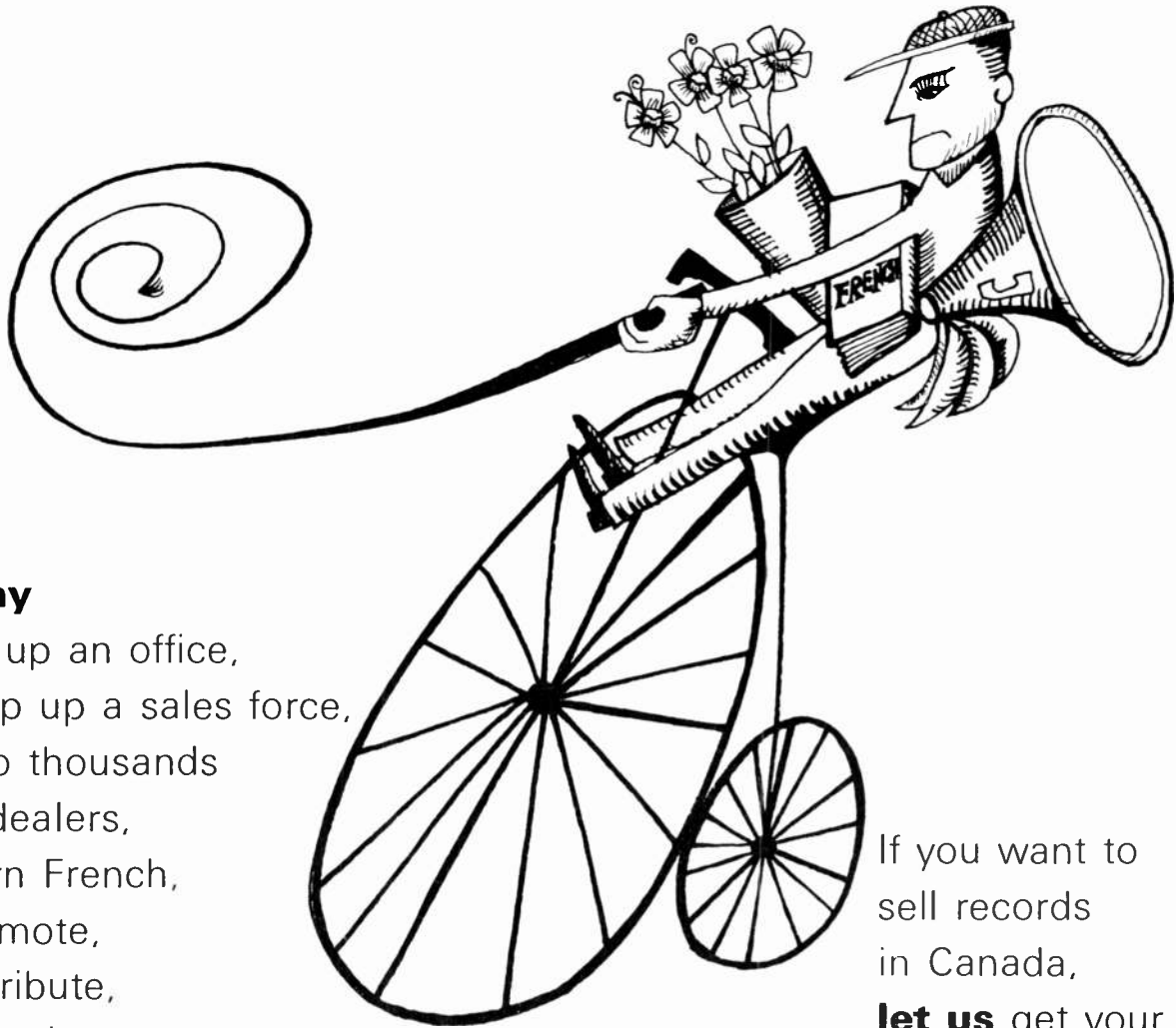
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Branch: Winnipeg 4, Man., 1436 Erin St. Tel: (204) 774-105D. Sales Mgr.: Tom Burney.
This company represents: Arc, Arc Int'l, Audio-Spectrum, Golden Hanna-Barbera, International Artists, Somerset. (SEE ADVERTISEMENT)

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Branch: Montreal, Que., 1201 Notre-Dame de Lourdes. Tel: (514) 849-6201.
Labels: Alouette, Select.
This company represents: Ades, Assimil, Boite a Musique, Canetti, Chant du Monde, Charlin, Critere, Cycnus, Erato, Festival, Jericho, Lumen, Musidisc, Pleiade, Trianon, Valois. (SEE ADVERTISEMENT)

Arrex (see Aragon Ents.).

Baroque Rec. of Canada, 11432 Tardivel St., Montreal 12, Que. Tel: (514) 334-1544. Cable: BAROCCORDS. Pres. & A&R: Gideon Cornfield; Sales: G. Dagan.
Labels: Baroque, Janus.

Bettini of Canada (see Video Audio Prod'ns).

Bravo Recs. & Music, 58 Advance Rd., Toronto 18, Ont. Tel: (416) 239-2361. Pres.: Johnny Lombardi; Sec.-Treas.: T. S. St. Clair Low.
Labels: Bravo, Vis.

CANADIAN MUSIC SALES, 58 Advance Rd., Toronto 18, Ont. Tel: (416) 239-2361. Cable: Music. Pres.: T. St. Clair Low; Sales Mgr.: T. P. Regan; Adv.: Harold Cluff.
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Columbia Recs. of Canada, 1121 Leslie St., Don Mills, Ont. Tel: (416) 447-3311. Mg'g Dir.: Robert R. Pampe; Sales & Mfg. VP: Frederick T. Wilmot; A&R Mgr.: P. S. Westwood; Distributor Sales Mgr.: J. Robertson; Sales, Promo. & Adv. Mgr.: R. L. Martin.
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This company represents: Barclay, Dorval, Musicor, Oldtown.

COMPO, 2377 Remembrance St., Lachine, Que. Tel: (514) 637-2561. Cable: COMPOCO. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts; A&R: Lee Armstrong; Sales, Mktg. & Adv. (Decca div.): S. D. Roberts; (Apex div.): Lee Armstrong; Pub. & Promo.: Roy Smith.
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Disques Gamma, 389 St. Paul St. W., Montreal, Que. Tel: (514) 288-1592. Pres.: Jack Lazare; Sec.: Dan Lazare; VP, Sales & Mktg.: Christian Larsen.
Int'l representatives: Belgium, France (CBS).

Disques Jupiter (Les), 4824 Cote des Neiges, Suite 44, Montreal, Que. Tel: (514) 733-9673. Pres. & A&R: Yvan Dufresne.
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Labels: Eagle, Ruler.

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Branches: Calgary, Alta., 628 11 Ave. S.W. Tel: (403) 244-6133. Mgr.: Miss Fran Tochor.
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Taylor, Pearson & Carson (div. of Prairie Pacific
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Labels: Adventures, Angel, Capitol, Cavalier,
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London, 3166 Lake City Way. Tel: CY 8-6471.
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Select, 1803 Commercial Dr. Tel: 255-3101. VP:
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Quality Recs., 2215 Beaconsfield Ave., Suite 4, Zone 28. Tel: 481-1167. Mgr.: Clyde McGregor. Labels: Atco, Atlantic, Barry, Cameo, DGG, Dot, Hickory, Jubilee, Kama Sutra, Laurie, MGM, Quality, Reo, Scepter, Verve.

R C A Victor, 5575 Royalmount Ave. Tel: RE 1-3411. Contact: J. G. Bergeron. Labels: Buena Vista, Disneyland, Dunhill, Elite, RCA Victor, Request. (SEE ADVERTISEMENT)

R M P Rec. Sales, 183 Bates Rd., Town of Mt. Royal. Tel: RE 9-5662, 8988. Pres.: Leslie Faludi. Label: Arc Sound Prods.

TRANS-CANADA, 189 Rockland Rd., Ville Mont Royal. Tel: 731-8571. Pres.: Jean-Paul Rickner. Labels: AZ, Blue Jean, Citation, Decouverte, Dominion, Fantastic, Miracle, Music-Hall, Pacific, Prestige, Teledisc, Tournesol, Trans-Canada, Triomphe, Vedette, Vogue. (SEE ADVERTISEMENT)

Trans-World Rec., 1180 St. Antoine St. Tel: 866-2884. Pres.: Art Young.

Labels: Battle, Blanche-Neige, Capri, Dover Classical, Dance Along, Elegante, Excello, Fantasy, Fiesta, Folkways, Gateway, Grecophon, Jazzland, Mainstream, Oak Publ'ns, Riverside, Trans-World, Sue, Verve/Folkways, Wonderland.

• QUEBEC CITY (Area Code 418)

Laval, 383 Second St. Labels: Baronnet, Beaumont, Canusa, Choc, Design, Happy Time, Ideal, Kebec, Laval, MCA, Meteor, Niagara, Play Boy, Plaza, Premiere, Stop, Twinkle.

Trans-Canada Rec., 315 St. Paul. Tel: 524-4671. Pres.: Jean-Paul Rickner.

Labels: AZ, Blue Jean, Citation, Decouverte, Dominion, Fantastic, Miracle, Music-Hall, Pacific, Prestige, Teledisc, Tournesol, Trans-Canada, Triomphe, Vedette, Vogue.

• RIMOUSKI (Area Code 418)

W. Ouellet & Fils, 151 Rue St. Germain. Mgr.: P. Ouellet. Labels: Buena Vista, Disneyland, Dunhill, Elite, RCA Victor, Request.

Saskatchewan

• REGINA (Area Code 306)

Grosvenor, 1374 Broad St. Tel: 568-1553. Mgr.: M. Stech.

Labels: Angel, Aventures, Capitol, Cavalier, Cricket, Electrola, Gamma, Hawk, Hilltop, Movietone, Odeon, Parlophone, Pathe, Pickwick, Roman, 20th-Fox, Voce del Padrone.

A A Murphy & Sons, 2506 Dewdney Ave. Tel: JO B-1333.

Labels: Buena Vista, Disneyland, Dunhill, Elite, RCA Victor, Request.

• SASKATOON (Area Code 306)

Gerry Hawley, 34 Norman Crescent.

A A Murphy & Sons, 216 First Ave. N. Tel: 242-6611. Pres.: W. A. Murphy; Whlse. Mgr.: I. A. Burlingham.

Labels: Buena Vista, Disneyland, Dunhill, Elite, RCA Victor, Request.

• importers & exporters

Manitoba

• WINNIPEG (Area Code 204)

Dominion Specialties, 35 Scotia St. Tel: WH 2-1913. Cable: Dominico. Gen. Sales Mgr.: Hy Herman.

Ontario

• OTTAWA (Area Code 613)

Sherman Ents., 29 Bayswater Ave. Tel: 729-1421. Pres.: Alex Sherman.

• TORONTO (Area Code 416)

Taylor's Rec. Sales, 66 Industry St. Tel: 766-6801. Pres.: H. Taylor Sr.; VP: H. Taylor Jr.

Quebec

• MONTREAL (Area Code 514)

Joseph Lipari, 7111 St. Denis. Tel: 274-2457. VP.: Mario Lipari.

• WATERLOO (Area Code 514)

B R Gibbs, Box 489. Tel: 539-1322, 0922.

Saskatchewan

● **REGINA (Area Code 306)**
Solaray, 2300 11 Ave. Tel: 523-1B3B. Sales Mgr.: G. L. Hammond.

● one-stops

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● **OTTAWA (Area Code 613)**
Sherman Ent's., 29 Bayswater Ave. Zone 3. Tel: 729-1421. Pres.: Alex Sherman.

● **TORONTO (Area Code 416)**
Alldisc, 146 Neville Park Blvd. Zone. 13. Tel: 691-994B. Mgr.: Anthony Frank.
Canada Rec. Sales, 355 King St. W. Tel: 363-1019. Pres.: H. Berne.

Taylor's Rec. Sales, 66 Industry St. Tel: 766-6801. Pres.: H. Taylor Sr.; VP: H. Taylor Jr.

Quebec

● **MONTREAL (Area Code 514)**
Musique Serv. Music, 189 Rockland Rd., Ville Mont Royal 16, Tel: 731-3462. Pres.: Rene Girard.
R M P Rec. Sales, 183 Bates Rd., Town of Mt. Royal. Tel: RE 9-5662, B98B. Pres.: Leslie Faludi.

TRANS-CANADA, 189 Rockland Rd., Ville Mont Royal. Tel: 731-8571. Pres.: Jean-Paul Rickner. (SEE ADVERTISEMENT)

● rack jobbers

Alberta

● **CALGARY (Area Code 403)**
Record Dists., 73B 11 Ave. S.W. Tel: 266-8996. Contact: Neil Courtney.

● **EDMONTON (Area Code 403)**
Record Dists, 1052B 123 St. Tel: 482-4B71. Contact: Bud Thompson.

British Columbia

● **VANCOUVER**
Western Rack Serv., 120 W. Hasting St. Tel: 683-7501. Mgr.: Jack MacMillan.

Ontario

● **KINGSTON (Area Code 613)**
Jack Slumkoski, 257 Avenue Rd. Tel: 548-4105. Owner: Jack Slumkoski.

● **OTTAWA (Area Code 613)**
Sherman Ent's., 29 Bayswater Ave. Zone 3. Tel: 729-1421. Pres.: Alex Sherman; Sec.-Treas.: Arnold Gosewich.

● **SCARBOROUGH (Area Code 416)**
Handleman, 132 Manville Rd. Tel: 759-1166. Pres.: J. Handleman; Gen. Mgr.: R. Perini.
Manor Dist'g, 446 Birchmount Rd. Tel: 699-7175. Contact: John Norris.

● **TORONTO (Area Code 416)**
Canada Rec. Sales, 355 King St. W. Tel: 363-1019. Pres.: H. Berne; Exec. Ass't: Mrs. B. Bernadetti.

ELECTRIC & MUSICAL INDUSTRIES (EMI), B King St. E., Suite 607. Tel: 363-240B. Exec. VP: Geoffrey F. Racine. (SEE ADVERTISEMENT)

Mr. Music, 20 Cranfield Rd. Zone 16. Tel: 751-1613. Gen. Mgr.: Phil G. Anderson; Sales Mgr.: W. R. (Bill) Gilliland.

Taylor's, 66 Industry St. Tel: 766-6801. Pres.: H. Taylor Sr.; VP: H. Taylor Jr.

Quebec

● **MONTREAL (Area Code 514)**
International Business Mart, 183 Bates Rd., Zone 16. RE 9-B98B. Pres.: Leslie Faludi.

Saskatchewan

● **REGINA (Area Code 306)**
Kensington, 1374 Broad St. Tel: 569-608B. Contact: Jack Hewer.

● services & supplies

JACKET MANUFACTURERS

Ontario

● **OSHAWA (Area Code 416)**
Studio Thirteen Creations, Box 703. Tel: 723-0B9B. Cable: Musiccan. Contact: Robert J. Stone.

● SCARBOROUGH (Area Code 416)

Telfer Paper Box, 1845 Birchmount Rd. Tel: 291-1161. Pres. & Gen. Mgr.: J. A. Northey Jr.; VP & Treas.: J. P. Williams.

● TORONTO (Area Code 416)

Art Bookbinding & Novelty, 135 Bentworth Ave. Tel: 787-0241. Sales Mgr.: Don Bader; Designer: Bob Bader.

Modern Album, 1244 Dufferin St., Bldg. 2. Tel: 534-7951. Pres.: R. A. Froehlig.

Parr's Print & Litho, 625 Yonge St. Zone. 5. Tel: 925-5166. Pres.: Victor W. Parr; Sales Mgr.: R. J. Humphreys.

Quebec

● MONTREAL (Area Code 514)

Imperial Sample Card, 9775 Meilleur St. Tel: 384-0130. Gen. Mgr.: T. Tubie.

MUSIC LICENSING ORGANIZATIONS

BMI Canada Ltd., 16 Gould St., Toronto, Ont. Tel: (416) 364-0317. Gen. Mgr.: Harold Moon.

Branch: Montreal, Que., 1500 St. Catherine St. W. Zone 5. Tel: 935-2552. Mgr.: Clyde Moon.

Composers, Authors & Publishers Ass'n of Canada (CAPAC), 1263 Bay St., Toronto, Ont. Tel: (416) 924-4427. Gen. Mgr.: W. St. Clair Low. Branch: Montreal, Que., 1155 Dorchester Blvd. W., Rm. 614. Zone 2. Tel: (514) UN 6-7266.

PRESSING & PLATING PLANTS

Ontario

● CORNWALL (Area Code 613)

Compo, 3400 Montreal Rd. Tel.: WE 3-0450. VP & Gen. Mgr.: R. A. Chislett; Factory Mgr.: A. L. Fitzharris.

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• TORONTO (Area Code 416)

ARC SOUND, 20 Cranfield Rd. Zone: 16. Tel: 751-
1613. Pres.: Phil G. Anderson; VP & Sales
& Mktg.: W. R. Gilliland. (SEE ADVERTISEMENT)

Masterseal Recs., 1244 Dufferin St. Tel: (416) 531-
5753. Pres.: Donald H. Gabor.
Precision Rec. Prod'ns, 1 Waterman. Tel: 751-1616.
Gen. Mgr.: Jack C. Anderson.

Quebec

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Cable: COMPOCO. VP & Gen. Mgr.: R. A. Chis-
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ADVERTISEMENT)

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Cable: Musiccan. Contact: Robert J. Stone.

• TORONTO (Area Code 416)

FRED WHITE PUB. & PROMO., 1940 Yonge. Zone 7.
Tel: 487-3466. Pres.: Fred White. (SEE ADVER-
TISEMENT)

Quebec

• MONTREAL (Area Code 514)

Monticana Ents., Box 323. Tel: 739-8935 & 737-
9200. Pres.: Dave Leonard.

RECORDING STUDIOS

Alberta

• CALGARY (Area Code 403)

Orchard, 3726 First St. N.W. Tel: 277-1361. Prod'n
Mgr.: M. C. Orchard.

• EDMONTON (Area Code 403)

Downtown Sound Studio, 10534 109 St. Tel: 424-
9394. Pres.: Ray Schwartz.

British Columbia

• VANCOUVER (Area Code 604)

Aragon Ents., 615 W. Hastings St. Zone 2. Tel:
685-5423. Pres. & Gen. Mgr.: Al Reusch.

Manitoba

• BIELD (Area Code 204)

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2233. Gen. Mgr.: Phil G. Anderson; Studio
Mgr.: Ralph Harding.

Hallmark Studios, 22 Sackville St. Zone 2. Tel:
362-7707. Pres.: D. M. Sanderson.

R C A, 225 Mutual St. Tel: 363-3443. Mgr.: R. A.
Gray.

Quebec

• MONTREAL (Area Code 514)

R C A, 1241 Guy St. Tel: 931-1871. Mgr.: E. Tray-
nor. (SEE ADVERTISEMENT)

Stereo Sound, 4824 Cote des Neiges Rd. Tel: 735-
3266. Contacts: Maurice Bougie & Jack Raskin.

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TRADE ASSOCIATIONS

American Federation of Musicians of the U. S. & Canada, 101 Thorncliff Park Dr., Toronto 17, Ont. Tel: (416) 425-1831. Exec. Officer for Canada: J. Alan Wood.

Canadian Music Publishers Assn., Board of Trade Bldg., 11 Adelaide St. W., Toronto, Ont. Chm.: Ronald Napier.

Canadian Record Manufacturers Assn., c/o CRMA Pres., Geo. I. Harrison, RCA Victor Recs., 1001 Lenoir St., Montreal, Que. Tel: (514) WE 3-7551.

● tape cartridge

PLAYBACK UNIT MANUFACTURERS

Automatic Radio, 25 Bermondsey Rd., Toronto 16, Ont. Tel: (416) 757-8771. VP: Allan B. McLeod; Mktg. Mgr.: George Lyall.
Brand name: TapeDek.

TelePro Ind. (expect to be manufacturing in Canada late in 1966), 121 Richmond St. W., Penthouse, Toronto, Ont. Tel: (416) 364-9471. Pres. & Gen. Mgr.: Norton Cooper; Exec. VP: Albert A. Shelman.
Brand names: Autostereo, Porta-Tape.

TAPE IMPORTERS & DISTRIBUTORS

Continuous Stereo, 700 Bay St., Toronto, Ont. Tel: (416) 368-4096. Contact: Howard Ray.
Tape, Cartridge: ITCC.

Tape Playback Equip.: Autostereo, Porta-Tape.
Muntz Stereo-Pak, 21 Sanford St. N., Hamilton, Ont. Tel: (416) 525-0268. Pres.: David Hoffman; Gen. Mgr.: Douglas Martyniuk.

Tape, Cartridge: Muntz.
Tape Playback Equip.: Muntz Stereo-Pak.
R C A Victor, 1001 Lenoir St., Montreal, Que. Tel: (514) WE 3-7551. VP & Gen. Mgr.: George I. Harrison; Sales Mgr.: Knox Coupland.

Tape, Cartridge: RCA Stereo 8.
Tape Playback Equip.: Lear Jet.
Solaray, 2300 11 Ave., Regina, Sask. Tel: (306) 523-1838. Sales Mgr.: G. L. Hammond.
Tape: ITCC, Autostereo, Omaha.
Playback Equip.: Autostereo, Craig, Taiko.

CHILE

Population: Latest official estimate—8,500,000.
Official rate of exchange: \$1 (US) = 5 escudos.
Per capita income: \$300 annually.
Record players: 500,000 (approx.).
Record sales: \$8,000,000.
Stereo sales: 20% of LP's.
Retail record prices: Up 13% from 1965.
Average retail price per record: LP's \$5; EP's \$1.80; Singles \$1.20.
Discounting: Frequent.
Type of record distribution: Manufacturer to retailer.
Number of jukeboxes: 4,000 (approx.).
Radio stations: AM—122 (recorded music, disk jockey, shows, news); FM—15 (recorded music only).
TV stations: 2 channels (non-commercial, controlled by the two most important universities: Channel 13 belongs to Catholic University; Channel 9 belongs to University of Chile).
Important regulations: Record importation is forbidden; all records are pressed locally on license from the originating company. Ricardo Garcia

● record manufacturers

Caracol, San Antonio 551, 1er. piso, Santiago. Owner & Dir.: Antonio Contreras (pressed by Odeon).
Corporacion de Radio de Chile (RCA), Casilla 1407, Av. Vicuna Mackenna 3333, Santiago. Tel: 5-0081. Sales Mgr.: Hector Urbina; Mgr. Rec. Dept.: Jorge Rencoret; A&R: Hernan Serrano; Promo.: Osvaldo Flores.
This company represents: Disneyland (USA), Fermata (Argentina), Hispavox (Spain), Sonolux (Colombia), Telefunken (Germany).
Demon, Estado 215, of. 804, Santiago. Tel: 38-0395. Owner & Dir.: Camilo Fernandez Leiva (pressed by RCA Victor).

Ediciones L. R. Ortiz, Union Central 1050, Santiago. Owner & Mgr.: L. R. Ortiz.
This company represents: Folkways (USA).
Goluboff Industrias Fonograficas, Miraflores 113, Santiago. Tel: 38-1952. Cable: Godav. Owner & Gen. Mgr.: Diego Goluboff; Sales Mgr.: Enrique Pallerano; A&R & Promo.: Scottie Scott.
Label: Vivart.
This company represents: CBS (USA), Liberty (USA), Reprise (USA), Ricordi (Italy), Sono Radio (Peru), Verve (USA).
Industrias Electricas y Musicales Odeon (EMI), Casilla 186 D, Compania 2045, Santiago. Tel: 8-5545. Cable: Turntable. Gen. Mgr.: Enrique Epple; A&R Dir.: Ruben Nouzeilles; Promo.: Jorge Onate.
This company represents: Angel (USA), BBC (England), Capitol (USA), Coral (USA), Decca (USA), London (England), Warner Bros. (USA).
Orpal (Editora Chilena de Discos), Av. Irarrazaval 3349, Santiago. Owner & Mgr.: Carlos Patino.
This company represents: Epic (USA), Microfon Argentina.
Philips Chilena, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 3-5081. Cable: PHILCHASI. Mgrs.: A. M. Brakema & Jorge Rosso; A&R Dir.: Sauf San Martin; Promo.: Hugo Cordova & Alfredo Barra.
This company represents: Archiv (Germany), DGG (Germany), MGM (USA), Mercury (USA), Peerless (Mexico), Polydor (Germany), Seeco (USA), United Artists (USA).
Polydor (see Philips Chilena).
Vox, Huerfanos 878, Santiago. Tel: 3-3152. Owner & Mgr.: Arnoldo Vera B.
This company represents: Music Hall (Argentina).

● music publishers

Fermata, Los Alpes 916, Santiago.
Southern Music Int'l, Los Lirios 273, Santiago. Tel: 8-4588. Cable: SOUTHMUSIC. Mgr.: Alfredo Burgess.

● supplies & services

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Goluboff, Miraflores 113, Santiago. Tel: 38-1952.
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Splendid, Catedral 1029, Santiago. Top Exec.: Sergio Maldonado.

TRADE ORGANIZATIONS

Sindicato Profesional de Actores, San Diego 246,
Santiago. Tel: 8-5268.
Sindicato Profesional de Folkloristas, Compania
1361, Santiago. Tel: 6-4501.
Sindicato Profesional Orquestal, Bandera 206, Santi-
ago. Tel: 6-4357.

MUSIC ASSOCIATIONS

Codayco (Corporacion de Autores y Compositores),
San Antonio 427, Santiago.
Departamento del Derecho de Autor, San Antonio
427, 2o. piso, Santiago.
Sociedad Autores Teatrales, San Diego 246, Santiago.

CHINA, REPUBLIC OF

Population: 12,454,302.
Official rate of exchange: \$1 (US) = NT \$40.
Per capita income: \$174 US.
Average retail price per record: LP's 40 cents. (No
market on EP's and Singles.)
Type of record distribution: Manufacturer to whole-
saler to retailer; manufacturer to retailer—Rare.
Radio stations: AM 69—Government 37, Commercial
32. FM none.
Television stations: 2 Channels—1 Government, 1
Commercial.
Important record import-export regulations: Export
of reproductions of foreign records is pro-
hibited. Foreign music recordings can be imported
only with the permission of the Ministry of In-
terior. Foreign instructional recordings can be
imported with the permission of the Foreign Ex-
change & Trade Commission.

● **record manufacturers**

Asia Rec., 59 Chien Kong Rd., Tainan, Taiwan.
Pres.: W. H. Tsai.
Bell Echo Rec., 83 Chung Hsin Rd., San Chung City,
Taipei Hsien, Taiwan. Pres.: S. C. Chow.
Black Cat Rec. Works, Ken Ting St., San Chung
City, Taipei Hsien, Taiwan. Pres.: C. T. Lee.
Cheng Sheng Rec., 10 Lane 490, Taichung Rd.,
Taichung, Taiwan. Pres.: M. C. Tsai.
China Rec., 103 Kan Yuan Li, Shu Lin Chen, Taipei
Hsien, Taiwan. Pres.: C. M. Chen.
Chung Shen Rec., 3 Lane 27, San Ming Rd., Sec. 1,
Taichung, Taiwan. Tel: 2558. Pres.: C. T. Chen.
Four Seas Rec. Publ'g., 11 O'mei St., Taipei,
Taiwan. Tel: 33721. Pres.: C. Y. Liao.
Fox Rec., 1 Lane 344, Nanking W. Rd., Taipei,
Taiwan. Tel: 404-6200. Pres.: H. C. Huan
(export available).
Hai Shan Rec., 11 Pi Lin, Tu Chen, Pan Chiao
Chen, Taipei Hsien, Taiwan. Pres.: C. K. Chen.
Hsin Ya Rec. Factory, 2-4 Tien Liao, Nan Chu,
Tainan, Taiwan. Pres.: Tsai Ming.
Kinmen Rec., 268 Chen Yi N. Rd., San Chung City,
Taipei Hsien, Taiwan. Tel: 99-2793. Pres.: Shye
Syone, Lee.
Mien-Phone Rec., PO Box 346, 150 Ho Pien N.
St., San Chung City, Taipei Hsien, Taiwan. Tel:
2324. Pres.: C. P. Fan.
New Voice Rec., 3 Min Chuan Rd., Lukong,
Changhwa, Taiwan. Cable: NEWVOICE. Tel: 318.
Pres.: C. C. Wong.
Queen Rec., 70 Fu-teh S. Rd., San Chung City,
Taipei Hsien, Taiwan. Tel: 126. Pres.: C. Y.
Wu.
Song Jwu Rec., 19-7 Chung Hua 2nd Rd., San
Ming Chu, Kaohsiung, Taiwan. Tel: 21753.
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Chen, Taipei Hsien, Taiwan. Pres.: Yang
Tung-mei.
Universal Rec., 256 Hsi Yuan Rd., Sec. 2, Taipei,
Taiwan. Tel: 33993. Pres.: H. L. Huang.
Wu Chou Rec., 121 Nai Chiang St., Taipei, Taiwan.
Tel: 34250. Pres.: H. C. Liu.

● **importer-exporter**

Fox Rec., 1 Lane 344, Nanking W. Rd., Taipei,
Taiwan. Tel: 404-6200. Pres.: H. C. Huan.
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Asia, 59 Chien Kong Rd., Tainan, Taipei, Taiwan.
Chung Hwa, 5 Lane 2, Chung Ho Rd., Yung Ho Chen,
Taipei Hsien, Taiwan.
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Five Continents, 121 Lei Chian St., Taipei, Taiwan.
Four Seas, 11 O'mei St., Taipei, Taiwan. Pres.:
C. Y. Liao.
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Taipei Hsien, Taiwan.
Kolo, 3 Lane 302, Nanking W. Rd., Taipei, Taiwan.
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Taipei Hsien, Taiwan.
New Voice, 3 Min Chuan Rd., Lukong, Changhwa,
Taiwan.
Queen, 70 Fu-teh S. Rd., San Chung City, Tapei
Hsien, Taiwan.

COLOMBIA

Population: 17,482,420.
Official rate of exchange: \$1 (US) = 10 pesos.
Per capita income: \$480.
Records imported from US (factory value): \$4,094
(1964).
Records exported to US (factory value): \$7,242
(1964).
Records imported from countries other than US
(factory value): \$783 (1964).
Records exported to countries other than US: \$114,
689 (1964).
Records manufactured for domestic and export sale:
LP's—8,151,340 units (1963).
Radio stations: AM—185, 2 government, 183 com-
mercial.
Television station: 1 government (2 channels).
Import-Export regulations: Pressed records illegal;
master importation only.

● **record manufacturers**

Colombiana de Discos, Aptdo. Aereo 1428, Medellin.
Tel: 61-922. Cable: Codiscos. Gen. Mgr.: Alfredo
Diez; A&R: Alvaro Arango & Guillermo Diez;
Int'l: Guillermo Diez.
Label: Zeida.
This company represents: Angel (USA), CAM
(Italy), Capitol (Mexico, USA), Discuba (USA),
Musart (Mexico), Odeon (Argentina, Brazil,
Chile), Regal (France, Italy, Spain), Sono-Radio
(Peru), Warner Bros. (USA).
Daro Internacional, Aptdo. Aereo 4578, Bogota. Tel:
43-36-66. Cable: Impodaro. Pres.: Simon Daro;
Gen. Mgr., A&R, Sales & Int'l: Bernard Forman.
This company represents: Cameo-Parkway (USA)
Colpix (USA), London (USA), Miller Int'l (USA),
Surco (Argentina).
Int'l representatives: Chile (Odeon), USA (Daro
Int'l).
Discos CBS, Apartado Aereo 15756, Bogota. Tel:
47-13-41. Cable: COLRECORD. M'g'r Dir.: Stefan
Reiss.
Discos Fuentes, Aptdo. Aereo 1960, Medellin. Tel:
46-08-60. Cable: Oisfuentes. Pres.: Antonio
J. Fuentes; A&R: Pedro A. Fuentes; Int'l:
Jose Ma. Fuentes.
This company represents: Chantecler (Brazil),
Eurodisc (Germany), Music Hall (Argentina),
Palacio (Venezuela), Panart (Cuba), Peerless
(Mexico), Ricovox (Puerto Rico), Rondador (Ecu-
ador), Roulette (USA), Seeco (USA), Sonus
(Venezuela), United Artists (USA).
Int'l representatives: Argentina (Music Hall),
Brazil (Chantecler), Central America (Oicosa),
Ecuador (Rondador), Mexico (Peerless), USA
(Miami), Venezuela (Oiscos Fuentes).
Discos Orbe, Apartado Aereo 4911, Calle 19, 14-40,
Bogota. Cable: AJOVER. Contact: Luis Angel
Restrepo.
Emilio Fortou P., Apartado Aereo 793, Barranquilla.
Tel: 16-509. Cable: RADIAG. Pres.: Emilio
Fortou P.
Esper, Antonio Carrera 40, Esquina Calle 37, Jesus-
La Paz, Barranquilla.
Fabricantes de Discos Fonograficos, Carrera 4a,
No. 22-29, Pereira, Caldas.
Industria Electro Sonora (Sonolux), Calle 29, 43 A 5,
Aptdo. Aereo 640, Apartado Nal. 432, Medellin.
Mgr.: Guillermo de Bedout Moreno.
Industrias Fonograficas Victoria, Calle 12, No. 8-85,
Cali. Mgr.: Mario Mendez.
Industrias Fonoton, Apartado Aereo 12330, Bogota.
This company represents: Ansonia, Archiv (Ger-

many), Deutsche Grammophon, Fonoton, MGM,
Mercury, Philips, Polydor, Verve.
Ondina Fonografica Colombiana, Apartado Aereo
915, Apartado Nacional 270 & 469, Medellin.
Tel: 44-10-00 & 44-33-33. Cable: ONDINA.
Mgr.: Rafael Acosta Salinas.
Philips Colombiana, Apartado Aereo 42B2, Bogota.
Sociedad Nacional de Musica (Sonomusica), Apartado
Aereo 1263, Medellin. Mgr.: Orlando Posada
Gonzalez.
Suramericana de Grabaciones, Aptdo. Aereo 5B-37,
Bogota.

● **music publishers**

Peer de Colombia, PO Box 8665, Edificio Bristol,
Calle 18, 6-31. Oficina 406, Bogota. Tel: 41-
98-64. Cable: PEERCO.

● **importers & exporters**

Colombiana de Discos, Apartado Aereo 1428,
Medellin.
Daro Int'l, Aptdo. Aereo 4578, Bogota.

● **supplies & services**

PRESSING PLANTS

Colombiana de Discos, Apartado Aereo 1428,
Medellin.
Discos Silver, Calle 41 K-48, No. 46-55, Medellin.
Discos Tropical, Apartado Aereo 793, Barranquilla.
Pres.: Emilio Fortou P.
Fabrica de Discos Curro, Apartado 1344, Cartagena.
Fabrica de Discos Fuentes, Apartado 1960, Medellin.
Industrias Fonograficas del Caribe, Carrera 40,
No. 4133, Barranquilla.
Industrias Fonograficas "Lusar," Calle 25 No. 4C-
61, Apartado 679, Ibague.
Industrias Fonograficas Victoria, Apartado 2264,
Cali.
Industrias Fonoton, Apartado 7080, Bogota.
Manufacturas Ajover, Apartado 4911, Bogota.
Ondina Fonografica Colombiana, Calle 67-A, No.
51-D-33, Apartado 915, Medellin.
Sello Vergara, Apartado 3587, Bogota.
Sonolux, Apartado 640, Medellin.

RECORDING STUDIOS

Daro, Aptdo. Aereo 4578, Bogota.
Colombiano de Discos, Aptdo. Aereo 1428, Medellin.
Industrias Fonoton, Aptdo. Aereo 12330, Bogota.
Suramericana de Grabaciones, Carrera 8, No. 18-27,
Bogota.

COSTA RICA

Population: 14,058,000.
Rate of exchange: \$1 (US)=6.63 colons.
Records imported from US (factory value): 1964—
\$20,456; 1963—\$41,100.
Radio Stations: 5.

● **record manufacturers**

Almacen Filco, Avenida central calles AV/1, San
Jose.
Oiscolandia Reuben, Calle 1, avenida 1/3, San Jose.
Emporio R. Castro, Calle 4 avenida 2, San Jose.
Industria de Discos Centroamericana (INOICA), PO
Box 4093, avenida 8 calles 11/13, San Jose.
Tel.: 1931. Cable: Indica. Pres.: Oscar Stupp;
Gen. Mgr.: T. A. Reuben.
Label: Indica.
This company represents: Columbia, EMI Group,
Deutsche Grammophon, Oot, Kapp, MGM,
Philips Group.
Note: The Central American Common Market
is serviced through INOICA (British Honduras,
Costa Rica, El Salvador, Guatemala, Honduras,
Nicaragua, Panama).
Libreria Universal, Carlos Federspiel, calle AV/1
avenida FG, San Jose.

● **importers & exporters**

Almacen Filco, Avenida central calles AV/1, San
Jose.
Oiscolandia Reuben, Calle 1, avenida 1/3, San Jose.
Impo-Discos, Apartado No. 1645, San Jose. Contact:
Sr. Oscar Stupp.

● **services & supplies**

**PLATING PLANT
PRESSING PLANT
PROMOTION & PUBLICITY
RECORDING STUDIO**

Industria de Discos Centroamericana, PO Box 4093,
avenida 8 calles 11/13, San Jose. Tel: 1931.
Cable: Indica. Pres.: Oscar Stupp.

CZECHOSLOVAKIA

Population: 1964 census—14,108,000.
Rate of exchange: \$1 (US) = 7.20 koruny.
Records imported from US: 1965—\$2,829; 1964—\$8,908.
Records exported to US: 1965—\$1,393; 1964—\$1,981.

● record manufacturers

State Publishing House of Music, N.E. (Statni hudebni vydavatelstvi n.p.). Palackeho 1, Prague 1. Tel: 24-92-51.
Supraphon, Lodenice Uberouna.

● music publishers

Panton, Publishers for the Guild of Czechoslovakian Composers (Panton, nakladatelstvi Svazu csl. spisovatelu), Besedni 3, Prague 1. Tel: 533-784.
State Publishing House of Music, N.E. (Statni hudebni vydavatelstvi n.p.). Palackeho 1, Prague 1. Tel: 24-92-51.

● importers & exporters

Artia, Foreign Trade Corporation for the Import & Export of Cultural Commodities, Ve Smeckach 30, Prague 1. Tel: 24-62-84 & 24-63-92.

DENMARK

Population: 4,684,000.
Official rate of exchange: \$1 (US) = 6.90 kroner.
Per capita income: \$2,250 annually.
Number of homes with record players: Approx. 13%.
Records exported to US (factory value): 1964—\$3,573.
Records imported from US (factory value): 1964—\$67,718.
Origin of records sold: Domestic 25%, USA 5%.
Other foreign: 70%.
Discounting: None.
Average retail price: LP's—\$5; EP's—\$2; Singles—\$1.30.
Record club sales: Approx. 9% of total sales.
Jukeboxes: About 850.
Stereo sales: 15% of total; 40% of LP sales.
Import-Export regulations: Increase of tax duties from 13% to 17% of retail price; NCB copyrights still 8% of retail price; artist royalty 4% of retail price.

● record manufacturers

I. S. Dansk, 39 Dortheavej, Copenhagen. Tel: Taga 8505. Cable: Danrecord. Mg'g Dir.: Karl Emil Knudsen; A&R: Gustav Winckler.
Labels: Sonet, Mascot, Storyville, Life.
This company represents: Argo, Blue, Note, Chancellor, Checker, Chess, Colpix, Ecco, Folkways, Gazell, Palette, Roulette, Savoy, Scan-Disc.

Metronome, 31 Vibevej, Copenhagen. Tel: Aegir 8112. Mg'g Dir.: Bent Fabricius-Bjerre; Classical & Pop. A&R: Olav Bennike.

Labels: ABC, Anders And, Ariola, Athena, Atco, Atlantic, Baccarola, Bang, Cameo-Parkway, Carla, Clarion, Dial, Debut, Dunwich, Elektra, Eurodisc, Hansa, Impulse, Joker, Metronome, Midnight Sun, Music, Nonesuch, Snurr, Stax, Swe-disc, Troubadour, Volt, Westminster.

Moerks Musik, Vesterport 247, Copenhagen V. Tel: PA 11 5000. Gen. Mgr.: Sales & Int'l: K. Moerk; A&R: J. Windfeldt.
Label: Triola.

This company represents: Austraton & Elite (Germany), CGD (Italy), Pye (England), California (USA), Dot (USA), Hickory (USA), Kapp (USA).

Hede Nielsens, Grundtvigsvej 10A, Copenhagen. Tel: Eva 4120. Cable: HENIGRAM. Gen. Mgr.: Leif Risell.

Labels: RCA Victor, Reprise, Warner Bros.
This company represents: RCA Victor (USA), Reprise (USA), Warner Bros. (USA).

Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel: 692522. Cable: Polyphon. Gen. Mgr. & Int'l: W. E. Hamburger; A&R: Bruno Henriksen.
Labels: Polyphon, Polydor, Philips.

This company represents: Ace of Clubs/Diamonds (England), Ace of Hearts (USA), Archiv (Germany), Argo (England), Beltona (England), Brunswick, CBS (USA), Caedmon (USA), Com-

mand (USA), Coral (USA), Decca (England), Deutsche Grammophon (Germany), Fontana (Holland), Heliodor (Germany), Jazzland (USA), Kama Sutra (USA), L'Oiseau Lyre (France), London (USA), Louisiana (Denmark), Melody (Denmark), Mercury (USA), Orpheus (Holland), Pergola (France), Philips (Holland), Polar (Sweden), Polydor (Germany, Denmark), Polyphon (Denmark), Rex (England), Riverside (USA), Sonata (Sweden), Sonora (Sweden), Star Club (Germany), UA (USA), Vee-Jay (USA), Verve (USA), Vocalion (USA).

Int'l representatives: Associates and branches of Philips, CBS, Decca, DGG and sub-labels.

Skandinavisk Gramophon, Hoffdingsvej 1B, Copenhagen, Valby. Tel: 306711. Cable: Gramophon. Top Exec.: S. L. G. Gottlieb; Sales & Int'l: K. Hviid Mikkelsen.

Labels: Columbia, HMV, Odeon.

This company represents: Capitol (USA), Columbia (USA), Dolton (USA), Electrola (Germany), Ember (USA), Encore (England), Gloria (Germany), HMV (England), Imperial (Germany), Laurie (USA), Liberty (USA), MGM (USA), Motown (USA), Odeon (France), Parlophone (England), Pathe (France), Regal-Zonophone, State-side (USA), Tamla (USA).

Int'l representatives: All EMI branches and associates.

TONO, Dortheavej 1, Copenhagen. Tel: Aegir 9680. Cable: TONORECORDS. Mg'g Dir.: Harry Larsen; A&R Pop & Classical: E. Ollgaard; A&R & Sales & Mktg.: Svend Hansen; Pub.: H. Frederiksen.

Labels: Tono, Teenor.

This company represents: Amadeo, Audio Fidelity, Barclay, Contemporary, Durium, Fidelio, Fonit, GNP Crescendo, Jay-Gee, Majestic, Mainstream, Request, Time, 20th-Fox, Vogue. (SEE ADVERTISEMENT)

● music publishers

Cantagallo, Veldemargade 12, Horsens.

D F G Music (see Winckler Music).

Dacapo, Pilestraede 2, Copenhagen. Tel: CE 159549. Cable: DACAPOMUSIC. Gen. Mgr.: Henry Andersen.

Branch: Madvigsalle 11, Copenhagen. Gen. Prof. Mgr.: Henry Andersen.

Wilhelm Hansen, Gothersgade 9, Copenhagen K. Tel: MI 7888. Contact: A. Spliid.

Imudico, Colbjørnsensgade 19, Copenhagen V. Tel: HI 5625. Contact: A. Kleinert.

Internorthern, Chr. 9 Gade 6, Copenhagen K.

Moerks, Vesterport 247, Copenhagen V. Tel: PA 5000. Contact: K. Moerk.

Multitone, Vibevej 31, Copenhagen NV. Tel: Aegir 8112. Cable: Multitone. Pres.: Harry Jensen.

Winckler, Dortheavej 39, Copenhagen NV. Tel: TA 2282. Cable: Wincklermusic. Pres.: Gustav Winckler; Gen. Mgr.: K. E. Knudsen.

Affiliates: Stockholms Musikproduktion, Sweden Music.

This company represents: Aberbach (Germany), Criterion (USA), Gehrman (Sweden), Minerva (Germany), Oak (USA), Alfred Schact (Germany), Hans Sikorski (Germany), Southern (Sweden).

● importers & exporters

Frode Herlov, 14 Borgergade, Copenhagen K. Tel: 149850. Cable: SELECTAHERLOEV.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Gramex (Affiliate of Koda-record royalties, etc.), Kronprinsessegade 26, Copenhagen. Tel: CE 2276.

Koda (Counterpart of ASCAP), Kronprinsessegade 26, Copenhagen. Tel: 142277.

Nordisk Copyright Bureau, Upsalagade 24, Copenhagen. Tel: TR 3660. Pres.: S. T. Wilson; Mg'g Dir.: K. Nielsen.

POLYETHYLENE BAGS

Norlip, Prinsessegade 29A, Copenhagen B. Pres.: H. S. Philipsen.

PRESSING PLANTS

Plastica, Dortheavej 1, Copenhagen NV. Tel: Aegir 9680.

Skandinavisk Bakelite, Proevensvej 35, Copenhagen V. Tel: 701521.

Skandinavisk Gramophon, Hoffdingsvej 1B, Copenhagen. Tel: 306711.

PROMOTION & PUBLICITY

Popic Prod'ns, PO Box 1218, Copenhagen S. Tel: 583539. Mgr.: O. Trosborg.

RECORDING STUDIOS

Metronome, Vibevej 31, Copenhagen. Tel: Aegir 8112. Contact: Birger Svan.

Polyphon, Emdrupvej 115, Copenhagen. Tel: 692522. Cable: Polyphon.

Skandinavisk Gramophon, Hoffdingsvej 1B, Copenhagen. Tel: 306711. Contact: S. L. G. Gottlieb.

Tono, Dortheavej 1, Copenhagen. Tel: Aegir 9680.

TRADE ORGANIZATIONS

Den Danske Gruppe af Grammfonindustriens, Internationale Federation, Sankt Anna Plads 11, Copenhagen K. Tel: 144401. Sec.: Otto Lassen.

DOMINICAN REPUBLIC

Population: 3,500,000.

Official rate of exchange: \$1 (US) = 1 peso.

Average retail price per record: LP's: \$4.95 local manufacture, \$7.00 imported; EP's: not sold; Singles: \$1.50 local manufacture, \$2.00 imported. Stereo sales: 5% of total sales.

Discounting: Rare.

Record club sales: None.

Type of record distribution: Manufacturer to wholesaler to retailer and manufacturer to retailer.

Number of jukeboxes: 4,500. Two thirds local owned & one third on commission.

Radio stations: 75 (approx.) including Government stations.

Television: Two channels—Television Dominicana (Government), HIN (private).

Note: Due to conditions in this country during 1965 it is impossible to obtain, at this time, figures on sales, importation and manufacture of records. Owing to the high customs duties on imported records, this country pays about the highest price for records anywhere and has one of the lowest per capita incomes in the Caribbean area. Antonio Contreras

● record manufacturers

Federacion Dominicana de Discos (Government).

Industria Sonora Dominicana, Santo Domingo.

Salon Mozart C. por A., El Conde 106, Santo Domingo.

● music publishers

Salon Mozart, El Conde 106, Santo Domingo.

● record importers, exporters and wholesalers

Amaro Discos, Santo Domingo.

Discolandia, Ravelo 92, Santo Domingo.

Distribuidora Dom de Discos, Edificio Jarr, Santo Domingo.

Guarachita, El Conde 108, Santo Domingo.

Bartolo Pr mero, Ave. Mella 156, Santo Domingo.

Julio Tono., Apartado 364, Santo Domingo.

● record distributors rack jobbers

Distribuidora Dom. de Discos, Edificio Jarr, Santo Domingo.



TONO

for more than 25 years biggest independent company in Denmark

*
own studio
*
own processing and pressing plant
*
guarantee your label
an efficient and nation-wide distribution in Denmark

TONO, Copenhagen NV.
1 Dortheavej, Phone: Aegir 9680

continued

● supplies & services

PRESSING PLANTS

See Record Manufacturers.

RECORDING STUDIOS

Most local recording done at radio and television studios.

ECUADOR

Population: 4,700,000 million.

Official rate of exchange: \$1 (US)=18.60 sucres.
Records imported from U. S. (factory value): 1964-\$10,704.

● record manufacturers

Emporio Musical, Casilla 1276, Guayaquil. Tel: 14174. Cable: EMPORMUSIC. Mgr.: Carlos Pino Plaza.

This company represents: Columbia (USA).

Industrial Fonografica Ecuatoriana (CAIFE), PO Box 84, Venezuela 703, Quito. Tel: 11919. Pres.: Pablo Molina S.; Mgr.: Carlos Rota-M; A&R: Raul Emiliani.

E. Maulme (div. of Discos RCA Victor), Calle Calicuchima y Rumichaca, Aptdo. 3885, Guayaquil. Tel: 14102. Mgr.: Luis Pino Y.

This company represents: RCA Victor (USA).

Philips Ecuador, Casilla 343, Quito.
This company represents: Philips.

● music publishers

S A D R A M (Sociedad De Representaciones y Administraciones Musicales), PO Box 3456, Guayaquil.

● importers & exporters

Almacenes de Musica, J. D. Feraud Guzman, Aptdo. 856, Guayaquil. Tel: 13932.

● supplies & services

PRESSING PLANTS

Importadora Velaga, Casilla 318, Ambato.

Industrial Fonografica Ecuatoriana, Aptdo. 3885, Guayaquil.

Branch: PO Box 84, Quito. Tel: 11919.

EIRE

Population: 1961 census-2,818,341; latest official estimate-2,849,000.

Official rate of exchange: \$2.80 (US)=1 Irish pound.

Per capita income: Approx. \$750 annually.

Records imported from U. S. (factory value): 1964-\$49,814; 1963-\$70,500; 1962-\$60,500.

Records exported to U. S. (factory value): 1964-\$360.

Average retail price: LP's-\$4.50; EP's-\$1.40; Singles-90 cents.

Discounting: Occasional.

Record club sales: Approx. 11% of all sales.

Stereo sales: Approx. 3% of all sales.

Medium-wave radio stations: 1 (Radio Eireann).

Television stations: 1 (Telefis Eireann).

Number of juke boxes: Approx. 550.

Type of record distribution: Manufacturer to wholesaler to dealer.

Important regulation: Import duty of 15% or 14 cents per single record, whichever is greater.

● record manufacturers

F M I (Eire), 23 Lower Dominick St., Dublin 1. Tel: 46108. Dir.: H.D. Christmas.

Gramophone, 23 Lower Dominick St., Dublin 1. Tel: 46108. Cable: JABBERMENT. Dir.: Harry Christmas; Gen. Mgr.: Joe McCabe.

Labels: Delyse, Glenside, all EMI group.

Pye Rec. Sales, 24 Mountjoy Sq., Dublin 1. Tel: 45441. Mgr.: John Woods.

Label: Checker (Ireland).

Silver, 27 Molesworth St., Dublin. Tel: 63994. Prod'r: Tony Boland.

Label: Tempo.

Int'l representative: USA (Jerden).

● music publishers

Flude (M.C.P.S., P.R.S.), 38 Lower Mountpleasant Ave., Dublin 6. Tel: BOYLE 156. Pres.: T. McEniry; Gen. Mgr.: William B. Devine; Gen. Prof. Mgr.: Gay McKeon.

Montrose (M.C.P.S.), 27 Molesworth St., Dublin. Tel: 63994. Pres.: Tony Boland.

Pigott, 112 Grafton St., Dublin 2. Tel: 73161. Mgr'g Dir.: J.G. Lyons.

Branch: 117 Patrick St., Cork. Tel: 20592. Mgr.: T.P. McAlpine

Segway, 4/7 Cathal Brugha St., Dublin. Tel: 49643. Gen. Mgr.: Vincent Nordell.

Walton's Musical Galleries, 2 N. Frederick St., Dublin. Tel: 47041. Mgr'g Dir.: Martin Walton.

● importers & exporters

Connoisseur Recs., 5 Cope St., Dublin 2.

Dolphin Discs, 164 Capel St., Dublin. Tel: 72187. Branch: 58 Stephen's St., Dublin. Tel: 53198.

Dolphin-Seal, 22 Marlboro's St., Dublin. Tel: 46525. Prop.: Joseph P. O'Reilly.

Gael-Linn, 54 Sraid Grafton, Dublin.

Pye Rec. Sales, 24 Mountjoy Sq., Dublin 1. Tel: 45441. Mgr.: John Woods.

Siemens-Schuckert, 49 Middle Abbey St., Dublin.

Solomon & Peres, 2 Dame Ln., Trinity St., Dublin.

● supplies & services

PRESSING PLANTS

Carlton Prod'ns, Drimnagh Ind'l Estate, Long Mile Rd., Dublin 12. Tel: 505773. Mgr.: Robert McGrattan.

E M I, Ferrybank, Waterford. Tel: 4195. Mgr.: Thomas Boylan.

RECORDING & TAPE DUP. STUDIOS

An Comhlacht Taifeadadh, 2 & 26 Upper Mount St., Dublin 2. Tel: 63330.

Eamonn Andrews, 4 Henry St., Dublin. Tel: 49191. Dir.s.: Eamonn Andrews, Dermot Cafferky, Lorcán Bourke, Fred O'Donovan.

Peter Hunt, 130 St. Stephen's Green, Dublin.

Silverpine, Bray, County Wicklow.

DISTRIBUTORS

Associated Rec'gs, Broombridge Rd., Finglas, Dublin 11. Tel: 488971.

Dolphin Whsle. Discs, 164 Capel St., Dublin.

Irish Rec. Factors, 34 Parnell Sq. W., Dublin. Tel: 43112 & 43475. Cable: IREFACTS. Gen. Mgr.: M.H. Geoghegan; Pub.: Miss Phyl Mitton.

Labels: (distributed) Ace of Hearts, Argo, Avoca, CBS, Chamber, Coral, Elektra, Emerald, Folkways, Globe, Immediate, King, London, Philips, Planet, RCA Italiana, RCA Victor, Rex, Shamrock, Strike, Topic, Turnabout, Transatlantic, Vocalion.

EL SALVADOR

Population: 2,850,000.

Official rate of exchange: \$1 (US)=2.50 colones.

Records imported from US (factory value): 1964 \$106,605; 1963 \$137,500.

Records exported to US (factory value): 1964 \$285.

Radio stations: 10.

Television stations: 1.

● record manufacturers

Discos Centroamericanos S.A. (DICESA), Blvd. de El Ejercito Nacional, Km. 4, Aptdo. Postal 847, San Salvador. Tel: 12-20, Ext. 6B. Cable: DICESA. Mgr.: Mrs. Maria Rodriguez de Boet. This company represents: RCA Victor (USA), United Artists (USA).

Lesser, Apartado 104, San Salvador.

● importers & exporters

Casa de la Musica, L. Garay & Cia, Apartado No. 142, San Salvador.

Casa Kismet, 4a Ave. Sur No. 36, San Salvador.

Casa Rivas, Calle Ruben Dario No. 708, San Salvador.

Dada Dada, Apartado No. 274, San Salvador.

Roberto Orantes Penate, 3a Calle Poniente No. 4, Santa Ana.

Radio Electrica, 4a Ave Sur No. 228, San Salvador. Tel.: 5609 & 3967. Contact: Ricardo Dutriz.

FINLAND

Population: 1965-4,626,000.

Official rate of exchange: \$1 (US) = 3.20 Finnish markka.

Per capita income: 1965-\$1,406.

Number of homes with record players: 250,000.

Records sold domestically: 1965-LP's, 170,000 units; EP's, 130,000 units; Singles, 580,000 units.

Records imported from US (import value): \$37,346.

Records exported to US (export value): \$5,361.

Records imported from countries other than US (import value): \$532,910.

Records exported to countries other than US (export value): \$18,985.

Records manufactured for domestic and export sale: 1965-LP's, 27,000 units; EP's, 60,000 units; Singles, 330,000 units.

Stereo sales: 5% of LP sales.

Average retail price per record: LP's: \$6.25; EP's: \$3; Singles: \$2.

Discounting: Rare.

Record club sales: 70,000 units annually.

Type of record distribution: Manufacturer to retailer; rarely manufacturer to wholesaler to retailer.

Number of jukeboxes: 2,000.

Radio stations: One government broadcasting company with 90 transmitters.

Television stations: One government TV company. Channels: VHF area, 10 in use; UHF area, 2 in use; 40 possibilities. Harry Aaltonen

● record manufacturers

Akkuteollisuus Neitsytpolku 1B, Helsinki. Tel: 11912. Contact: Matti Sarapalio.

Discophon, Takomantie 3, Helsinki 37. Tel: 451627. Cable: DISCOY. Top Exec.: Bengt G. Liljerth; A&R, Sales, Int'l: Johan Vikstedt.

Label: RCA.

This company represents: RCA (USA).

Fazer Musikhandel, Alexandersgaten 11, Helsinki O. Finndisc, Simonkatu 10B, Helsinki. Tel: 644877.

Dir.: Rolf Kronqvist; Sales: Erik Lindstrom.

Labels: Blue Note, Nashville, Safir.

Fintone, Munkkisaarekatu 2, Helsinki 15. Tel: 15533. Cable: Fintone. Top Exec. & A&R: Henrik Denfer.

This company represents: ABC-Paramount (USA), Adria (France), Archiv (Germany), Brunswick, Cameo (USA), Command (USA), DGG (Germany), Elektra (USA), Heliodor (Germany), Impulse (USA), Joker (Sweden), Kama Sutra (USA), Karusell (Sweden), Mercury (Holland), Nonesuch (USA), Olga (Sweden), Parkway (USA), Polydor (Germany), Primula (Sweden), Riverside (Holland), Swe-Disc (Sweden), United Artists (USA), Vee Jay (USA), Verve (USA), Westminster (USA), Whitehall (USA).

Levytkku, Fredrikinkatu 45, Helsinki 10. Tel: 659581. Top Exec.: N. E. Saarikko.

Labels: Broadway, Manhattan, Triola.

This company represents: Triola.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel: 10751. Cable Musikfazer. Mgr'g Dir.: Roger Lindberg; A&R: Toivo Karki; Sales: Osmo Ruuskanen.

Labels: Coral, Decca, Fontana, Philips, Rylmi.

This company represents: Amadeo (Austria), Barclay (France), CBS (USA), Coral (USA), Decca (England, USA), Fontana (Holland), London (England), Palette (Belgium), Philips (Holland), Pye (England), Sonora (Sweden).

Pohjoismainen Sähkö, Vuorikatu 14, Helsinki. Tel: 12651. Music Dept. Mgr.: Mortti Pihö.

This company represents: EMI's trademarks (Columbia, Parlophone, Odeon, MGM, Gloria, Encore); Blue Master, Elite Spezial, Finlandia, Le Chant du Monde, Music Minus One, Regal.

Sihkoliikkeiden, Satamakatu 4, Helsinki 10. Tel: 454401. Cable: SLOY. Top Exec.: Eino Hietanen; A&R, Sales, Int'l: Johan Vikstedt.

Label: Telefunken.

This company represents: Reprise (USA), Telefunken (Germany), Warner Bros. (USA).

Scandia-Musiikki, Hietalahdenranta 11A, Helsinki. Tel: 642005. Cable: Scandiamusic. Gen. Mgr.: Harry Orvoma; A&R: Jaakko Salo; Sales: Paavo Einio; Int'l: Antti Einio.

Label: Scandia.

This company represents: Ariola, Atlantic, Cadet, Checker, Chess, Ember, Epic, Eurodisc, Gazell, Hansa, Kapp, Knappupp, Mainstream, Metronome, Prestige, Red Bird, Roulette, Scandia, Scan-Disc, Sonet, Storyville.

R E Westerlund, N. Esplanad 37, Helsinki. Tel: 10396. Cable: Pianowesterlund. Pres.: Robert Westerlund; A&R: Reino Backman.
Label: Westerlund.
This company represents: Angel, Buena Vista, Capitol, Disneyland, Dolton, Electrola, HMV, Imperial, Liberty, Motown, Pathe, Star, State-side, Tamla, Video.

● music publishers

CODA, Edition, Ritokalliontie B-16P, Helsinki. Mgr.: Johan Vikstedt. (SEE ADVERTISEMENT)
 Commandittiyhtio Libito, Fredrikinkatu 32A, Helsinki 14.
 Finndisc, Simonkatu 10B, Helsinki. Tel: 644877. Dir.: Rolf Kronqvist.
 Levysavel, Vuorikatu 14, Helsinki. Tel: 12651. Contact: Mortti Pihö.
 Levyttukku, Fredrikinkatu 45A, Helsinki 10. Tel: 659581. Contact: N. E. Saarikko.
 Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel: 10751. Cable: Musicfazer. Mg'g Dir.: Roger Lindberg.
 Scandia-Musiikki, Hietalahdenranta 11A, Helsinki. Tel: 642005. Cable: Scandiamusic. Gen. Mgr.: Harry Orvoma.
 R E Westerlund, N. Esplanad 37, Helsinki. Tel: 10396. Cable: Pianowesterlund. Pres.: Robert Westerlund; Promo. Mgr.: Jorma Pukkila.
 X-Savel, Humalistonkatu 17A, Helsinki 5.

● importers & exporters

Akkuteollisuus, Neitsypolku 1, Helsinki.
 Discophon, Takomontie 3, Helsinki 37. Tel: 451627. Cable: DISCOVY.
 Finnone, Munkkisaarenpolku 2, Helsinki.
 Kansankulttuuri, Simonkatu 8, Helsinki 10.
 Levyttukku, Fredrikinkatu 45, Helsinki 10. Tel: 659581.
 Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel: 10751. Mg'g Dir.: Roger Lindberg.
 Pohjoismainen Sahko, Vuorikatu 14, Helsinki.
 Sahkoliiikkeiden, Takomontie 3, Helsinki.
 Scandia-Musiikki, Hietalahdenranta 11A, Helsinki. Tel: 642005. Cable: Scandiamusic.
 R E Westerlund, N. Esplanad 37, Helsinki. Tel: 10396.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Saveltajain Tekijanoikeustoimisto Teosto r.y., Hietaniemenkatu 2, Helsinki.

RECORDING STUDIOS

Aanitoisto, Mechelinink 19B, Helsinki 10. Tel: 494111.
 Elektrovox (Akkuteollisuus), Neitsypolku 1, Helsinki.
 Filmi-aani, Film Sound Ltd., Annankatu 16, Helsinki.
 Finnvox, Arinantie 8, Pitäjänmäki. Tel: 454523.
 Levyttukku, Kirjatyöntekijänkatu 10, Helsinki. (Also tape duplication, record distribution, independent record production from offices at Fredrikinkatu 45A, Helsinki 10).
 Scandia, Sturenk 4, Helsinki.
 R E Westerlund, Sturenk 4, Helsinki.

TRADE ORGANIZATIONS

Suomen Automaattiyhdistys r.y., It. Puistotie 6B, Helsinki 14. Tel: 61169. Cable: Automaatti. Pres.: Tuomas Tapala.
 Suomen Musiikkikauppiaaliitto r.y., Kluuvantie 6 H 72, Helsinki 91.
 Suomen Soittinalan Tuottajaliitto, Mikonkatu 13A, Helsinki 19.

FRANCE

Population: 49,157,200 (Inst. National des Statistiques).
 Official rate of exchange: \$1 (US) = 5 francs.
 Per capita income: \$2,025 annually.
 Number of homes with record players: 4,000,000.
 Records sold domestically: 1964 \$40,400,000 for 44,000,000 units; 1965—approx. the same.
 Stereo sales: 5% of total sales.
 Records imported from the US (retail value): \$221,800.
 Records exported to the US (retail value): \$202,200.
 Average retail price: LP's—\$5; EP's—\$2.
 Discounting: 15% discount obtainable in Paris; none in provinces.
 Record club sales: 5% of total sales.

Billboard 1966-1967 International Music-Record Directory

Type of record distribution: Manufacturer to dealer.
Number of jukeboxes: 30,000.
Radio stations: 4 channels State controlled & 3 nation-wide commercial stations—Europe 1, Radio Luxembourg & Radio Monte Carlo.
Television stations: 2 channels, State controlled.
Import-export regulations: 20% tax.

Mike Hennessey

● record manufacturers

A D E S, 141 rue La Fayette, Paris 10. Tel: TRU. 72.92. Contact: Lucien Ades.
 A R E A (Les Applications & Realisations Electriques & Acoustiques), 52 Av. Hoche, Paris B. Tel: WAG. 33.60. Cable: AREADIS. Pres.: M. H. Froment; Admin. Dir.: Mme. Helyett de Rieux; A&R: J. P. Hebrard, Guy Lafarge, D. Filipacchi; Sales: J. Buche; Pub.: Mlle M. Buret.
Label: RCA.
This company represents: RCA Victor (USA).
 A Z (see Vogue).
 Ange (see Vogue).
 Anthologie Sonore, 42 rue de Paradis, Paris 10. Tel: TAI 93.20.
 B A M (Editions de la "Boite a Musique"), 133 Blvd. Raspail, Paris 6. Tel: LIT 16.12. Pres.: A. Levi Alvarez.
 BARCLAY, 143 Av. de Neuilly, Neuilly (Seine). Tel: SAB. 60.30. Cable: Barclaydisc. Pres.: Eddie Barclay; Ass't Dir.: Hubert Ballay; Sales Dir.: Jo Milgrand.
Label: Barclay.
This company represents: Ariston (Italy), Atlantic (USA), Bang (USA), Big-Top (USA), Cadet (USA), Chess/Checker (USA), Colpix (USA), Elenco (Brazil), HiFi (USA), Hispavox (Spain), Kent (USA), Lena Forma (Brazil), Jazz-Press (USA), Musidisc (Brazil), Rifi (Italy), Sue (USA), 20th-Fox (USA), UA (USA), Valiant (USA). (SEE ADVERTISEMENT)
 Bel-Air, 79 rue Traversiere, Courbevoile (Seme). Tel: DEF. 59.49. Pres.: Mme. Nicole Barclay; A&R: Dany Kane; Int'l: Jean-Louis Ginibre.
This company represents: Atlantic (USA), Time (USA).
 Pierre Berjot Prod'n, 3 rue du Bois de Boulogne, Paris 16. Tel: PAS. 80.09. Pres. & A&R: Pierre Berjot.
Label: Ely.
 C B S-Arteco, 42 rue de Paradis, Paris 10. Tel: 824.93.20. Cable: Berntaylor. Pres.: Jacques Souplet; Sales: Jacques Vatinet; Promo.: Christian Daffes; Int'l: Henri Renaud & Jacques Plait.
Label: CBS.
This company represents: Blue Note, Epic, Karate (all USA).
 Century, 13 rue des Francs-Tireurs, La Courneuve (Seine). Tel: FLA. 27.71. Pres.: Lucien Pierlot; A&R Int'l: Lucien Philippe.
 Chant du Monde, 32 rue Beaujon, Paris 8. Tel: WAG. 67.73.
 Cid (see Societe Francaise du Son).
 Cochon d'Inde (see Vogue).
 Compagnie Phonographique Francaise, 143 Av. de Neuilly, Neuilly (Seine). Contact: Patrick Viaret.
 Contrepoint (see Vogue).
 Diapason-Microsillon, 61 rue La Fontaine, Paris 16. Branch: 39 rue des Perchamps, Paris 16. Tel: MIR. 58.50.
 Disco-France, 124 Av. de Wagram, Paris 17.
 Discophiles Francais (Les) (see Pathe-Marconi).
 Disques de France, 3 rue de Gramont, Paris 2. Tel: 742.96.10.
 Ducretet-Thomson (see Pathe-Marconi).
 E N (see Vogue).
 Erato, 60 Chaussees d'Antin, Paris 9. Tel: TRI. 78.71. Cable: Costerat.
 Fashion (see Vogue).
 FESTIVAL, Les Disques de France, 3 rue de Gramont, Paris 2. Tel: RIC 94.61. Pres.: P. G. Duprat; Gen. Dir.: Andre Chagneau; Sales Dir.: J. L. Dasque; Performance Mgrs.: Roger Maruani & Pierre Brunet. (SEE ADVERTISEMENT)
 Fontana (see Philips).
 Holiday-Hohner, 19-21 rue Van-Loe, Paris 16. Tel: BAG. 63.50. A&R: M. Coulon.
 Horizon (see Vogue).
 Iramac France, 36 rue Ernest Renan, 92-Issy les Moulinaux. Tel: 642.21.93. Pres. & Sales: A. Samama; A&R: B. Duvernay.
Labels: Iramac, Relax.
 Juniors (see Vogue).
 Kangourou (see Vogue).
 Loisirs (see Vogue).
 Lou (see Vogue).
 Lumen, 3 rue Garanciere, Paris 6. Tel: MED. 29.30. Contact: Bloud & Gay.

M G M 37 rue Condorcet, Paris. Tel: TRU. 78.00. Cable: METROFILMS. Contact: John E. Nathan.
Labels: MGM, Verve.

May (see Vogue).
 Mercury (see Philips).
 Michel (see Vogue).
 Mode (see Vogue).
 Monestier, 19 rue du Palais-Gallien, Bordeaux. Tel: 4B.12.80.
Label: Black & Blue.

Monte-Carlo (see Vogue).
 Musique (see OCD).
 Number One Rec. & Disques Line, 5 rue du Bois de Boulogne, Paris 16. Tel: 7D4. 53.53. Contact: Loulou Gaste, Line Renaud.

O C D (Office Catholique du Disque), 31 rue de Fleuris, Paris 6. Tel: LIT. 49.95. Contact: Roger Payen.

Labels: Musique, Pastorale, Unidisc.
 Odeon (Societe Art, Technique & Commerce), 42 rue de Paradis, Paris 10. Tel: 824.93.20. Pres.-Gen. Mgr.: Jacques Souplet.

Oiseau-Lyre, Les Remparts, Monaco.
 Orly, 33 rue du Faubourg St.-Martin, Paris 10. Tel: NOR. 89.05.

Orpheo (see Vogue).
 Pacific (see Vogue).
 Palmares (see Vogue).
 Pastorale (see OCD).

Pathe-Marconi, 19 rue Lord Byron, Paris 8. Tel: BAL. 53.00. Cable: Gramophone. Pres.: G. E. Cross; VP: Pierre Rouzies; Sales Dir.: Georges Mealle; Int'l: J. J. Timmel.

Labels: Pathe, La Voix de Son Maitre, Columbia, Ducretet-Thomson, Les Discophiles Francais.
This company represents: A&M (USA), Band Box (USA), Bell Group (Admiral, Amy, Bell, DynoVoice, Dynovox, Eskee, Fanso, General Int'l, Goldwax, Logo, Mala, Maxx, Musicland, New Voice, Rotafte, Village Gate—USA), Capitol (USA), Command (USA), Diamond (USA), Discomoda (Venezuela), Ember (England), EMI (England), Liberty (USA), One-Derful (USA), Prestige (USA), Regina (USA), Select (Canada), Soma (USA), Sonet (Sweden), Tamla-Motown (USA), Telefunken (Germany), Toshiba (Japan), World Artist (USA), Zeida (Colombia).
 Pergola (see Philips).

PHILLIPS, 6 & 8 rue Jenner, Paris 13. Tel: POR. 75.28. Cable: Phildisc. Pres.: Georges Meyer-

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stein; Ass't Dir.: Louis Hazan; A&R: Jacques Caillart; Sales: Godefroy de Noaillet.
Labels: Philips, Fontana, Mercury, Pergola.
This company represents: Arhoolie, Aura, Jazzland, Mercury (Limelight, Smash), Mira (Mirwood, Surrey), Offbeat, Pacific Jazz, Riverside, Tollie, Vee Jay, Washington, Wing, World Pacific (all USA); Oebut (Denmark). (SEE ADVERTISEMENT).

Pingoin (see Vogue).

Polydor, 2 rue Cavalotti, Paris 18. Tel: LAB. 05.39. Cable: Polydor Disc. Pres.: Marcel Frange; Dir.: Mr. Kerner; A&R: Jacques Bedos; Int'l: Andre Poulain; Sales Dir.: Mr. Mangin; Export: Jean Jadin.
Label: Polydor.

Tape, Cartridge: 2-track.

This company represents: Archive (Germany), Archives Litteraires (France), Jacques Canetti (France), OGG (Germany), Excello (USA), Imperial (USA), Kama Sutra (USA), King (USA), MGM (USA), Polydor (Germany), Ranch (Belgium), Saba (Germany), Verve (USA).

Pop. 4 (see Vogue).

Pop. 12 (see Vogue).

President, 30 rue Pierre Semard, Paris 9. Tel: LAM 49.20. Contact: Ted Moura.
RCA (see AREA).

R G M, 16 rue Latour-d'Auvergne. Tel: 526.42.66.
R O G, 7 rue St. Lazare, Paris 9. Tel: 878.76.96.
Sales: Airaut Roger; Int'l: M. d'Anella.

Relax (see Iramac).

Saphir, 22 rue Jean-Jacques Rousseau, Paris 1. Tel: 236.04.47.

Sinfonia, 68 Av. des Champs Elysees, Paris 8. Tel: ELY. 53.60. Contact: J. F. Lion.

SOCIETE FRANCAISE OU SON (La), 30 rue Beaujon, Paris B. Tel: 924.19.01. Cable: Occadis. Pres.: Henri Froment; Dir.: Mme. de Rieux; A&R: Jacques Bec, A. Evans, Gerard Hugel; Sales Dir.: C. Gagniere; Pub.: Mlle M. Burlet.
Labels: Cid, La Societe Francaise du Son.
This company represents: Ace of Hearts (USA), Brunswick (USA), Decca (Britain), London (USA). (SEE ADVERTISEMENT)

Teppaz, 170 Blvd. de la Croix Rousee, Lyon. Tel: 28.56.75.

Typic, 13 rue de l'Echiquier, Paris 10. Tel: PRO. 39.15. Contact: Julio Garzon.

Unidisc (see OCO).

Valois, 19bis, rue de Vanve, Boulogne (Seine). Tel: VAL. 99.99. Contact: Michel Bernstein.

Vega, 49 Av. Hoche, Paris B. Tel: CAR. 19.92 & 16.34. Contact: Henri Froment.

This company represents: ABC-Paramount (USA), Impulse (USA).

Visage de France (see Vogue).

Visage du Monde (see Vogue).

VOGUE, 82 rue Maurice Grandcoing, Villetaneuse (Seine). Tel: 752.73.00. Cable: VOGOISC. Pres.: Leon Cabat; A&R: Jacques Wolfsohn, Christian Fechner, Pierre Lefevre, Andre Clergeat, Michel Guillaneuf, Jean-Pierre Recazin, Albert Ferreri.
Labels: (owned) Ange, Cochon d'Inde, Contrepoint, ENF (children albums), Fashion, Horizon, Juniors, Kangourou, Loisirs, Michel, Mode, Orpheu, Pacific, Pingoin, Pop. 4, Pop. 12, Visage de France, Visage du Monde. (distributed) AZ, Lou, May, Monte-Carlo, Number One, Palmares.

This company represents: Rozenblit (Brazil), Franco-Oisques (Canada), Marquee London, Pye, Stevie Prod'ns (England); Scandia Music (Finland); Deutsche Vogue (Germany); Negram (Holland); Clan Celentano, Ourium, Jolly, SAAR, Sprint (Italy); Teichiku (Japan); Orfeu (Portugal); Belter, Hispavox (Spain); Turicaphon (Switzerland); Autumn, Bounty, Budget Sound, Chattahoochee, Davon, Oot, Ouke, Elektra, Everest, Glad-Hamp, GNP Crescendo, Guardian Inds., Jay Gee, Joda, Jubilee, Kapp, Laurie, Mainstream, Peacock, Premier, Red Bird, Reprise, Roost, Roulette, Scepter, Time, Warner Bros. (USA); Jugaton (Yugoslavia). (SEE ADVERTISEMENT)

Voix de son Maitre (La) (see Pathe-Marconi).

● music publishers

Leon Agel, 96 rue Rene-Boulangier, Paris 10. Tel: BOT. 17.77.

Alpha, 54 rue d'Hauteville, Paris 10. Tel: TAI. 93.82.

Amour, 24 rue Pierre Semard, Paris 9. Tel: TRU. 56.39. Contact: Ted Moura.

Amphion, 5 rue Jean-Ferrandi, Paris 6. Tel: ANJ. 94.15.

Branch: 3 rue Roquepine, Paris 8.

Armagnac-Music, 12 Blvd. Poissonniere, Paris 9. Tel: PRO. 25.02.

Atlantic, 60 Blvd. de Clichy, Paris 9. Tel: MON. 56.47.

Charles Aznavour, 124 rue La Boetie, Paris B. Tel: 225.80.30.

Baerenreiter, 19 bis due de Vanve, Boulogne (Seine). Tel: VAL. 99.99. Contact: Mme. Bernstein.

P. Baetz, 52 rue du Faubourg-St.-Martin, Paris 10. Tel: NOR. 45.91.

Bagatelle, 10 rue Washington, Paris B. Tel: ALM. 17.99.

Bals de France, 82 rue du Faubourg-St.-Martin, Paris 10. Tel: NOR. 45.91.

Eddie Barclay, 2 Av. de Messine, Paris B. Tel: LAB. 06.03.

Irving Berlin, 4 rue d'Argenson, Paris 8. Tel: ANJ. 56.05.

Paul Beuscher, 27 Blvd. Beaumarchais, Paris 4. Tel: TUR. 18.98.

Boosey & Hawkes, 4 rue Orouot, Paris 9. Tel: PRO. 73.44.

S. Bornemann & Editions P. Decourcelle, 15 rue de Tournon, Paris 6. Tel: OAN. 05.88.

Bourrellet, 55 rue St.-Placide, Paris 6. Tel: BAB. 23.59.

H. Bourtayre, 56 rue Bassano, Paris B. Tel: ELY. 29.29.

R. Breton, 3 rue Rossini, Paris 9. Tel: TAI. 53.64.
Maurice Brun, 41 bis rue Vandrezanne, Paris 13. Tel: GOB 75.85.

C E M C O M E S, 50 Faubourg-de-Trois-Maisons, Nancy (Meurthe-et-Moselle).

C I P E M, 60 Blvd. de Clichy, Paris 18. Tel: MON. 56.47.

Gerard Calvi, 54 rue d'Hauteville, Paris 10. Tel: TAI. 93.84.

Camia, 80 rue Rene-Boulangier, Paris 10. Tel: NOR. 06.54.

Caravelle, 3 Blvd. Malesherbes, Paris B. Tel: 265.08.93.

Emile Carrara, Prod'ns du Club, 86 Faubourg-St.-Martin, Paris 10. Tel: LAM. 63.37.

M. Cayla, 33 Faubourg-St.-Martin, Paris 10. Tel: BOT. 91.66.

A. T. Cekow, 11 rue Mansart, Paris 9. Tel: FIG. 64.11.

Centre d'Art National Francais (Paris-Toulouse). B.P. 98 RP, Toulouse (Hte.-Garonne). Tel: 52.86.71.

J. M. Champel, B.P. 2, Neuville-sur-Ain (Ain). Tel: 17.

Champs-Elysees 5 Ave. de l'Opera, Paris 1. Tel: OPE. 37.37.

Chant du Monde, 32 rue Beaujon, Paris B. Tel: WAG. 67.73.

Chappell, 4 rue d'Argenson, Paris B. Tel: ANJ. 56.05.
Comete, 80 rue Rene-Boulangier, Paris 10. Tel: LAM. 69.74.

Comtesse, 44 rue de Miromesnil, Paris B. Tel: 265.87.80.

Comufra, 252 Faubourg-St.-Honore, Paris 8. Tel: MAC. 50.16.

Consortium Musical Berger, 24 Blvd. Poissonniere, Paris 9. Tel: PRO. 21.22.

O M F, B rue Caumartin, Paris 9. Tel: RIC. 51.83, 51.84.

M. O'Anelia, 118 rue Legendre, Paris 17.
Dauphine, 44 rue de Miromesnil, Paris B. Tel: 265.87.80.

De Clercq, 44 rue du Colisee, Paris B. Tel: BAL. 69.84.

Oecluck, 61 Ave. Ray-Poincare, Paris 16. Tel: PAS. 69.69.

G. Oelrieu, 45 Av. de la Victoire, Nice (Alpes-Maritimes). Tel: B61.96.

Oeprince, 31 Faubourg-St.-Martin, Paris 10.
Oicado, 1 Sq. de la Mayenne, Paris 17. Tel: 380.68.25, 19.79.

L. Oigoude-Oiodet, 39 Faubourg-St.-Martin, Paris 10. Tel: BOT. 28.61.

Walt Disney, 4 rue d'Argenson, Paris 8. Tel: ANJ. 56.05.

Jean Orejac, 60 rue Francois 1er, Paris B. Tel: ELY. 62.36.

Ourand, 4 Pl. de la Madeleine, Paris 8. Tel: OPE. 45.74.

Eco, 33 rue Le Peletier, Paris 9. Tel: PRO. 08.53.
Edisonor, 14 rue des Messageries, Paris 10. Tel: PRO. 89.78.

Editions Billaudot, 14 rue de l'Echiquier, Paris 10. Tel: PRO. 13.77.

Editions Bonita, 252 Faubourg-St.-Honore, Paris B. Tel: 622.50.16.

Editions Carrousel, 54 rue d'Hauteville, Paris 10. Tel: TAI. 93.82.

Editions Chaillot, 13 rue de Washington, Paris 8. Tel: 359.34.35 & 704.19.80.

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 Editions Concorde, 252 Faubourg-St.-Honore, Paris 8. Tel: MAC. 50.16.
 Editions Continental, 17 rue Monsigny, Paris 2. Tel: 742.49.18 & 742.61.83.
 Editions Coquelicot, 6 rue Francoeur, Paris 18. Contact: Roland de Cande.
 Editions Essex, 28 Blvd. Poissoniere, Paris 9. Mgr.: Ellen Nathan; Prof. Mgr.: Jack Robinson.
 Editions Fernando, 29 rue Ste.-Marthe, Paris 10. Tel: NOR. 39.42.
 Editions Francaises de Musique, 26 rue Beaujon, Paris 8. Tel: CAR. 77.90.
 Editions Internationales Arlequin, 82 rue du Faubourg-St.-Martin, Paris 10. Tel: BOT. 76.83.
 Editions Magali, 33 rue de la Rochefoucauld, Paris 9. Tel: FIG. 77.35.
 Editions Marguerita, Schoenaers, Millereau Reunis, 29 Blvd. Malesherbes, Paris 8. Tel: ANJ. 90.12.
 Editions Marine, 153 Av. de Neuilly, Paris 16. Tel: 624.07.40.
 Editions Mellottee, 48 rue Monsieur-le-Prince, Paris 6. Tel: DAN. 03.87.
 Editions Metropolitan, 3 rue Rossini, Paris 9. Tel: PRO. 21.78.
 Editions Micro, 14 rue Washington, Paris 8. Tel: BAL. 43.03.
 Editions Montmartre, 28 Blvd. Poissoniere, Paris 9. Tel: TAI. 86.89, 52.17.
 Editions Musicales Arpege, 25 Blvd. Beaumarchais, Paris 4. Tel: ARC. 51.28.
 Editions Musicales Hortensia, 46 rue de Douai, Paris 9. Tel: TRI. 52.64.
 Editions Musicales de Morville, 14 Av. Hoche, Paris 8. Tel: WAG. 01.46.
 Editions Musicales Schola Cantorum et de la Procure Generale de Musique, 76 bis rue des Sts.-Peres, Paris 7. Tel: LIT. 70.50.
 Editions de l'Ours, 56 rue de l'Universite, Paris 7. Tel: LIT. 26.17. Contact: Mlle. Jacqueline Carnet.
 Editions Paris-Inter, 7 rue St.-Lazare, Paris 9. Tel: 878.76.96. Dir.: M. d'Anella.
 Editions Petit Duc, 22 rue de l'Echiquier, Paris 10. Tel: PRO. 80.57.
 Editions Pigalle, 89 rue La Boetie, Paris 8. Tel: ELY. 76.54.

Editions Salabert, 22 rue Chauchat, Paris 9. Tel: TAI. 55.60.
 Editions Screen Gems/Columbia, 71 rue de Provence, Paris 9. Tel: 874 68.47. Contact: Rudi Revil.
 Editions Theven, 34 rue Pigalle, Paris 9. Tel: TRI. 41.18.
 Editions Transatlantiques, 14 Av. Hoche, Paris 8. Tel: WAG. 01.13.
 Editions Tropicales, 28 Blvd. Poissoniere, Paris 9. Tel: PRO. 25.28.
 Editions Trois Balances, 19 rue J-J-Rousseau, Paris 1. Tel: CEN. 17.70.
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 Enoch, 27 Blvd. des Italiens, Paris 2. Tel: RIC. 69.95.
 Epis (Les), 14 Blvd. des Filles-du-Calvaire, Paris 11. Tel: ROQ. 36.58.
 M. Eschig, 48 rue de Rome, Paris 8. Tel: LAB. 66.64.
 F R A N C E, 16 rue Santerre, Paris 12. Tel: NAT. 47.21 & BOT. 76.83.
 Fantasia, 3 rue de Gramont, Paris 2. Tel: RIC. 96.10.
 Fortin, 4 cite Chaptal, Paris 9. Tel: TRI. 58.34.
 Sam Fox, 46 rue Laffite, Paris 9. Tel: TRU. 07.79.
 France Continentale, 80 rue Rene-Boulanger, Paris 10. Tel: NOR. 06.54.
 France Melodie, 5 Av. de l'Opera, Paris 1. Tel: OPE. 37.37, 33.11.
 France Vedettes, 44 rue du Colisee, Paris 8. Tel: BAL. 69.83.
 Francis-Day, 5 Av. de l'Opera, Paris 1. Tel: OPE. 37.37.
 French Music, 124 rue La Boetie, Paris 8. Tel: BAL. 80.30.
 Rose Frizza, 56 rue de Paradis, Paris 10. Tel: PRO. 19.64.
 Julio Garzon, 13 rue de l'Echiquier, Paris 10. Tel: PRO. 39.15.
 Louis Gaste, 5 rue du Bois-de-Boulogne, Paris 16. Tel: POI. 53.53.
 Gedalge, 75 rue des Sts.-Peres, Paris 6. Tel: LIT. 53.79.
 Golf, 10 Av. Frochet, Paris 9. Tel: 878.53.03.
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Heugel, 2 bis rue Vivienne, Paris 2. Tel: GUT. 43.53.
 Homere (Union des Auteurs et Musiciens Aveugles), 26 rue de Charenton, Paris 12. Tel: 628.61.79.
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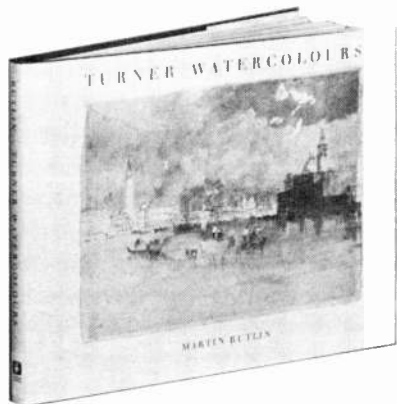
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Population: 1964 census—17,011,931.
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- Deutsche Schallplatten (VEB), Reichstagufer 4-5, Berlin 108.
Record Playing, Kurt Ehrlich, Otto Gedlichstr. 25, Pirna Copitz.

● music publishers

Breitkopf & Haertel (VEB), PO Box 147, Karlsstr. 10, 701 Leipzig.

Deutscher Verlag Fuer Musik (VEB), PO Box 147, Karlsstr. 10, 701 Leipzig.

Harth, Karl-Liebkechtstr. 12, 701 Leipzig. Tel: 32612. Cable: MUSICA. Pres.: Curt Clauss.

Friedrich Hofmeister, PO Box 147, Karlsstr. 10, 701 Leipzig.

Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Cable: Lied der Zeit.

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GERMANY, WEST

Population: 55,214,400.

Official rate of exchange: \$1 (US) = 4 D.M. (German marks).

Per capita income: \$181 monthly.

Records imported from U.S.: 1956—\$709,569. (figure includes recordings, record blanks & pre-recorded tapes).

Records exported to U.S.: 1965—\$965,392; 1964—\$1,000,427.

Stereo sales: 11% of all LP's.

Percentage record sales of pop music: Approx. 86.5% of all records.

Average retail price: 12-inch LP's—\$4.50; 10-inch LP's—\$3.75; EP's—\$2; Singles—\$1.19.

Record club sales: Approx. 14% of all sales.

Discounting: Occasional.

Retail record dealers: About 7,000.

Medium wave radio stations: 14.

FM stations: 12.

Television stations: 9.

Number of jukeboxes: About 60,000.

Record distributing system: From manufacturer to dealer through own distribution organization. Also, from manufacturer to wholesaler to dealer.

Important regulations: Duty value—13.2% of list

price. When imported from Common Market countries—7%. In both cases, 6% purchase tax must be paid. GEMA, the German Performing Rights Society, gets 8% of retail selling price for singles.

● record manufacturers

Ariola-Eurodisc, Friedrichsdorferstr. 75, 483 Gutersloh. Tel: 3427. Dir.: Dr. Werner Vogelsang; Sales: Friedrich Schmidt; Pop A&R: Egmont Luftner, Landwehrstr. 33, B Munich 15. Tel: (08 11) 59 1021; Classical A&R: Fritz Ganss, Viktoria-Luise-Platz 7, 1 Berlin 30. Tel: (03 11) 24 42 92.

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Baerenreiter, Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshohe. Tel: 3 00 11. Contact: Dr. h.c. Karl Voetterle.

Labels: Baerenreiter-Musicaphon, Cantate.

C B S, Palmengartenstr. 4, 6 Frankfurt/Main. Tel: 77 08 61. Cable: Colrecord. Mg'g Dir.: Bernhard Mikulski; Admin. Dir.: Helmut Hecht; A&R Mgr.: Joachim Lehmann; Pop. A&R: Jurgen Kramer; Classical A&R: Hans-Richard Stracke; Mktg. Dir.: Herbert Giesewetter; Pub. & Promo.: Dietlind Rieth; Adv.: Anton Simmert.

Branches: Fassenstr. 44, Berlin-Wilmersdorf. Tel: 902B52.—Sternstr. 67, Dusseldorf. Tel: 483685.—Hagedornstr. 6, Hamburg 13. Tel: 457400.—Fliegenstr. 4, Munich. Tel: 551915.

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Camerata, Hoffman-von-Fallerlebenstr. B, Wolfenbuttel. Tel: 22684. Owner: Karl-Heinrich Moeseler.

Cantagallo, Sonnenstr. 20, Munich 15. Tel: 55 80 51. Pres.: Dr. Karl Heinz Busse; Int'l: H. W. Schiemke.

Deutsche Austrophon, PO Box 187, 284 Diepholz/Hannover. Tel: (05 441) 344. Cable: Austrophon. Dir.: Rolf Neumann Jr.; Sales: Ulrich Wilke.

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idol
in France

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(sha-la-la-la-lee)
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les temps ont changé
mais pourquoi...

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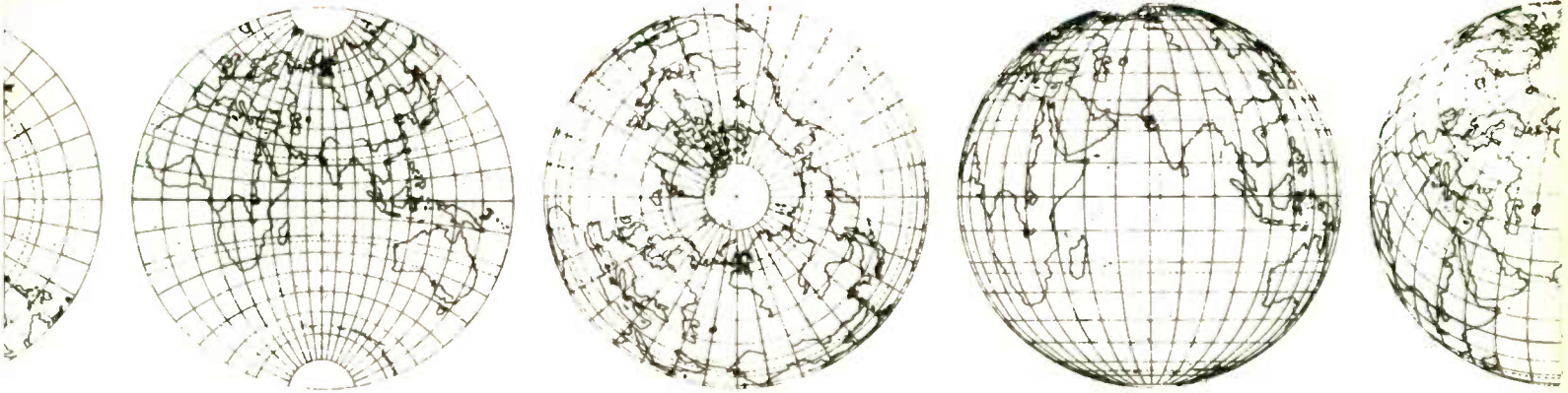
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 Hamburg 41. Tel: 22 58 66.

TRADE ORGANIZATIONS

Automaten-verband Niedersachsen, 1 Alte Dohrenerstr.,
 Hanover 12.
 Automaten-Verband Rheinland-Pfalz, 153 Kaiserstr.,
 Karlsruhe.
 Automaten-Verband des Saarlandes, Bliesmuhle,
 Neunkirchen.
 Bayerischer Automaten-Verband, Neuhauserstr. 34,
 Munich 2.
 Berliner Automaten-Verband (BAV), Emserstr. 45, 1
 Berlin 15. Tel: BB3 49 35.
 Bundesverband der Phonographischen Wirtschaft,
 Museumstr. 31, Hamburg-Altona.
 Deutscher Automaten-Groshandels-Verband, 3 Grosse
 Backerstr., Hamburg 1.
 Deutscher Automaten-Verband (DAV), 6-B Kaiser-
 Wilhelm-Ring, Cologne.
 Deutscher Komponisten-Verband, Lagardestr. 2B, Ber-
 lin 38 (Schlachtensee).
 Deutscher Musikalien-Wirtschaftsverband, 1 Dreick,
 Bonn.
 Deutscher Musikverleger-Verband 1 Dreick, Bonn.
 Deutscher Sangerbund, Bemhardstr. 166, 5 Cologne-
 Bayenthal. Tel: 38 60 01.

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Gemeinschaft Deutscher Musikverbände, Dahlmannstr. 20, Bonn. Tel: 22 03 04.
Gesellschaft zur Verwertung von Leistungsschutzrechten, Spichernstr. 55, Cologne.
Landesverband Baden-Württemberg des Automaten-Aufstellgewerbes, Knoedelstr. 6, Stuttgart-Ost.
Nordwestdeutscher Automaten-Verband, 76 Sogestr., Ecke Wall, Bremen.
Verband des Automaten-Gewerbes Schleswig-Holstein, Holsteinstr. 88/90, Kiel.
Verband der Deutschen, Automaten Industrie (VDAl), 199 Aachenerstr., Cologne-Lindenthal.
Verband Hessischer Automaten-Aufsteller Gluckstr. 7, Frankfurt/Main.
Verband des Norddeutschen Automaten-Gewerbes, 58 Ahrensburgerstr., Hamburg-Wandsbeck.
Zentralverband der Elektrotechnischen Industrie, 19 Siressemannallee, Frankfurt/Main.
Zentralverband der Organisationen des Deutschen Automaten-Aufstellgewerbes (ZOA), Kaiser-Wilhelm-Ring 6-8, Cologne 5.

GREECE

Population: 1961 census—8,387,201; latest official estimate—8,492,000.
Official rate of exchange: \$1 (US)=30 drachmas.
Records imported from US (factory value & in tons): 1964—\$123,400 (211); 1963—\$93,500 (151).
Records exported to US (factory value): 1964—\$90,670.
Records manufactured for domestic and export sale (factory value): 1964—\$1,400,000 (4.2 million units); 1963—\$1,296,500 (3.6 million units).

● **record manufacturers**

General Publishing Co., Kriezotou 11, Athens. Tel: 616-716. Cable: LYRAHELLAS. Top exec.: Alexander Patsifas.
Labels: Lyra, Dionysus.
This company represents: Atlantic (USA), Cetra (Italy), Ducretet-Thomson (France), Vedette (France).
Greek Phonograph Rec. House, 3 Platia Kolocotroni, Athens. Tel: 233-069. Cable: GEORPH. Prop.: Georgios Orphanidis.
Labels: RCA Victor, Melophone, Olympic.
This company represents: CGD (Italy), Carisch (Italy), Dot (USA), Everest (USA), Fonit (Italy), Galleria del Corso (Italy), Juke Box (Italy), Melophone (Greece), Olympic (Greece), Pathe (France), RCA Victor (USA), Reprise (USA), Telefunken (Germany).
Helladisc, Hermou 8, Athens. Tel: 238-291. Cable: Helladisc. Mg'g Dir.: Nikolas Antipapas.
Labels: Fidelity, Philips, Polydor.
This company represents: Archiv (Germany), Ariston (Italy), Atco (USA), Atlantic (USA), Audio Fidelity (USA), Barclay (France), Brunswick, Cameo-Parkway (USA), Coral (USA), Deutsche Grammophon (Int'l), Fontana (Holland), Heliodor (Germany), Jolly (Italy), Kama Sutra, Mercury (USA), Philips (Int'l), Riffi (Italy), Riverside (USA), Roulette (USA), Scepter (USA), Smash (USA), United Artists (USA), Vee Jay (USA), Wand (USA).
Lambropoulos Bros., Stadiou & Eolou Sts. 99, Athens. Tel: 539-811. Cable: ADELAMBRO. Top Exec.: Them. Lambropoulos.
Labels: Columbia, HMV.
This company represents: ABC - Paramount (USA), Capitol (USA), Impulse (USA), Verve (USA), Regal.
Melody, 4 Sparti 3is Septemvriou 13, Athens. Tel: 227-329 & 527-472. Pres.: Anthony Plomaritis & Evans Plomaritis.
Labels: Melody, Athenee, Popular, Lucky.
This company represents: Blue Bell, Combo, Festival (France), Meazzi (Italy), Pacific (USA), Ricordi (Italy), Soutelphan, Voix de l'Orient.
M. Matsas & Son, Stadiou 4B, Athens. Tel: 318-091. Top Exec.: Minos Matsas.
Labels: Odeon, Parlophone.
This company represents: Jaguar, Odeon (France), Parlophone, Tamla Motown (USA), Warner Bros.
Music-Box, Nikis 2, Athens 126. Tel: 221-574. Cable: THOMS. Top Exec.: Martin Gesar.
This company represents: Amy (USA), Ariola (Germany), Bel Air (France), Bell (USA), CBS (USA), Chancellor (USA), Colpix (USA), Decca (USA), Durium (Italy), Epic (USA), Fraternity (USA), Garrett (USA), Kapp (USA), London (USA), Okeh (USA), Palette (USA), Pye (England),

State Side (USA), Swan (USA), Vogue (Germany), Markal.
 Nina, Hellas, 2 Agiou Constantinou St., Athens 101.
 Tel: 531-658. VP & Dir.: Peter Nicolaou.
 Label: Nina.
 Philips Hellenique, PO Box 153, Athens.
 Polydisc, 7 Stadiou St., Athens.
 Yannis & Navrogorato, Rongoti 5, Thessaloniki.

● music publishers

Arion, PO Box 287, Athens. Tel: 880-371. Cable: COLGRAPH. Mgr.: Robert Mackenzie.
 Grecophon, 3 Karagiorgi Servias St., Athens.
 Icaros, 4 Vouliis St., Athens.
 Lucky, 14 St Constantinos, Athens. Tel: 527-472.
 Contact: G. Plomaritis.
 Ivan Mogull, 7 Botassi St., Athens.

● supplies & services

MUSIC LICENSING ORGANIZATION
 Societe Anon. Hellenique pour la Protection de la Propriete Intellectuelle (AEPI), 7 Botassi St., Athens. Mgr.: C. Macris. Tel: 610-322.

PRESSING PLANTS

Columbia Graphophone Co. of Greece, PO Box 287, Athens. Tel: 880-371. Cable: COLGRAPH. Mg'g Dir.: R. Mackenzie; Admin. Mgr.: B. Toumbakaris; Technical Mgr.: E. Areteos; Commercial Mgr.: E. J. Jones; Export: G. Giras.
This company represents (for processing bulk supplies to licensees and record companies as hereunder and for export): Columbia, HMV, Capitol, Odeon, Parlophone, Stateside, MGM, Liberty, Verve, Regal, Sobedi, Imperial, Tamla-Motown, Pathe, Ducretet-Thomson, Ember, Moonglow, Swan, Garrett, Fraternity, Laurie, Rust, Amy, Bell, Diamond, Hispavox, Gamma, Voix de l'Orient, Soutelphan, Cetra, Markal.

GUATEMALA

Population: 4,437,871.
 Official rate of exchange: \$1 (US)=1 quetzal.
 Per capita income: 249.6 (1963).
Records manufactured for domestic and export sales: LP's—40,000 units, \$80,000; Singles—40,000 units, \$20,000.
Average retail price per record: LP's—\$5; EP's—\$1.50; Singles—\$1.
Stereo sales: 25% of total sales.
Type of record distribution: Manufacturer to wholesaler to retailer and manufacturer to retailer.
Radio stations: AM—71, 7 government, 64 commercial, recorded music & newscasts; FM—28, 3 government, 25 commercial, recorded music & newscasts. Import-Export regulations: Import duties on jukeboxes. \$2 gross kilo and 25% ad valorem. Import duties on amusement machines, \$5 gross kilo and 20% ad valorem.

● record manufacturers

Discos de Centroamerica, 12 Calle 3-23, Zona 1, Guatemala. Tel: 20442.
 St. Manuel Antonio Catalan, Casa Diana, 6a Ave. 15-35, Guatemala.

● music publishers

Hits Musicales, 4a Ave. No. 16-02, Zona 1, Guatemala.
 Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.

● importers & exporters

Salvador Avelar, "Casa Avelar," 18 C.P. No. 3-60, Zona 1, Guatemala.
 Haroldo Castillo, 6a Ave. 12-15, Zona 1, Guatemala.
 Distribuidora Electro Musical, 7a Ave. No. 20-06, Zona 1, Guatemala.
 Hits Musicales, 4a Ave. No. 16-20, Zona 1, Guatemala.
 Instrumentos Musicales, Apartado Postal No. 345, Guatemala.
 M.A. Mena, Cadena Philco, 11 Calle 6-38, Zona 1, Guatemala.
 Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.

● supplies & services

DISTRIBUTOR
 Distribuidora Electro Musical, 7a Ave. No. 20-06 Zona 1, Guatemala.

Billboard 1966-1967 International Music-Record Directory

TRADE ORGANIZATIONS

AGAYC, Asociacion Guatemalteca de Autor:s y Compositores, 14 Calle 11-42, Zona 1, Guatemala.
 Sociedad Filarmonica de Guatemala, Conservatorio Nacional de Musica y Artes Escenicas 3a. Ave. y 5a Calle, Zona 1, Guatemala.

GUYANA

Population: 636,000.
 Official rate of exchange: \$1 (US) = \$1.7143 British West Indian dollars.
 Per capita income: \$406.
Records imported from US (CIF): \$22,269.
Records imported from countries other than US (CIF): \$62,466.
Records exported to countries other than US (CIF): \$50.
Radio stations: 2 commercial.

● distributors

Ace Rec. Club, 34 Robb & King Sts., Georgetown. Tel: 2742.
 Alphonso's Modern Rec. Store, 64 King St., Georgetown. Tel: 3114.
 Auto Supplies, 30 Hadfield St., Georgetown. Tel: 2406.
 D. M. Fernandes, 26 Main St., Georgetown. Tel: 62021.
 William Fogarty, 34-37 Water St., Georgetown. Tel: 62111.
 Indian Musical, 13H Water St., Georgetown. Tel: 15000.
 International Musical House, Lombard & De Roy Sts., Georgetown.
 Sandbach Parker, 43-46 Water St., Georgetown. Tel: 62051.

HONDURAS

Population: 2,130,000.
 Official rate of exchange: \$1 (US) = 2 lempira.
 Per capita income: \$203.
Records sold domestically (factory value): 1964—\$128,624.
Records imported from US: \$23,756.
Records imported from countries other than US (factory value): \$104,868.
Records exported: None.
Radio stations: 1 commercial.
Television stations: 3 commercial channels

● importers & exporters

Alfredo Campos Marco, Apartado No. 26. Tegucigalpa, D.C.
 Casa Carlos a Zuniga, Tegucigalpa, D.C.
 Isolina de Arellano, Aereopuerto de Toncontin, Tegucigalpa, D.C.
 Francisco J. Yones, Ave. Paz Barahona, Tegucigalpa, D.C.

HONG KONG

Population: 3,800,000.
 Official rate of exchange: \$1. (US)=5.68 Hong Kong dollars.
Records imported from US (factory value): 1965—\$317,065; 1964—\$342,261; 1963—\$333,147.
Records imported from countries other than US (factory value): 1965—\$913,695; 1964—\$935,621; 1963—\$679,270.
Records exported to countries other than US (factory value): \$61,864.
Average retail price per record: LP's: \$3.80; EP's: \$1.14; Singles: \$0.70.
Stereo sales: 50% of total sales.
Type of record distribution: Manufacturer to wholesaler to retailer.
Medium wave radio stations: Radio Hong Kong (government-owned) and the Hong Kong Commercial Broadcasting Co. Also a wired sound system, Rediffusion (HK) Ltd. Programming includes recorded music & disk jockey shows.
Television stations: One (government-owned).
Import-Export regulations: Free port.

● record manufacturers

Colonial Trading, PO Box 950, Queen's Theater Bldg., Hong Kong. Tel: 221109. Cable: Coltraco.
 Mg'g Dir.: R. A. da Silva; A&R: Mrs. Frances da Silva Kirk.
 Label: Diamond.
This company represents: CBS (USA), Cameo (USA), Canadian American (USA), Congress (USA), Decca (England), Dolton (USA), Kapp (USA), Liberty (USA), Parkway (USA), United Artists (USA).

Int'l representatives: Diamond Music (Singapore).
 Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370. Mg'g Dir.: R. A. da Silva.

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081. Cable: Emitron. Mg'g Dir.: E. Inslay; A&R: Mirian Wang & Vic Cristobal; Sales & Int'l: K. F. Bruce.
 Labels: Angel, Columbia, Parlophone, Pathe, Regal.

This company represents: Audio Fidelity (USA), Capitol (USA), Columbia (England), Disneyland (USA), Encore (England), Epic (USA), Imperial (USA), King (USA), Laurie (USA), MGM (USA), Odeon (England), Parlophone (England, Australia, India), Stateside (USA), Verve (USA), Vista (USA).
Int'l representatives: England (EMI), France (Pathe Marconi), India (Gramophone), Macao (Universal Agencies), Malaysia (Borneo), Philippines (Oyna), Thailand (Kamol Sukosol), Capitol (USA).

The Life Rec., 202 A, Princess Theatre Bldg., Kowloon. Tel: 65986. Mg'g Dir.: Ng Lian Chin.
This company represents: Decca.

● music publisher

E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081. Contact: K. F. Bruce.

● importers & exporters

Cosdel, 1331 Prince's Bldg., Hong Kong. Tel: 240833.
 Mg'g Dir.: T. K. Whang.
 Labels: Amber (England), Aristocrat, Atco, Atlantic, Big Top, Cadet, Candid, Carlton, Checker, Chess, Dot (USA), Durium (Italy), Elektra, Everest, Hickory, Jubilee, Motown-Tamla-Gordy, (USA), Pye (England), Reprise, Roulette, Seeco (USA), Voque (France), Vox, Westminster (USA).
 Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370.
 E M I, 305 Chartered Bank Bldg., Hong Kong. Tel: 223081.
 Livingston Gibb, PO Box 55, 11th Fl., Hang Seng Bank Bldg., Hong Kong. Tel: 234161. Mgr.: W. J. Rodger; Asst. Mgr.: J. L. DeSousa.
This company represents: RCA Victor.
 Jardine Matheson, Jardine House, Hong Kong.
 Moutrie, Alexander House, 7 Des Voeux Rd. C., Hong Kong. Tel: 226059.
 Orbit Rec., Rm. 2537, H. K. Hilton, Hong Kong. Tel: 233111. Cable: Orbitdisc. Mgr.: Igo Fisher; Prom. Mgr.: Gery Scott.
This company represents: Pye, Picadilly, Scepter.
 T. K. Whang, Man Yee Bldg., Hong Kong.

● supplies & services

PRESSING PLANTS
 Colonial Trading, PO Box 950, Queen's Theater Bldg., Hong Kong. Tel: 221109.
 Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109 & 233370.

RECORDING & TAPE DUP. STUDIOS

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel: 221109.
 E M I, Embassy Court Basement, Causeway Bay, Hong Kong.

HUNGARY

Population: 10,168,000.
 Official rate of exchange: \$1 (US) = 11.74 forints.
 Per capita income: \$89 monthly, industrial worker; \$133.50 monthly, miners.
Number of homes with record players: 210,000.
Records exported to U. S. (factory value): 1964—\$4,660.
Average retail price: 12-inch LP's—\$2.60; 10-inch LP's—\$1.90; EP's—\$1.17; 45 rpm Singles—87 cents; record postcards, 52 cents.
Discounting: None.

continued

Record clubs: Under consideration by the Hungarian Musical Fund.

Stereo: 1% of LP's.

Import-Export regulations: Import duty on records sent as presents to private individuals via parcel post from western sources is 60% of inland commercial sales value; i.e.: \$5.22 on 12-inch LP with sales value of 200 forint (\$8.70); \$3.90 on 10-inch LP with sales value of 150 forint (\$6.50); \$1.30 on EP with sales value of 50 forint (\$2.17); and 78 cents on single with sales value of 30 forint (\$1.30). Travelers coming to Hungary (also Hungarian tourists) may import free of duty five 12-inch and ten 10-inch LP's. Contact with manufacturers and publishers should be made through Kultúra (see Importers-Exporters) as all dealings with foreign countries are controlled through this firm.

Mechanical license for records manufactured in Hungary: According to general contract of BIEM, Paris—7.48% of retail price on all LP's and EP's, 3.2% on record postcards.

Best occasion for commercial contact with Hungary is the Budapest International Fair, held every year in May in Budapest, attended by 32 nations in 1964. Paul Gyongy

● record manufacturer

Magyar Hanglemegyzarto Vallalat, Semmelweisutca 1-3 Budapest V. Tel: 187-990, ext. 189. Dir.: Jenő Bors. Label: Qualiton.

● music publisher

Zenemukiado Vallalat, Editio Musica, Semmelweisutca 1-3, Budapest V. Tel: 187-990, ext. 123. Dir.: Bela Tardos.

● importer & exporter

Kultúra, PO Box 149, Budapest 62. Tel: 159-450. Dir.: Marton Vertes.

● supplies & services

MUSIC LICENSING ORGANIZATION

Szerzoi Jogvedo Hivatal, (Artisjus, Bureau Hongrois pour la Protection des Droits d' Auteurs). Nyar utca 6, Budapest VII. Tel: 187-057 & 185-672. Cable: ARTISJUS.

PRESSING PLANT

Villamoszigetelo es Muanyaggyar, Fehervariut 120, Budapest XI.

RECORDING & TAPE DUP. STUDIO

Magyar Hanglemegyzarto Vallalat, Rottenbillerutca 47, Budapest VII.

ICELAND

Population: 194,000.

Official rate of exchange: \$1 (US)=43 krona.

Per capita income: \$1,800.

Records imported from US (CIF): \$25,500.

Records imported from countries other than US: (CIF): \$86,300.

Records exported: Few.

Records manufactured for domestic sale: EP's & Singles—\$19,500.

Average retail price: LP's—\$5.81 to \$6.97; EP's—\$2.91; Singles—\$1.60.

Stereo Sales: No statistics available but popularity of stereo recordings is increasing.

Discounting: Rare.

Record club sales: None.

Type of record distribution: Manufacturer to wholesaler to retailer on imports and manufacturer to retailer on domestic product.

Number of jukeboxes: 10 to 20 (all outside the capital).

Radio stations: 1 government station programming primarily recorded music.

Television stations: The first Icelandic station will start telecasting in Sept. 1966.

Import-Export regulations: Import is free. Duty on Icelandic records pressed abroad is 30% of CIF value. Duty on foreign records amounts to 80% of CIF value. Duty on foreign records amounts to 80% of CIF value.

Note: Local manufacture consists solely of records pressed abroad (the music sometimes taped in Iceland) and distributed almost exclusively on the

Icelandic market. Music publishing houses are not to be found. Composers privately finance the publishing of their music.

● record manufacturers

Falkinn H/F, Laugaveg 24, Reykjavik. Mg'g Dir.: H. V. Olafsson. Cable: Falkinn.

Hjiodfaeverzlun Sigridur Hedgadóttur, Vesturveri, Reykjavik.

S G Rec., Skafthlid 13, Reykjavik. Tel: 16414. Pres.: Svavar Gestis.

Stal, PO Box 737, Reykjavik.

Islenzkir Tonar, The Icelandic Rec. Co., c/o Drangey, Laugaveg 5B. Tel: 13311.

Verzlunin Drangey, Laugaveg 5B, Reykjavik.

● music publishers

Verzlunin Drangey, Laugaveg 5B, Reykjavik.

R. E. Westerlund, Pohjoinen.

Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan; Sales: William S. Kattan.

● supplies & services

MUSIC LICENSING

S T E F, Freyjugata 3, Reykjavik.

INDIA

Population: 461,300,000.

Official rate of exchange: \$1. (US)=4.76 rupees.

Records exported to US (factory value): 1964—\$9,575.

Records imported from US (factory value): 1964—\$1,252.

● record manufacturers

The Gramophone Co. of India, PO Box 699, 33 Jessore Rd., Dum Dum, Calcutta 2B. Tel: 57-24-31. Cable: EMITRON. Mg'g Dir. & Int'l: Bhaskar Menon.

Philips India, Philips House, 7 Justice Chandra Madhab Rd., Calcutta 20.

INDONESIA

Population: 104,366,000.

Official rate of exchange: \$1 (US) = 36 rupiahs.

Records imported from US (factory value): 1964—\$25,420.

(No other current statistics available.)

● record manufacturers

Dimita Moulding, Bandengan Utara, 40 B, Djakarta. Tel: 21180. Dir.: M. S. Tamimi.

Indonesian Music, Irama, Tjikini Raya 7B, Djakarta. Tel: 1892. Cable: Irama. Pres.: R. Soejoso.

P. N. Lokananta, Terusan 21, Surakarta. Tel: 3230. Cable: Lokananta. Dir.: Oetoyo Soemowidjojo.

Republic Manufacturing, Tanah Pasir, (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432. Cable: Remaco. Dir.: Raden M. Moestari.

● music publisher

Indonesian Music, 7B Tjikini Raya, Djakarta. Tel: 1892.

● supplies & services

PRESSING PLANTS

Dimita Moulding Ind., Bandengan Utara 40 B, Djakarta-Kota.

Indonesian Music, Irama, Tjikini Raya 7B, Djakarta. P. N. Lokananta, (Government Enterprise), Djalan Terusan, Surakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

RECORDING STUDIOS

Indonesian Music, Irama, Tjikini Raya 7B, Djakarta. Tel: 1892.

R R I (Government's Radio Republic Indonesia), Djakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

ISRAEL

Population: 1965—2,530,000.

Official rate of exchange: \$1 (US)=1.3 Israeli pounds.

Records imported from U. S. (factory value): 1964—\$24,655; 1963—\$12,700; 1962—\$9,300.

Records exported to U. S. (factory value): 1964—\$2,574.

Average retail price, domestic records: 12-inch LP's—\$5.50; 10-inch LP's—\$4.12; EP's—\$2; Singles—\$1.35.

Discounting: For "regular buyers," between 10 to 20%.

Type of record distribution: Manufacturer to retailer.

Medium wave radio stations: 2.

Juke boxes: Prohibited by law.

Other important regulations: General and complete liberalization of the trade now permits free import of records from any country without limitations. The only exception is the barter arrangement rigidly adhered to as far as records from behind the Iron Curtain are concerned. An exchange of records would be allowed only if the country would accept Israeli records in trade. There also has been a liberalization of import rules for record players, which brought in automatic record changers and such brands as Garrard and Philips.

● record manufacturers

C B S, PO Box 6B1, Tel Aviv. Tel: B40191. Cable: COLRECORD. Mg'g Dir.: Simon Schmidt.

Eastronics (RCA), PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 446060. Cable: Eastronix. Mg'g Dirs.: T. Kenny, Dov Peleg.

This company represents: RCA Victor.

Hataklit, 20 Haneviim St., Haifa. Tel: 69950. Cable: RECOMUSIC. Pres.: Dov Zeira; Gen. Prof. Mgr.: Y. Shapira.

This company represents: Collectors Guild (USA), Walt Disney (USA), Durium (Italy), Meazzi (Italy), Picadilly (England), Roulette (USA), Vogue (France).

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003 & 723605. Dir. & Sales: Joseph Grossman; Dir. & Int'l: Zeev Lewin; A&R Mgr. & Pub.: Dan Fainaru.

This company represents: ABC-Paramount (USA), Barclay (France), Cetra (Italy), Decca (USA), Grand Award (USA), MGM (USA), Mercury (USA), Vanguard (USA), Verve (USA), Westminster (USA).

Israel Rec., Opposite subdivision Tamar, Block 6667. Herzilya, By the Sea. Contact: Avrum M. Hirsch.

Israphon, Industrial "B" Zone Azor, Tel Aviv. Tel: 86542. Dir., A&R & Int'l: Naftaly Alsheich; Sales: Jacques Alsheich.

Labels: Israphon, Israelectra, Literaton.

Makolit, 15 Hamanor St., Tel Aviv. Tel: B1694. Dir. Sales & Int'l: Daniel Antanir; A&R: Sh. Peer.

Labels: Makolit, Carlophon, Olympia, Hindustan. **This company represents:** Dot (USA), WMC (Belgium), Embassy (England), Fonit (Italy), Hispavox (Spain), Oriole (England). **Int'l representatives:** England (Oriole), USA (Fiesta).

Palestine Orient, PO Box 230, 4 Herzl St., Tel Aviv. Mg'g Dir.: Y. Kimchi.

Studio Rec'gs, 33 Allenby Rd., Tel Aviv. Dir. Sales & Int'l: Herbert Russcol. Label: Studio Recordings.

This company represents: Tiqua (USA) and a full line of Israeli folk music & children's records in Hebrew.

● music publishers

Edition "Negen," 63 Allenby Rd., Tel Aviv. Tel: 621457. Mgr.: Yoel Schreiber.

Illan Melody Press (ACUM) (see Israeli Music Publ'ns.)

Israeli Music Ivan Mogull (ACUM), 20 Haneviim St., Haifa. Tel: 440395. Cable: RECOMUSIC. Pres.: Ivan Mogull; Gen. Mgr.: Dov Zeira.

Int'l Branch: USA, New York, New York.

Israeli Music Publ'ns (ACUM), PO Box 6011, 59 Rehov Ben Yehuda, Tel Aviv. Tel: 232078. Cable: ISMUSICA. Pres.: Dr. Peter Gradenwitz. **Affiliate:** Illan Melody Press.

This company represents: Broekmans & van Poppel (Holland), Carisch (Italy), J&W Chester (England), Ed. Gruppo Curci (Italy), Faber & Faber (England), Impero-Verlag (Germany), E. B. Marks (USA), Meridian (France), Oxford University Press (England), Peer (Germany, USA), SEMI (France), Schott (Germany, England), Southern (England, Italy, USA), David Toff (England).

Int'l representatives: England (J & W Chester), Germany (Impero-Verlag), Holland (Broekmans & van Poppel), Italy (Carisch), Switzerland (Hug), USA (Southern).

Israzemer, 20 Haneviim St., Haifa. Tel: 69950. Cable: RECOMUSIC.

Musicor, PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 446060. Mg'g Dirs.: T. Kenny, Dov Peleg
The Richmond Organization, 1 Any Ma'amin St., Ramat-Hasharon, Israel.

Subar, 1 Ani Ma'amin St., Ramat Hasharon. Tel. 931323. Dir.: Dr. O. Bar-Elan.

● importers & exporters

Eastronics (RCA), PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 446060. Cable: Eastronix.

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003.

Israelectra (Philips), PO Box 1608. Tel: 526231.

Israphon, Industrial "B" Zone Azor, Tel Aviv. Tel: 86542.

● supplies & services

PRESSING, PLATING & PROCESSING PLANTS

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003.
Israphon, Industrial "B" Zone Azor, Tel Aviv. Tel: 86542.

Makolit, 15 Hamanor St., Tel Aviv. Tel: B1694.

RECORDING STUDIOS

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel: 722003.
Makolit, 15 Hamanor St., Tel Aviv. Tel: B1694.

TRADE ORGANIZATION

League of Composers in Israel, PO Box 11180, 17 Har Nevo St., Tel Aviv. Tel: 440395. Sec.-Gen.: B. Bar-Am.

ITALY

Population: 1961 census: 49,876,790. Latest estimate: 52,596,000.

Official rate of exchange: \$1 (US) = 622 lira.

Per capita income: \$730 annually.

Number of homes with record players: 7 million.

Records sold domestically: 1965-22 million units, \$22,000,000; 1964-23 million units, \$25,000,000; 1963-24 million units, \$28,000,000.

Records imported from the US (factory value): 1964-\$196,437.

Records exported to the US (factory value): 1964-\$104,915.

Records manufactured for domestic and export sale: LP's-5 million units; EP's-200,000 units; Singles-18,800,000 units.

Average retail price per record: LP's-\$4; EP's-\$1.60; Singles-\$1.12.

Stereo sales: Minimal.

Discounting: Frequent.

Record club sales: 5% of total sales.

Type of record distribution: Manufacturer to wholesaler to retailer-25%; manufacturer to retailer-75%.

Number of jukeboxes: 20,000.

Radio stations: RAI-TV: 1 State company, 3 channels.

Television stations: RAI-TV: 1 State company, 2 government channels.

Import-Export regulations: Regular customs duties plus special 10% tax as luxury article.

Germano Ruscitto

● record manufacturers

Angelicum (AFI), Piazza San Angelo 2, Milan. Tel: 654.610. Gen. Mgr. & Int'l: Mr. Allorto.

Labels: Angelicum, Giax, Originalrecord. (Distributed through Dischi Ricordi.)

Ariston (AFI), Piazzetta Pattari 1/3, Milan. Tel: B97.745. Pres.: Alfredo Rossi; VP & Int'l: Giampiero Simontacchi; Pop A&R: Giorgio Guarnieri; Pub.: Aridzzone.

Labels: Ariston, Picnic.

This company represents: Copacabana, Leon-

solco, Sabrina.

Bluebell (AFI), Via Tarchetti 1, Milan. Tel: 650.675.

Gen. Mgr.: Antonio Casetta; A&R: Federico Monti Arduini; Promo.: Fritz Altman; Int'l: Antonio Casetta & Franca De Marchi.

Label: Bluebell.

This company represents: Canadian-American, Colpix, Hanna-Barbera, Somerset.

C A M (AFI), Via Virgilio B, Rome. Tel: 314.341. Pres. & Int'l: Luigi Campi; Sales Mgr.: Giacchi; Promo. & Pub.: Jannino.

Label: CAM (Distributed through Dischi Ricordi).

CGD, COMPAGNIA GENERAL DEL DISCO (AFI), Galleria del Corso 4, Milan. Tel: 79.4B.41 & 70.25.63.

Cable: COMGEDISC. Adms.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Cre-

pax, Sandro Delor; Pop A&R: Franco Monaldi, Renato Angiolini; Promo. & Pub. & Int'l: Johnny Porta.

Branch: Via delle Carrozze 3, Rome. Tel: 6B.16.1B. Mgr.: Francesco de Crescenzo.

Labels: CGD. Derby. (Sales/distribution through Messaggerie Musicali).

This company represents: A&M (USA), Audio Fidelity (USA), Cameo (USA), GNP Crescendo (USA), Festival (France), Joda (USA), Musicor (USA), Palette (Belgium), Reprise (USA), Riviera (France), Scepter (USA), Warner Bros. (USA).

Int'l representatives: Argentina (Sicamericana), Australia (W&G), Brazil (RGE), Denmark (Morks), Ecuador (Emporio), France (Festival), Great Britain (Decca), Israel (CBS), Greece (Melophone), Japan (King), Lebanon (SLD), Mexico (Gamma), New Zealand (Manufacturers Dist.), Portugal (Radio Triunfo), South Africa (Meteor), Spain (Hispanovox), Switzerland (Jek-

lin), Turkey (Elia Aluf Medina), USA (CBS), Uruguay (CBS), Yugoslavia (RTB). (SEE ADVERTISEMENT)

Carisch (AFI), Via General Fara 39, Milan. Tel: 650.741. Mgr. & Int'l: Galli; A&R: Mazzocchi.

Labels: Carisch, Odeon, Parlophon.

Cellograph-Simp (AFI), Via Maffucci 1B, Milan. Tel: 371.130. Pres.: Ugo Sciascia; Gen. Mgr. & Int'l: Rofa; Sales: Albani.

Labels: Big Ben, Oscar, Phonocolor, Primavera, Style.

CEMED-CAROSELLO (AFI), Via Beccaria 5, Milan. Tel: 794.746. Cable: Curcimusic. Pres.: Giuseppe Grammito Ricci; VP: Theo Treppiedi; Gen. Mgr. & Int'l: Davide Matalon; Pop A&R: Mario

CURCI

PUBLISHING GROUP—GALLERIA
DEL CORSO 4 MILANO TEL. 794746

CURCI—D'ANZI—ACCORDO—ITALCANTO—
CERVINO—SPANKA ITALIANA—ARIETE—MUSIC
UNION—ITALIAN YANK—DUCALE—ORCHESTRAL-
MUSIC—IZZO—RTV—FAST

Publisher of the winner of the FESTIVAL of SAN REMO 1966

DIO COME TI AMO

Recorded by DOMENICO MODUGNO for our sister firm

CAROSELLO CEMED s.r.l. Via BECCARIA
5 MILANO

OTHER ORIGINAL HITS:

I FRATELLI DEL FAR WEST—1° prize Zecchino d'oro 1966

IO CHE NON VIVO SENZA TE
IL RAGAZZO DELLA VIA GLUCK
IL GEGHEGE

SURF DELL'AMORE
UNA CASA IN CIMA AL MONDO
IO TI DARO' DI PIU'
LA NOTTE DELL'ADDIO

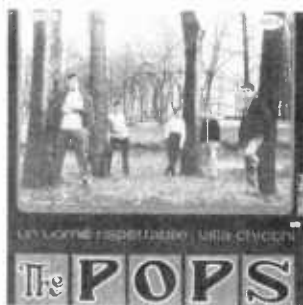
continued

- Magenta; Classical A&R: Luigi Spaggiari; Pub.: Claudio Occhiena.
Labels: Ariete, Carosello, Costanza, Curci, Italian Yank, Paperino, Topolino (Distributed through "C & C").
This company represents: Buena Vista, Curci-Erato, Disneyland, Triola.
Int'l representatives: Argentina (Disc Jockey), Australia (W&G), Brazil (Rozenblit), France (Disques AZ), Germany (DGG), Greece (Melody), Mexico (Gamma), Spain (Belter), South Africa (Gallo Africa), United States (SM). (SEE ADVERTISEMENT)
- Cinevox (AFI), Via Veneto 108, Rome. Tel: 470.764 & 461.614. Admin.: C. A. Bixio; A&R: Carlo Bixio; Sales Mgr.: Franco Rizzi; Int'l: Carlo Bixio & L. M. Boxco.
Branch: Via Borgogna 7, Milan. Tel: 701.107.
Mgr.: Pasquale Bixio.
Labels: Cinevox, Rang.
- Clan (AFI), Corso Europa 5, Milan. Tel: 782.652 & 781.820. Gen. Mgr. & Int'l: Alessandro Celenzano; Dir.: Vincenzo Gilardi; Co-ordination Mgr.: Alessandro Colombini; Pop A&R: Detto Mariano; Pub.: Daniele Usellini.
Labels: Clan, Ciao Ragazzi (Sales/distribution through "C & C").
Int'l representatives: Canada (Johnny Lombardi), France (Vogue), Japan (Nippon Columbia), Middle East (SLD), South Africa (Troubadour), South America (Fermata), Holland (Artone), Spain (Vergara), Turkey (Senses), Greece (Music Box).
- Company Discografica Italiana (APDI), Via Balilla 36, Milan. Tel: 8472672. Pres. & Int'l: Pier Quinto Cariaggi; VPs: Alberto Cariaggi & Antonio Cariaggi; Sales Mgr.: Armando Cortesi.
Labels: CDI, California Song, Discolino, Discomec, PCD.
Int'l representatives: Spain (Belter), Sweden (Karousel), rest of world (Philips).
- Decca Dischi Italia (AFI), Via Brisa 3, Milan. Tel: 891.648 & 874.048. Cable: Deccital. Gen. Mgr.: Romano Bacchini; Mgr. & A&R Int'l: Paolo Tosi; Sales: Roberto Negro.
Labels: (affiliated) Ace of Clubs, Ace of Hearts, Decca, Decca American series, Decca Asso di Quadri Stereo, London; (distributed) Edig, Jaguar, MRC
This company represents: Argo (Great Britain), Brunswick (USA), Coral (USA), Oiseau Lyre (France), Telefunken (Germany), Vega (France).
Int'l representatives: Decca companies.
- Ducal Italdisc (AFI), Via Beccaria 5, Milan. Tel: 702.402. Cable: FONORECORD. Admin., Gen. Mgr. & Int'l: Davide Matalon; Pub. & Promo.: Renzo Gramegna.
Labels: Italdisc, Broadway. (Sales & distribution through Didea.)
This company represents: Discophon (Spain).
Int'l representatives: Argentina (Disc Jockey), Australia (Phonovox), Brazil (Rozenblit), Germany (Cantagallo), Japan (Nippon Columbia), Spain (Cantagallo), Switzerland (Siemens).
- DURIUM (AFI), Via Manzoni 40/42, Milan. Tel: 70.10.03 & 70.17.05 & 70.17.03. Cable: Durium. Pres. & Oir. of Board: Krikor Mintangian; Mgr's Dir.: Franco Martinengo; Exp. Mgr.: Elisabetta Mintangian; Prod'rs: Aurelio Airolidi, Giampiero Scussel & Felice Piccaredda; A&R & Publ'r: Franco Cassano; Sales: Pino Paschetto; Int'l: Elisabetta Mintangian, Giampiero Scussel & Felice Piccaredda.
Branch: Via San Martino della Battaglia 3, Rome.
Labels: (owned) Circus, Durium, Sprint, Royal; (distributed) Hockey, Jojo, Tiffany.
This company represents: Cadet, Checker, Chess, King, Motown, Prestige, Tamla.
Int'l representatives: Austria (Centrocord), England (Pye), France (Vogue), Germany (Hansa), Holland (Stibbe). (SEE ADVERTISEMENT)
- Ecco (APDI), Via San Antonio 5, Milan. Tel: 802.301. Gen. Mgr. & Int'l: Eugenio Consonni.
Labels: Eco, Gulliver.
This company represents: Studio SM (France).
- Editrice Italiana Audiovisivi (AFI), Via Alpi 9, Rome. Tel: 859.201. Mgr's Dir. & Int'l: Nino Sangioanni.
This company represents: Pleiade (France), Jupiter (Great Britain), Hachette (France).
- Fonit-Cetra (AFI), Via Bertola 34, Turin. Tel: 57.77. Cable: Cetra. Pres.: Enrico Carrara; Sales Mgr.: Luigi Arduino; Pub.: Robba; A&R: Mario Zanolletti; Int'l: Maurizio Golla (export manager).
Branch: Via Gonzaga 4, Milan.
Labels: Cetra, Cricket, Excelsius, Fonit, International.
This company represents: Ariola (Germany), Kapp (USA).
- Fonocrom (AFI), Via Martiri della Libertà, Bellano (Como). Mgr's Dir. & Int'l: Tommaso Grossi.
Labels: Best, Ciak, Fonocrom, Interdisca, Tiger.
- Fonola (AFI), Via Leopardi 25, Milan. Tel: 872.882. Mgr's Dir.: Mr. Braga.
Labels: Fonola, Melody, Phonophon, Souvenir.
- G T A, Galleria del Corso 2, Milan. Tel: 79.88.45. Cable: GTARECORDS. Mgr's Dir.: Gigi Cichellero; A&R: Giulio Libano; Sales Mgr.: Giuliano Tiesi; Pub. & Promo.: Fatma Ruffini.
Branch: Piazza Campo Marzio 3, Rome. Mgr.: Aldo Tirone.
Label: GTA.
- Italmusica (AFI), Corso Genova 22, Milan. Tel: 854.641. Mgr's Dir. & Int'l: Luigi Pigini.
Labels: Embassy, IPM, Mondial, Pig, Silver, Sir, Jaguar, Galleria Passarella 1, Milan. Tel: 782.337. Mgr's Dir. & Int'l: Benito Vassura.
Label: Jaguar.
- Juke Boxe (AFI), Galleria del Corso 2, Milan. Tel: 780.762 & 795.353. Mgr's Dir.: Carlo Alberto Rossi; Int'l: Alma Pozzati.
Label: Juke Boxe (distribution/sales through Messaggerie Musicali).
- Kansas, Galleria del Corso 4, Milan. Tel: 79.49.95. Mgr's Dir.: Miki Del Prete & Domenico Serengaj.
Label: Kansas (sales & distribution through C&C).
- Karim, Via G. A. Guattani 8, Rome. Tel: 865.698. Mgr's Dir. & Int'l: Fischietti.
Label: Karim (sales & distribution through Pulvirenti-Rome).
This company represents: Barenreiter, Bruno, Cantate, Comedie Francaise, HiFi, Musiaphone, Musicart, New Jazz, Period, Scala, Show Case, Thrift Edition, Valois.
- King Universal (APDI), Corso A. Lucci 13, Naples. Tel: 515.684. Mgr's Dir. & Int'l: Aurelio Fierro.
Labels: Capri, King Universal, Paperino Star.
- Las Vegas, Piazzetta Pattari 4, Milan 2/5. Tel: 804.818. Mgr's Dir. & Int'l: Emilio Daniele; Gen. Mgrs.: Emanuele & Roberto Daniele; Pop A&R: Mario Mellier; Promo. & Pub: Luciana Medini.
Labels: Italia, Las Vegas, Radio (sales & distribution through Saar).
Int'l representative: Japan (Victor).
- Meazzi, Ed. (AFI), Via Piatti 4/6, Milan. Tel: 867.361. Cable: MEFRONO. Mgr's Dir. & Int'l: Enrico Meazzi.
Labels: Arpeggio, Astraphon, Baby Popular, Baby, GBC, Hollywood, Meazzi, Meazzi Classica, Music Scores (sales & distribution through C&C).
- Milano (AFI), Piazzetta Pattari 2, Milan. Tel: 896.622. Gen. Mgr. & Int'l: Piero Gallotti.
Labels: MRCA, Giovane (sales & distribution through Decca (MRC) and Ri-Fi (Giovane)).
- Phonogram (AFI), Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Pres. & Int'l: Paul Lebbink; Mgr's Dir.: Manlio Baron; Sales Mgr.: Enrico Navarra; A&R: Gianfranco Intra; Promo. & Pub.: Tommaso Biggiero, DGG label chief: Mr. Ebnat; Philips label chief: Mr. Koen.
Labels: Adria, Archiv, Critere, Cycnus, DGG, Fontana, Heliodor, Jazzland, Melodicon, Mercury, Philips, Polydor.
Int'l representatives: world-wide (Philips and DGG).
- R C A ITALIANA (AFI), Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: Radiointer. Mgr's Dir.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; A&R Mgr.: Ettore Zeppegno; Pub. Mgr.: Giacomo Peroni; Distribution Mgr.: Luciano Bernacci; Int'l: Francesco L. Fantì.
Branches: Bari, Bologna, Cagliari, Catania, Florence, Genoa, Milan, Naples, Padua, Pescara, Rome, Turin.
Labels: RCA Victor, RCA Italiana, Arc, Victrola, Vik.
This company represents: Barclay (France), Ducretet-Thomson (France), Discophiles Francais (France), Pye (England).
Int'l representatives: RCA Int'l affiliates. (SEE ADVERTISEMENT)
- RICORDI (AFI), Via Berchet 2, Milan. Tel: 89.33.66. Cable: Ricordisc. Mgr's Dir. & Int'l: Guido Rignano; Domestic A&R: Iller Pattacini; Int'l A&R: Paolo Ruggieri; Promo. Mgr.: Lucio Salvini; Sales: Renzo Benini.
Labels: (owned) Ricordi, Ricordi Int'l, I Classici della Musica Classica, I Classici della Musica Leggera, Club, Tavola Rotonda; (distributed) CAM, Edibi.
This company represents: Amadeo-Vanguard, Epic, Hickory, Mirwood. (SEE ADVERTISEMENT)
- Ri-Fi (AFI), Corso Buenos Aires 77, Milan. Tel: 27.36.41. Cable: Rificordrec. Pres.: Giampiero Rossi; Mgr's Dir.: Giovanbattista Ansoldi; Prod'n Mgr.: Antonio Ansoldi; Pop. A&R:
- Giordano Bruno Martelli; Classical A&R: Rachele Hein Campodonico; Sales: Giorgio Termignoni & Piero La Falce; Pub. & Promo. Mgr.: Wladimiro Albers; Int'l: Giuseppe Velona; Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N. Y., USA.
Labels: (owned) Antoniano, Pop, Primary, Publicisco, Rifi, Variety; (distributed) DNG, S-Giovane.
This company represents: Apex, Time, Westminster.
Int'l representatives: Australia (United Artists), Austria (Amadeo), Benelux (Barclay), French Canada (Kosmophon), English Canada (United Artists), Great Britain (United Artists), France (Barclay), Germany (Overseas), Japan (Philips), Mexico & S. America (Philips), Greece (Philips), Middle East (SLD), New Zealand (United Artists), Portugal & Spain (Belter), Turkey (Melody), USA (United Artists), Union of S. Africa (Trutone), Switzerland (Oversea). (SEE ADVERTISEMENT)
- Saar Ed. (AFI), Viale di Porta Vercellina 14, Milan. Tel: 46.96.251. Cable: Saar. Mgr's Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandin; Sales Mgr. & Promo.: Sergio Balloni; Prod'n Mgr. & Int'l: Giuseppe De Gioia.
Labels: (owned) Jolly, Music, Stella; (distributed) Cooper, Equipe, Radio.
This company represents: AZ (France), Atlantic (USA), Concert-Disc (USA), Contact (USA), Contrepoint (USA), Dot (USA), Everest (USA), Folkways (USA), Mode (France), Red Bird (USA), Roulette (USA), Vogue (France).
- Societa Trevisan Combo (AFI), Corso Europa 16, Milan. Tel: 799.158. Cable: Trevisancombo. Mgr's Dir. Int'l: Mario Trevisan.
Labels: Combo, Humor, RT Club.
Int'l representatives: Australia (Minstrel), Canada (Leon Vellone), Spain (Marfer), Switzerland (A. Rothlisberger), USA (Carosello).
- Sviluppo Discografico Del Mezzogiorno (EDIBI), Via Morgantini 3, Naples. Mgr's Dir.: Luciano Vilevle Bideri.
Branch: Via Teulada 52, Rome. Tel: 380.700.
Label: Edibi (sales & distribution through Ricordi).
- VEDETTE-EMBER (AFI), Via San Paolo 15, Milan. Tel: 89.82.48 & 87.78.31. Pres.: Armando Sciascia; Pop A&R: Francesco Anselmo; Classical A&R: Armando Sciascia & Aliki Andris; Sales Mgr.: Sergio Sciascia; Pub.: Aliki Andris; Int'l: Aliki Andris-Michalaros.
Branches: Via dei Mille 27/a, Rome.—Piazza Garibaldi 73, Naples.
Labels: (owned) Corsair, Tempo, Vedette; (distributed) Fox.
This company represents: Ember (Great Britain), Lyra (Greece), Starday (USA).
Int'l representatives: Great Britain (Ember), Greece (Lyra), Japan (Philips), Switzerland (J.Lay). (SEE ADVERTISEMENT)
- Visradio (AFI), Corso Umberto I 132, Naples. Tel: 322.705. Cable: Visradio. Mgr's Dir. & Sales & Int'l: Aldo Scoppa; Pop A&R: Gino Conte.
Branches: Via Larga 11, Milan. Tel: 860.422.
Contact: Gennaro Senatore—Via Flavia 72, Rome. Tel: 471.618. **Contact:** Carlo Santoro.
Labels: Vis Radio, Dominator.
Int'l representatives: Canada (Bravo), USA (Italdisc), Venezuela (Radio Capri).
- Voce del Padrone (AFI), Via Domenichino 14, Milan. Tel: 43.40.41. Cable: Vicem. Mgr's Dir.: Francois Minchin; A&R: John Lee; Sales & Int'l: Carlo Barbareschi; Pub. & Promo.: Eraldo Di Vita.
Label: Voce del Padrone.
This company represents: ABC (USA), Angel (USA), Capitol (USA), Columbia (England), HMV (England), Imperial (Germany), Impulse (USA), Liberty (USA), Pathe (France), Stateside (USA).

• music publishers

- Aberbach (BIEM-SEDRIM) (UNEMI), Via Lazio 9, Rome. Tel: 48.58.53 & 47.08.81. Cable: Aberoma. Mgr's Dirs.: Joachim J. Aberbach & Julian J. Aberbach; Gen. Mgr.: Fulvio Corradini.
Affiliates: Edizioni Progressive, Edizioni Roosevelt.
This company represents: Hill & Range Songs, Jobete, Starday, Lark, Living Music, Spectacular.
Int'l representatives: Hill & Range Songs and their American and foreign affiliates.
 Accademia (see Ariston).
 Accordo (see Curci).
 Alfa (see Leonardi Gruppo).
 Alfieri-Esdrà, Piazzetta Pattari 2, Milan. Prof. Mgr.: Mr. Litz.
Int'l representatives: Philips affiliated publishing companies.

GTA Records HITS



continued

Abramo Allione Editore (BIEM-SEDRIM) (AIDEM), Via Borgogna 3, Milan. Tel: 700.221. Prof. Mgr.: Mr. Allione.

Ambrosiana (see Nazionalmusic).

Applauso (see Southern).

Ariete (see Curci).

Ariston, Piazzetta Pattari 1/3, Milan. Tel: 88.77.45. Pres.: Alfredo Rossi; Prof. Mgr.: Giorgio Guarnieri.

Affiliates: Accademia, First Music, Formidable Music, La Bussola, Mec, Palace, Pettiroso, Piper Club, Regent, Santa Cecilia.

Bella Ciao, Via Cernaia 5, Milan. Tel: 65.34.13 & 63.70.80. Mg'g Dirs.: Carlo Emanuele Ricordi & Dante Bellamio; Gen. Prof. Mgr.: C. E. Ricordi.

Affiliates: Edizioni Delgallo, Ed. Mus. Redi.

Bixio C E M S A (BIEM-SEDRIM) (UNEMI), Via Borgogna 7, Milan. Tel: 701.107. Gen. Mgr.: Cesare Andrea Bixio; Prof. Gen. Mgr.: Pasquale Calimban.

Branch: Via Veneto 108, Rome. Tel: 47.07.64.

Affiliates: "Grandi Firme della Canzone," Edizioni Musicali Allegro.

C A M (see Edizioni Campi).

Caesar (see Nazionalmusic).

California (see Rossi).

Campi Editore (see Edizioni Campi).

Cantanapoli (see Leonardi Gruppo).

Casa Editrice Musicale Gustavo Gori (see Francis-Day).

Casiroli (see Leonardi Gruppo).

Cervino (see Curci).

Chant du Monde (see Nazionalmusic).

Chiappo (see Nazionalmusic).

Gigi Cichellero (see GTA).

Cielo-Video (BIEM-SEDRIM) (UNEMI), Galleria del Corso 2, Milan. Tel: 705.231. Pres.: Virgilio Panzuti; Gen. Prof. Mgr.: Dante Panzuti.

Clan Gruppo, Corso Europa 5, Milan. Tel: 78.26.12. Pres.: Alessandro Celentano; Gen. Prof. Mgr.: Giusta Spotti.

Affiliates: Edizioni Blue Sky, Edizioni Clan, Edizioni Star.

Curci (SEDRIM-BIEM), Galleria del Corso 4, Milan. Tel: 79.14.40. Pres. & Gen. Mgr.: Giuseppe Gramitto Ricci; Gen. Prof. Mgr.: Theo Trepiedi.

Affiliates: Accordo, Ariete, Cervino, D'Anzi,

Dea, Fast, Fortuna, Italcanto, Italian Yank, Izzo, Music Union, Orchestral Music, RTV, Spanka Italiana.

Daniele (see Sidet).

D'Anzi (see Curci).

Dea (see Curci).

Diamante (see Sidet).

Donnarumma (see Edizioni Bideri).

Ducale, Via Beccaria 5, Milan. Tel: 702.402. Pres. & Gen. Mgr.: Davide Matalon.

Duomo (see Durium Gruppo).

DURIUM GRUPPO (BIEM-SEDRIM) (AIDEM), Via Manzoni 40/42, Milan. Tel: 70.10.08 & 70.17.05. Cable: Durium. Pres.: Krikor Mintangian; Gen. Prof. Mgr.: Franco Cassano; Int'l Mgr.: Elisabel Mintangian.

Branch: Edizioni Durium-Sprint, Via San Martino della Battaglia 3, Rome. Tel: 490.095.

Mgr.: D. Caruana.

Affiliates: Duomo, Sprint.

Int'l representatives: Welbeck (Great Britain), Laetrec (S. Africa). (SEE ADVERTISEMENT)

Ear (see Nazionalmusic).

Ebe (see Nazionalmusic).

Eden (see Nazionalmusic).

Edicom (see Guerrini Gruppo).

Edir (see Ricordi).

Edizioni Bideri (BIEM-SEDRIM) (UNEMI), Via S. Pietro a Majella 17, Naples. Tel: 210.325 & 343.917. Cable: BIDERI. Pres.: Maria Flavia Bideri; Gen. Mgr.: Luciano Villevielle Bideri.

Branch: Via Teulada 52, Rome. Tel: 380.700 & 385.200.

Affiliates: Donnarumma, E. Gennarelli, Santa Lucia, Santojanni, Scia.

Edizioni Blue Sky (see Clan Gruppo).

Edizioni Campi, Via Virgilio B, Rome. Tel: 31.43.41. Mg'g Dir.: Luigi Campi.

Affiliates: CAM, Campi Editore, Fulginea, Gong, Sorrisi & Canzoni, Tank.

Edizioni M. Cicogna, Via Morozzo della Rocca 6, Milan. Tel: 468.614. Gen. Prof. Mgr.: Mr. De Bellis.

Edizioni Clan (see Clan Gruppo).

Edizioni La Canzone (see Edizioni Musicali "Connolly").

Edizioni Mediolana (see Edizioni Musicali "Connolly").

Edizioni Progressive (see Aberbach).

Edizioni Roosevelt (see Aberbach).

Edizioni Star (see Clan Gruppo).

Edizioni Musicali Allegro (see Bixio).

Edizioni Musicali Bridge (BIEM-SEDRIM), Galleria del Corso 4, Milan. Tel: 790.633. Gen. Mgr.: Lidia Testoni.

Affiliates: Edizioni Musicali Flag.

Edizioni Musicali "Club" (BIEM-SEDRIM) (AIOEM), Via Luchino del Maino 12, Milan. Tel: 49.68.12. Pres. & Gen. Prof. Mgr.: Claudio Gambarelli.

Edizioni Musicali "Connolly" (AIDEM), Galleria del Corso 2, Milan. Tel: 709.491. Mg'g Dir. & Gen. Prof. Mgr.: Gabriele Gaspare Abbate.

Affiliates: Edizioni La Canzone, Edizioni Mediolana.

This company represents: Campbell, Connolly (Great Britain), Berry (Great Britain), Cinephonic (Great Britain), Picturetone (USA), American (USA), Central Songs (USA).

Edizioni Musicali Flag (see Edizioni Musicali Bridge).

Edizioni Musicali Dott. Gallazzi (see Francis-Day).

Eldorado (see Guerrini Gruppo).

Elite (see Leonardi Gruppo).

Eurasia (see Nazionalmusic).

Everest (see Vis).

FP4, Galleria del Corso 2, Milan. Gen. Prof. Mgr.: Aldo Pagani.

Branch: Milrom, Rodriguez Pena 36, Buenos Aires. Mgr.: Lucio Milena.

Fama (see Ricordi).

Fantuzzi (see Nazionalmusic).

Fast (see Curci).

Film Melodia (see Nazionalmusic).

Film Ricordi (see Ricordi).

Filmusic (see Nazionalmusic).

First Music (see Ariston).

Fono (see Ricordi).

Fonocine (SEDRIM-BIEM) (AIDEM), Via San Paolo 15, Milan. Tel: 86.44.60. Owner & Gen. Prof. Mgr.: Pericle Boschetti.

Formidable (see Ariston).

Fortissimo (see Southern).

Fortuna (see Curci).

Fox (see Southern).

Francis-Day (AIDEM), Piazza del Liberty 2, Milan. Tel: 78.00.36. Cable: Arpeggio. Pres.: Frederick E. M. Day; Mg'g Dir.: Giuseppe Gallazzi.

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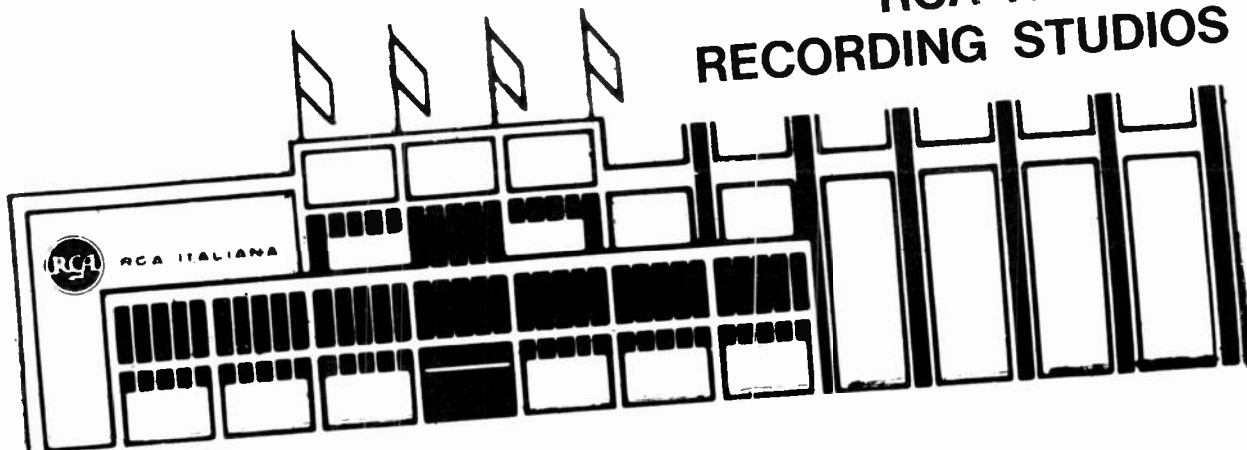
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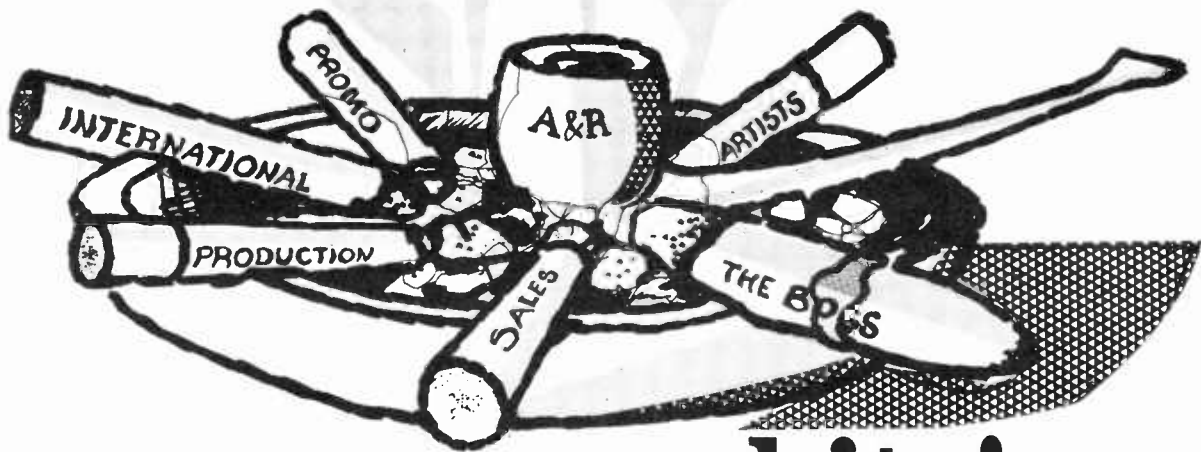
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International, Via San Paolo 15, Milan. Tel: 89.82.48.
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Italcarisch (see Southern).
Italian Yank (see Curci).
Italmusica, Corso Genova 22, Milan. Tel: 85.46.41. Contact: Mr. Pignini.
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Edward Kessner (see Nazionalmusic).
Kramer (see Southern).
La Bussola (see Ariston).
Leon (see Leonardi Gruppo).
Leonardi Gruppo (SEDRIM-BIEM), Corso Europa 5, Milan. Tel: 70.20.94. Pres.: Fritz Leonardi; Gen. Prof. Mgr.: Giuseppe Coreca; Int'l Mgr.: Giuseppe Dell'Acqua. Affiliates: Alfa, Cantanapoli, Casiroli, Elite, Leon, Luisiana, Musical Film, Souvenir.
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Luisiana (see Leonardi Gruppo).

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Nazionalmusic, Corso Vittorio Emanuele 30, Milan. Affiliates: Ambrosiana, Caesar, Chant du Monde, Chiappo, Ear, Ebe, Eden, Eurasia, Fantuzzi, Film Melodia, Filmusic, Edward Kessner, Nazionale, Sonofilm.
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Orchestral Music (see Curci).
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Portofino (see GTA).
R C A Italiana (BIEM-SEDRIM), Via Tiburtina Km. 12 Rome. Tel: 41.60.41. Cable: Radiointer. Gen. Mgr.: Giuseppe Ornato; Ass't Mgr.: Ennio Melis; Gen. Prof. Mgr.: Mario Cantini. Branch: Galleria del Corso 4, Milan. Tel: 78.07.07. This company represents: Ediciones Musicales RCA Espanola (Spain), Ediciones Musicales Relay (Argentina), Edicoes Musicales Victor (Brazil), Editorial RCA Victor (Mexico), Elmwin (USA), Millwick (Great Britain), Pipdon (Great Britain).
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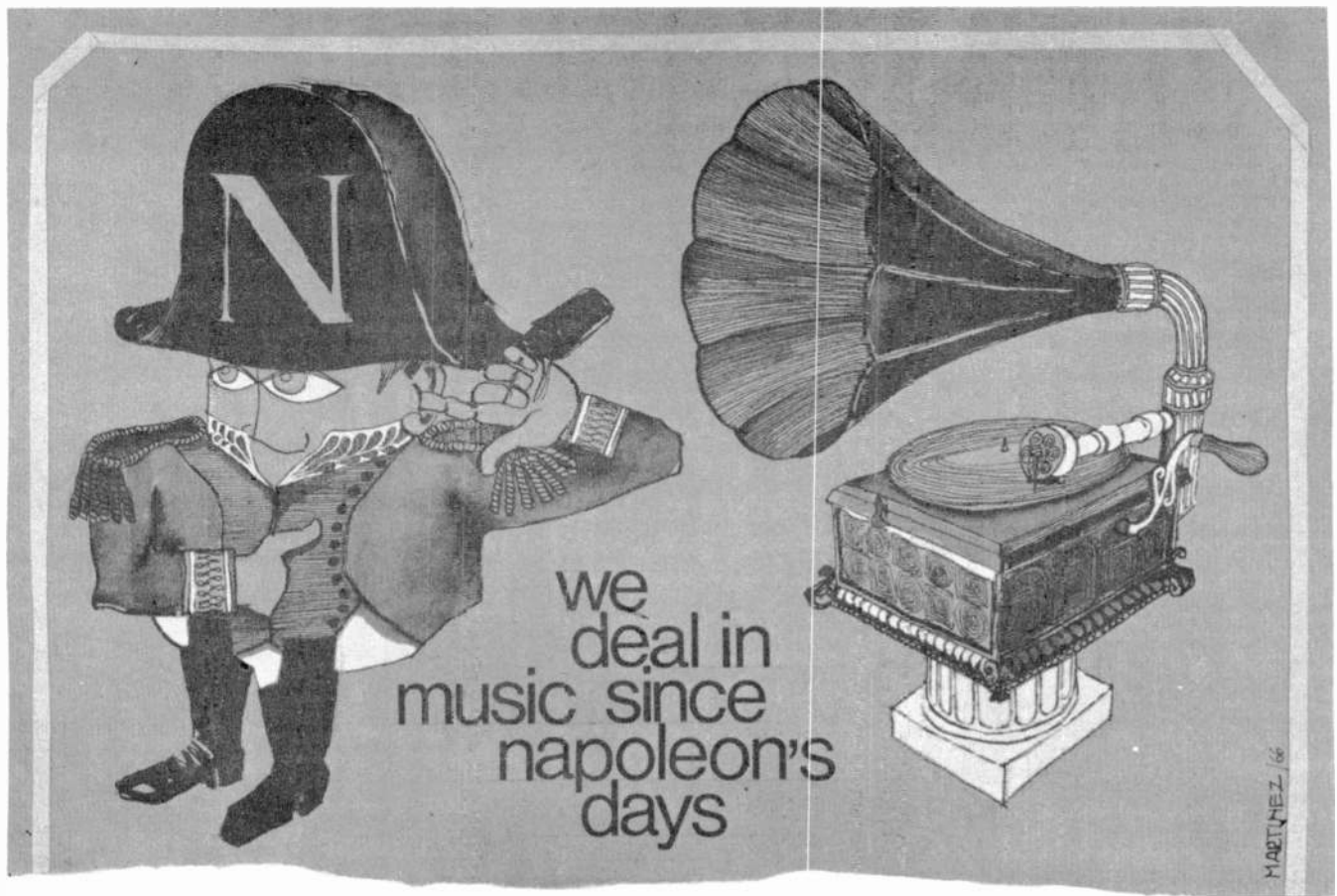
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Int'l representatives: Argentina (Editorial Latin), Belgium (Italmusic), France (Sugarmusic), Germany (Solami).

Susy (AIDEM), Via Piatti 4, Milan. Tel: 86.73.61. Mg'g Dir.: Enrico Meazzi.

Tank (see Edizioni Campi).
Telstar (BIEM-SEDRIM), Via Turati B, Milan. Tel: 650.677. Mg'g Dir.: Antonio Casetta; Gen. Prof. Mgr.: Federico Monti Arduini.

Tornado (see Sidel).
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Vis (BIEM-SEDRIM) (UNEMI), Corso Re Umberto I 132, Naples. Tel: 313.764. Cable: Visradio. Pres. & Gen. Mgr.: Aldo Scoppa; Prof. Mgr.: Luigi Ricciardi.
Affiliate: Everest.

Voce del Padrone, Galleria del Corso 4, Milan. Tel: 79.11.22. Gen. Mgr.: John Lee.

● independent record producers

FP4 (Aldo Pagani), Galleria del Corso 2, Milan. Tel: 70.50.05.

Reno Teddy, Ariccia, Rome.
Reverberi G. & G. (Pro-Nas) (Gianpiero Reverberi & Giorgio Guglieri), Via Sturlia 24, Genova. Tel: 36.07.66.

Ricordi Nanni (Produzioni NR), Via Cernaia 5, Milan. Tel: 63.70.80.

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Messaggerie Musicali, Galleria del Corso 4, Milan. Cable: Messmusic. Gen. Mgrs.: Edmondo Besnio, Antonino Alati.

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Francis-Day, Piazzeta del Liberty 2, Milan.
Sandro Fumagalli, Via Besana 2, Milan. Tel: 79.00.40.

S E O R I M (BIEM), Via Bordonì 32, Milan.
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Southern Music, Piazzetta Pattari 2, Milan.

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Bideri, Via San Pietro a Majella 17, Naples.
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I F I (Ariston), Via Bordighera 6, Milan.
Industrie Riunite Italiane (RI-FI), Via Vespolate 22, Confienza, Pavia. Tel: 64.054.

Italmusica, Ripa Ticinese 75, Milan.
Leonsolco, Via Caterina Bianchi 22, San Colombano al Lambro (Milan).

Ma-Plast, Via Teocrito 23, Milan. Tel: 25.76.586.
Microwatt, Via Principato 2, Vimercate. Tel: 62.209.
R C A Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: Radiointer.

Record Self Service, Via Pezzotti 22, Milan.
Rossi Materia Plastiche (RI-FI), Via Quintino Sella, 91/A, Busto Arsizio (Varese). Tel: 34.161.

Saar, Via Gramsci 20, Pero (Milan).
Voce del Padrone, Via Domenichino 14, Milan.

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Angelicum, Piazza San Angelo 2, Milan. Tel: 65.46.10. Mg'g Dir.: Riccardo Allorto; Prof. Gen. Mgr.: Thomas Gallia.

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Cinevox, Via Gregoriana 16, Rome. Tel: 68.34.86.
Durium, Via Carlo Troja 7/a, Milan.

Fonit-Cetra, Via Meda 45, Milan.
Branches: Via Nicolade Cesarini 3 Rome; Via Bertola 3, Turin.

Fonorama (C. A. Rossi), Via Barletta 11, Milan.
International Rec'g, Via Urbana 172, Rome. Tel: 480.667. Cable: Recording. Owner & Pres.: G. A. Biondo.

Microphone, Via Mantova 10, Milan.
Phonogram, Piazza Cavour, Milan.

R C A Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: Radiointer.

Regson, Via Ludovico il Moro 57, Milan. Tel: 422.46.20.

Ricordi, Via dei Cinquecento 1, Milan. Tel: 53.03.94.
Saar, Via Gramsci 20, Pero (Milan). Tel: 35.30.564 & 35.30.573. Cable: Saar.

Sax, Via P. Borsieri 41, Milan. Tel: 688.44.23. Mgr.: Luigi Ambrosini.

Stereo, Via Stromboli 1B, Milan. Tel: 46.39.00 & 46.32.57.

Studio 7, Corso Venezia 7, Milan.
Vis Radio, Via Cupa Cajafa 36, Naples. Tel: 38.61.84. Cable: Visradio.

Voce Del Padrone, Via S. Eufemia 25, Milan.

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A F I (Assn. of the Italian Rec. Companies), affiliated to IFPI (International Federation of the Phonographic Industry), Via Palagi 10, Milan. Tel: 22.59.66. Gen. Sec.: R. A. Fracchetti.

A I D E M (Italian Assn. of the Music Publ'rs), Piazza del Liberty 2, Milan. Tel: 78.00.35. Sec.: Gabriele Abbate.

A P D I (Assn. of the Independent Rec. Companies), Via G. B. Morgagni 5, Milan.

L A C O I M (Indie Assn. of Singers & Orchestras), PO Box 736, Milan.

U N E M I (Union of Italian Music Publ'rs), Via Francesco Sforza 1, Milan. Tel: 79.26.69.

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Durema, Via Marsala 7, Milan. Tel: 66.41.61. Mg'g Dir.: Claudio Occhiena; Gen. Prof. Mgr.: Alberto Angelini.

Cartridge duplication.
Ecofina, Via Boccaccio 24, Milan. Tel: 869.01.21.

Mg'g Dir.: Sabet Mourad.

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Population: 1,672,426.
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Average retail price: LP's—\$5. (domestic), \$6 (imported); EP's—\$1.80; Singles—\$1 (domestic), \$1.50 (imported).

Type of record distribution: Manufacturer to dealer.

● record manufacturers

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 3B-817. Cable: FEDERREC. Mg'g Dir.: Kenneth Khouri.

This company represents: Kapp, Philips, RCA Victor, United Artists.

The Gloken, PO Box 27, Hagley Park Post Office, Kingston.

Stanley Motta, 109 Harbour St. Tel: 25416.

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This company represents: Columbia, Coral, Decca, Dot, MGM, Verve.

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International Federation of Phonograph Industries.

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Federal, 220 Foreshore Rd., Kingston.
West Indies, 13 Bell Rd., Industrial Estate, Kingston.

JAPAN

Population: 98,280,000.
Official rate of exchange: \$1 (US) = 360 yen.
Per capita income: \$608.33 (US).
Number of record players in use: 5,000,000.
Records sold domestically: 1965—\$81,648,223; 1964—\$69,972,660; 1963—\$58,107,816.
Records imported from US (Customs declared amount): \$374,525.
Records exported to US (Customs declared amount): \$91,641.
Records imported from countries other than US (Customs declared amount): \$1,055,097.
Records exported to countries other than US (Customs declared amount): \$483,797.
Records manufactured for domestic and export sale: LP's—29,047,109 units, \$41,847,490; EP's—684,016 units, \$3,334,488; Singles—61,202,646, \$34,547,643.
Average retail price per record: LP's—\$5; EP's—\$1.38; Singles—92 cents.
Stereo Production: 76% of total production.
Discounting: Frequent.
Type of record distribution: Manufacturer to wholesaler to retailer, but only a few distributors operating; and manufacturer to retailer.
Number of jukeboxes: 7,600.
Radio stations: 48 AM—2 semi-government networks with 170 stations; 46 commercial stations. 2 FM—1 semi-government network with 80 stations; 1 commercial station.
Television stations: 48 channels—2 semi-government networks with 406 stations, 46 commercial.
Import-export regulations: Free, effective Oct. 1, 1962.

J. Fukunishi

● record manufacturers

Cosdel, Nikkatsu Int'l Bldg., Rm. 525, 1-1 Chome, Yuraku-cho, Chiyoda-ku, Tokyo. Tel: (271) 5861/2. Pres.: Kenneth L. Cole.
King, 1 Otoha-cho 2-Chome, Bunkyo-ku, Tokyo. Tel: (941) 3111. Cable: Kingrecord. Pres.: K. Machijiri; A&R: K. Ikeno; Sales: M. Suzuki; Int'l: M. Suzuki; Pub. & Adv.: T. Osawa.
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Nippon Crown, 1 Tamachi 7-Chome, Akasaka, Minato-ku, Tokyo. Tel: (503)-8941/5. Pres.: K. Arita; A&R: N. Saito; Int'l: T. Kamei; Sales: Y. Yoshida; Pub. & Adv.: K. Meguro.
Label: Crown.
Nippon Grammophon, 57 Aoyama Kita-machi 6-Chome, Minato-ku, Tokyo. Tel: (401)-4131/3. Cable: Gramocord. Pres.: S. Izawa; A&R: T. Hino; Sales: M. Tachikawa; Int'l: G. H. Hellgardt; Pub. & Adv.: T. Ito.
This company represents: Archiv (Germany), Deutsche Grammophon (Germany), MGM (USA), Verve (USA), and Polydor which consists of Ansonia (USA), Discos Universales (Mexico), Virrey (Mexico), Hi-Fi (USA), Karousel (Sweden), Fiesta (USA), Microphon (Argentina), Phonogram (Argentina & Italy), Palacio (Venezuela), Sound of Hawaii (USA).
Nippon Westminster, Shirakawa Bldg., 6 Tamura-cho 6-Chome, Shiba, Minato-ku, Tokyo. Tel: (431)-1348. Cable: Westrecording. Rep. Dir.: M. Kanishi.
This company represents: Erato (France), Hispavox (Spain) which are pressed and distributed by Nippon Columbia.
Nitchiku Industrial, c/o Nippon Columbia, 17 Tango-cho, Akasaka, Minato-ku, Tokyo. Tel: (584)-8111. Rep.: J. Takagi.
This company represents: Stereo Fidelity (USA) and Somerset (USA) which are pressed and distributed by Nippon Columbia.
Shinsekai, Saiwai Bldg., 3 Uchisaiwai-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591)-0968. Cable: Shinseka. Pres.: K. Hoashi; Int'l: Y. Tanabe.
This company represents: Mezhkniga (USSR) which is pressed and distributed by Victor of Japan.
Teichiku, 1 Nishi-Shimbashi 2-Chome, Minato-ku, Tokyo. Tel: (502)-6651/8. Cable: Teichiku. Pres.: T. Nanko; A&R & Int'l: I. Kinouye; Sales: K. Kawasaki; Pub. & Adv.: T. Yoshiro.
This company represents: Decca (USA), Vogue (France), Union (Japan) consisting of Artone (Holland), Continental (Brazil), Meazzi (Italy), Metronome (Sweden), Ronnex (Belgium), Riviera (France), Tono (Denmark), World (Australia).
Toshiba, 30 Akasaka Tameike, Minato-ku, Tokyo. Tel: (583)-1111. Cable: Toshibamusical. Chm.: M. Kuno; A&R: S. Asawa; Int'l: N. Ishizaka; Sales: T. Sakai; Pub. & Adv.: H. Nozaka.
This company represents: Angel (UK), Capitol (USA), Kapp (USA), Liberty (USA), Odeon (UK), Stateside (USA), Warner Bros. (USA).
Victor of Japan, 1 Hon-cho 4-Chome, Nihombashi, Chuo-ku, Tokyo. Tel: (241)-7811. Cable: Vic. Pres.: H. Momose; A&R S Sales: S. Iino (RCA Victor), H. Machida (World Group), N. Ito (Philips); Int'l: T. Yagisawa; Pub. & Adv.: Y. Kumakura.
This company represents: Atlantic (USA), Big (USA), Camden (USA), Colpix (USA), Cameo (USA), Cam (Italy), Critere (France), Cynsus (France), Dot (USA), Elektra (USA), Fontana (Holland), Hickory (USA), Imperial (USA), Limelight (USA), Milano (Italy), Mercury (USA), Motown (USA), Oiseau Lyre (UK), Pacific Jazz (USA), Parkway (USA), Philips (Holland), Prestige (USA), Purist (USA), RCA (USA), Red Bird (USA), Reprise (USA), Ri-Fi, (Italy), Riverside (USA), Roost (USA), Roulette (USA), Seeco (USA), Smash (USA), Tico (USA) 20-Fox (USA), Victrola (USA), Vox (USA), World-Pacific (USA), World Group (Japan) consisting of Aristocrat (USA), Avenue (USA), Argo (USA), Bandbox (USA), Bornand (USA), Checker (USA), Chess (USA), Conquest (USA), Cucca (USA), Dart (USA), Durium (Italy), Ember (USA), Everest (USA), Fraternity (USA), Sidet (Philippines).

● music publishers

Aberbach Tokyo, Zenkyoren Bldg., 7 Hirakawacho 2-Chome, Chuo-ku, Tokyo. Tel: (265)-3291/9. Pres.: T. Ishikawa.
Crown, Shinwa Bldg., 1 Tamachi 7-Chome, Akasaka, Minatoku, Tokyo. Tel: (582)-4741/5. Dir.: T. Kamei.
Eastern, Kyowa Bldg., 34 Kotohiracho, Shiba, Minatoku, Tokyo. Tel: (501)-0344/5. Pres.: M. Isomura.
FRIENDSHIP MUSIC, 17-7, 7-Chome, Tsukiji, Chuo-ku, Tokyo. Tel: 541-7828. Pres.: K. Murakami & H. Sugiura. Liaison office: First Phoenix Mansion, Rm. B/5, 12 Takagi-cho, Akasaka, Minato-ku, Tokyo. Tel: 400-9773. (SEE ADVERTISEMENT)

International, Mansui Bldg., 14 Ogawamachi 3-Chome, Kanda, Chiyodaku, Tokyo. Tel: (201)-2317. Pres.: Y. Kitagawa.

International Music Co. & Music Publ'rs, Fuku-shima Bldg., Suite 402, 116, 1-Chome, Nishio-saki, Shinagawa-ku, Tokyo. Tel: 491-0667, 1628. Pres.: Jay H. Prager.
Japan Music, Kosokudoro Bldg., 2 Ginza Nishi 1-Chome, Chuo-ku, Tokyo. Tel: (535)-5851/9. Pres.: S. Akimoto.
Kanai Music, Dai 3 Tokyo Bldg., 4 Marunouchi 3-Chome, Chiyoda-ku, Tokyo. Tel: (211)-7826/9. Pres.: I. Hara.
Kawai Gakufu, 321 Komagome 2-Chome, Toshima-ku, Tokyo. Tel: (983)-7428. Pres.: O. Shimidzu.
Kusano, Awaji Bldg., 6 Awajicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel: (253)-0662. Pres.: S. Kusano.
Ivan Agajili Music of Japan, Awaji Bldg., 2-Chome, Awajicho, Chiyodaku, Tokyo. Pres.: Ivan Mogull.
New Orient, Sanyo Bldg., 5-17 Hongo 1-Chome, Bunkyo-ku, Tokyo. Tel: (812)-7867. Pres.: S. Itoh.
Nippon Columbia Musical Ent. (Publishing Div.), 17 Tangocho, Akasaka, Minatoku, Tokyo. Tel: (582)-8111. Dir.: J. Imahori.
Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268)-6151. Pres.: S. Meguro.
Overseas, 25 Higashi-Gokencho, Shinjuku-ku, Tokyo. Tel: (269)-0121/7. Pres.: E. Shimada.
Pacific Music, c/o Nippon Huhsu, Togyo Kaikan Bldg., 1 Yuraku-cho 7-Chome, Chiyoda-ku. Tel: (281)-5257. Pres.: T. Ishida; Int'l: Johnny Takasaki.
The Richmond Organization, 32 Ryogoku-Nihonbashi, Chuo-ku, Tokyo.
Seven Seas, King Rec., 1 Otohacho 2-Chome, Bunkyo-ku, Tokyo. Tel: (941)-3111. Pres.: K. Machijiri.
Shinko, Awaji Bldg., 6 Awajicho 6-Chome, Kanda, Chiyodaku, Tokyo. Tel: (253)-2662. Pres.: T. Kusano.
Southern, 423 Nikkatsu Int'l Bldg., 1-1 Chome, Yurakucho, Chiyoda-ku, Tokyo. Tel: (271)-9866. Cable: Southmusic.
Suisei-Sha, c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268)-6151. Pres.: S. Meguro.
Taiyo, Central Apartment, 90 Onden 1-Chome, Shibuyaku, Tokyo. Tel: (403)-3763. Pres.: T. Nagashima.
Toa, c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268)-6151. Pres.: S. Asaka.
Tokyo Music, Kotani Bldg., 1 Yuraku-cho 4-Chome, Chiyoda-ku, Tokyo. Tel: (501)-7737. Rep.: D. Joppe.
Tone, Dai-San Mori Bldg., 4-10, 1-Chome, Nishi Shimbashi Minato-ku, Tokyo. Tel: (502)-8214. Dir.: Katsuma Kato.
Toshiba, 34 Akasaka Tameike, Minatoku, Tokyo. Tel: (583)-1131/3. Pres.: N. Ishizaka.
Victor, 13 Misakicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel: (262)-1320. Pres.: K. Imamura.
Watanabe, Matsui Bldg., 4 Yurakucho 1-Chome, Chiyodaku, Tokyo. Tel: (502)-1966, 0038. Pres.: Mrs. M. Watanabe.
Zen-On, 25 Higashi Gokencho, Shinjuku, Tokyo. Tel: (269)-0121/7. Pres.: T. Shimada.

● record clubs

Concert Hall Society, 333 Kita-Shinagawa 3-Chome, Shinagawa-ku, Tokyo. Tel: (443)-9131. Pres.: Samuel Josepowitz.
Nippon Reader's Digest, 79 Sakuradacho, Azabu, Minato-ku, Tokyo. Tel: (402)-7301.
Time-Life Int'l, Asahi Bldg., 3 Ginza-Nishi 6-Chome, Chuo-ku, Tokyo. Tel: (572)-8511.
World Record Club, New Toyo Bldg., 14 Demma-cho 1-Chome, Akazaka, Minato-ku, Tokyo. Tel: (404)-6771/3. Pres.: S. Saito.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Mrs. Folster & Assoc., Nikkatsu International Bldg., 1 Yurakucho 1-Chome, Chiyodaku, Tokyo. Tel: (271)-6084. Pres.: Mrs. G. T. Folster.
J A S R A C (Japanese Society of Rights of Authors & Composers), agents for ASCAP, BMI, BIEM, Fox, GEMA and others. 30 Akasaka Tameikecho, Minatoku, Tokyo. Tel: (582)-0231. Pres.: S. Saijo.
Suisei-Sha (BIEM sub-agent), c/o Ongakunotomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268)-6151. Pres.: S. Meguro.

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PRESSING & PLATING PLANTS

Athena Rec. Industry, 675 Miyahatake, Katase, Fujisawa City, Kanagawaken.
 Canary Rec. Industry, 1166 Ichibacho, Tsurumiku, Yokohama.
 King Rec., 44 Okucho 6-Chome, Arakawaku, Tokyo.
 Nippon Columbia, 125 Minatocho, Kawasaki.
 Nippon Grammophon, 1333 Kami-Kotanaka, Kawasaki.
 Teichiku Rec., 148 Hijitsukacho, Nara.
 Toshiha Rec., 5000-2 Ryokacho, Kawaguchi.
 Toyo Kasei, 1163 Ichibacho, Tsurumiku, Yokohama.
 Victor of Japan, 3-12 Moriyacho, Kanagawaku, Yokohama.

RECORDING STUDIOS

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.
 Aoi, 1-1 Jubancho, Azabu, Minatoku, Tokyo.
 Bancho, 12 Nibancho, Chiyodaku, Tokyo.
 Chuo Rokuon, Hideyoshi Bldg., 5 Ginza Nishi 5-Chome, Chuoku, Tokyo.
 Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.
 Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyodaku, Tokyo.
 Kokusai Radio Center, 13 Shinsakacho, Akasaka, Minatoku, Tokyo.

TRADE ORGANIZATIONS

Japan Phonograph and Record Assoc., 20 Tsukiji 1-Chome, Chuoku, Tokyo.
 National Record Dealers Union, Kakyo Bldg., 6 Tsukiji 3-Chome, Chuoku, Tokyo.

TAPE PLAYBACK EQUIPMENT

Aiwa, 2-3, 5-Chome, Sotokanda, Chiyoda-ku, Tokyo.
 Type: 2 track mono.
 Crown Radio, 17-4 3-Chome, Ueno, Taito-ku, Tokyo.
 Type: 4 track.
 Funai Electric, 20, 3-Chome, Ikaino, Ikuno-ku, Osaka.
 Hayakawa Electric, 1-232, Nishi Tanabe Cho, Abeno-ku, Osaka.
 Type: Philips type portable machine & 8-track
 Hitachi, 1-4, Marunouchi, Chiyoda-ku, Tokyo.
 Type: Non-compatible, reel-to-reel, mono.
 Maruwa Electronic & Chemical, 16-1, Nishiura Cho, Higashi-ku, Nagoya.
 Type: 4 track.

Matsushita Electric Ind'l, 1006, Oaza Kadoma, Kadoma-Shi, Osaka.
 Nippon Columbia, 17, Akasaka Tango Cho, Minatoku, Tokyo.
 Type: 4 track, non-compatible. Some experimental 8 track.
 Pioneer Electric, 5, 4-15, Omori Nishi, Ota-Ku, Tokyo.
 Type: 4 track.
 Sanai Kogyo, 843, Karasuyama, Ota Shi, Gunma Pref.
 Type: 4 track.
 Sanyo Electric, 2-18, Keihan Hon-dori, Moriguchi Shi, Osaka.
 Type: Reel-to-reel cartridge.
 Taiko Electric Works, 13-10, 6 Nakanobu, Shinagawa-ku, Tokyo.
 Type: 4 track.
 Teikoku Dempa, Sakurai Bldg., 4-5 Kojimachi, Chiyoda-ku, Tokyo.
 Type: 4 track.
 Victor of Japan, 3-12, Moriya Cho, Kanagawa-Ku, Yokohama.
 Type: 2 track, not compatible with any other system.

● **record manufacturers**

Flex Sal, PO Box 4070, Dsouki Bldg., Hoyek St., Beirut.
 G. Haddad, Cinema Empire, PO Box 4680, Beirut. Tel: 252222. Cable: CINEMPIRE.
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan; Sales: William S. Kattan.
 Label: Ruby.
 Lebanese, PO Box 4872, Beit Meri Rd., Sin El-Fil, Beirut.
 Philips Liban, PO Box 670, rue Verdun, Beirut.

● **supplies & services**

PRESSING PLANTS

Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut Tel: 239073.

RECORDING & TAPE DUP. STUDIOS

Baalbeck Studios, PO Box 4665, Sin El-Fil, Beirut. Tel: 260150 & 260152. Cable: STUBAAL.
 Near East Sound, PO Box 4627, Beirut.

KENYA

Population: 9,365,000.
 Official rate of exchange: \$1 (US)=7 shillings; 20 shillings=1 pound.
 Records imported: 1965-112,752 units, value 46,769 pounds; 1964-76,634 units, value 29,040 pounds; 1963-83,528 units, value 36,047 pounds.
 Records imported from US: 1798 pounds (CIF).
 Records exported to US: Figures not available.
 Records imported from countries other than US: 44,971 pounds (CIF).
 Records exported to countries other than US: 7,056 pounds (FOB).
 Average retail price: LP's-\$3.60 (US); EP's-\$1.15 (US); Singles-86 cents (US).
 Stereo sales: 10% of total sales.
 Discounting: Rare.
 Type of record distribution: Manufacturer to wholesaler to retailer & manufacturer to retailer.
 Number of jukeboxes: 500.
 Radio stations: 1 AM government-controlled station; no FM.
 Television stations: 1 government-controlled station.
 Import-export regulations: Importation of records allowed freely. Duty-33 1/3% ad valorem.

● **record manufacturers**

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: Topten. Mgr.: J. F. Steindel.

● **record wholesalers**

IMPORTERS

African Mercantile (overseas), PO Box 30010, Nairobi. Tel: 26481.
 Assanand & Sons, PO Box 377, Bazaar Rd., Nairobi. Tel: 23809.
 East African Music Stores, PO Box 578, Nairobi. Tel: 20935.

Music Corner, PO Box 674, Nairobi.
 Shankardass & Sons, PO Box 486, Mombasa.
 Supermarket, PO Box 971, Nairobi.

EXPORTERS

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: Topten. Mgr.: J.F. Steindel.

● **supplies & services**

PRESSING PLANTS

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: Topten. Mgr.: J. F. Steindel.

RECORDING & TAPE DUP. STUDIOS

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: Topten. Mgr.: J. F. Steindel.

LEBANON

Population: 2,152,000.
 Official rate of exchange: \$1 (US) = 3 Lebanese pounds.
 Records imported from US (factory value): 1964-\$14,599; 1963-\$15,500; 1962-\$7,500; 1961-\$16,200.

MALAYSIA

Population (Malaya, Sabah, Sarawak): Latest official estimate-8,780,000.

Over-all income: \$8,166,000,000.

Per capita income: \$932 annually.

Official rate of exchange: \$1 (US) = 3 Malaysian dollars (approx.).

Number of homes with record players: 220,000.

Records imported from the US (factory value): \$37,271 (US); (retail value): \$75,561 (US), (including 20% import duty).

Records imported from countries other than the US (factory value): \$211,742 (US); (retail value): \$75,561 (US) (including 20% import duty).

Records exported to countries other than the US (factory value): \$138,140 (US); (retail value): \$346,376 (US), (including 20% import duty).

Average retail price per record: LP's: \$4.25 (US); EP's: \$1.50 (US); Singles: 80 cents (US).

Stereo sales: 70% of total sales.

Discounting: Frequent.

Type of record distribution: Manufacturer to wholesaler to retailer, rarely manufacturer to retailer.
 Number of jukeboxes: None (prohibited by Government).

Radio stations: AM: One Government-owned radio situated centrally in the Malaysian capital, Kuala Lumpur, with sub-stations in Penang, Malacca, Ipoh, Kota Bahru in the States of Malaya. Sabah and Sarawak operate their own radio stations. Rediffusion Ltd. operates in the States of Malaya, providing a wired service to listeners with programs comprised mainly of commercials and entertainment value.

Television stations: FM: One Government-owned television station in the Malaysian capital, Kuala Lumpur, broadcasting simultaneously on six channels to various States of Malaya only. Sabah and Sarawak do not have any television service as yet.

Important record import-export regulations: Import duty of 20% on all goods direct from manufacturers into Malaysia. Imports via Singapore are charged 25% tax. The object is to encourage direct imports into Malaysia.

Wally Chan

● **record manufacturers**

Borneo, PO Box 151, Kuala Lumpur. Cable: Borneo. Branches: Maxwell Rd., Ipoh.-6-A Weld Quay, Penang.

Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel: 87809.

Branches: 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur. Tel: 53213.-10 Lemon St., Seremban. Tel: 4356.-25 Green Hill Dr., Ipoh. Tel: 4299.-11-11 Yau Tet Shin Market, Ipoh. Tel: 2300.

The Life Recs., c/o King Musical Inds., 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur. Tel: 52118 & 52119. Cable: Discking. Mgr's Dir.: NG Lian Chin.

● **importers & exporters**

Borneo, PO Box 151, Kuala Lumpur. Cable: Borneo. Branches: Maxwell Rd., Ipoh.-6-A Weld Quay, Penang.

This company represents: Capitol (USA), Co-

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lumbia (USA), MGM (USA), Parlophone (USA), EMI (England), Pathe (France & Hong Kong), Angel (India).

Cosdel, 1014 Jalan Tun Tjih, Selango Mansion, Kuala Lumpur. Tel: 24366.
This company represents: Pye (England), Dot (USA), Motown (USA), Tama (USA), Gordy (USA), Roulette (USA), Hamilton (USA), Chess (USA), Checker (USA), Argo (USA), Hickory (USA), Ember (England).

Decca, 241-A Victoria St., Penang. Tel: 60671.
Branch: 141 Jalan Bandar, Kuala Lumpur. Tel: 23B10.
This company represents: Decca (England), London (England), Ace of Clubs (England), Ace of Diamonds (England), Argo (England).

Edward Eu, 193 Jalan Imbi, Kuala Lumpur. Tel: 22261.
Branch: 35 Penang St., Penang. Tel: 23273.
This company represents: RCA (international).

Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel: 87809.
Branches: 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur. Tel: 53213.—10 Lemon St., Seremban. Tel: 4356.—Green Hill Dr., Ipoh. Tel: 4299.—11-11 Yau Tet Shin Market, Ipoh. Tel: 2300.
This company represents: CBS (USA).

E. S. Isaac, 205 Jalan Tunku Abdul Rahman, Kuala Lumpur. Tel: B0637. Cable: Isaanco.
This company represents: Warner Bros. (USA), Reprise (USA), Vogue (France).

William Jacks, Chartered Bank Bldg., Jalan Ampang, Kuala Lumpur. Tel: 25431.
Branches: Eastern Bank Bldg., 2 Benteng, Kuala Lumpur. Tel: 23161.—94 Brewster Rd., Ipoh. Tel: 2616.—2-0 Chartered Bank Chambers, Penang. Tel: 64731.
This company represents: Philips (Holland), Fontana (England), Smash (USA), Mercury (USA).

Music City, 61 Jalan Bukit Bintang, Kuala Lumpur. Tel: 87809.
Branch: 10 Lemon St., Seremban. Tel: 4356.

Music House Rec., 57/61 Leech St., Ipoh. Tel: 3117.

MEXICO

Population: 1960 census—34,923,129; latest official estimate: 42,000,000.

Official rate of exchange: \$1 (US) = 12.50 Mexican pesos.

Per capita income: \$255 annually.

Number of homes with record players: About 500,000, up from 450,000 in 1964.

Records sold, 1965 (domestic production at wholesale): LP's—\$12 million (20% up from 1964); EP's—\$1.7 million (about 35% up from 1964); Singles—\$2.8 million (about the same as in 1964). Total: About \$16.5 million (up from \$14 million in 1964), over 200 million Mexican pesos.

Records imported from US (factory value): 1965—\$350,000.

Records exported to US: 1965—350,000 units (factory value \$240,000).

Origin of music on pop records: Domestic—60% (down 15%); U. S.—25% (up 10%); other—15% (up 5%).

Average retail prices: LP's—\$4; EP's—\$1.20; Singles—72 cents.

Discounting: 15% to 22% is common, the same as in 1964 (up from 10% in 1961).

Record club and package sales: 12% (in value) of total sales (the same as in 1964).

Stereo: 10% of LP's.

Radio stations: 517.

TV stations: 21.

Juke boxes: About 35,000.

Important regulations: Export taxes abroad from Mexico: 3%. Import taxes: 40% ad valorem plus \$1.20 per kilo, with lowest minimum tax \$6.40 per kilo. Sales tax in Mexico, 3%. Royalties to composers and authors: 8% on wholesale price of record. Otto Mayer-Serra

● record manufacturers

C B S, San Bartolo, Naucalpan, Estado de Mexico. Tel: 27-62-20. Cable: Colrecord. VP & Gen. Mgr.: Armando de Llano; A&R: Felipe Valdez Leal; Sales: Raul Bejarano.
Labels: CBS, Harmony, Okeh.
This company represents: Columbia (USA) and

all CBS affiliates; Montilla (USA).
Int'l representatives: USA (Columbia) and all CBS affiliates.

CAPITOL DE MEXICO, Ayuntamiento 54, Mexico 1, D.F. Tel: 18-13-20. Cable: Caprecord. Pres.: Emilio Azcarraga Jr.; Gen. Mgr.: Andre Midani; A&R: Rafael de Paz; Sales Mgr.: Arturo Valdes; Pub. Mgr.: Rene Flores.
Labels: Capitol, Odeon.
This company represents: Capitol and all EMI affiliates.
Int'l representative: Via Capitol and EMI. (SEE ADVERTISEMENT)

Co-Ro, Bahia de Perula 80, Mexico 17, D.F. Gen. Mgr. & Int'l: Federico Rojas.
Labels: Co-Ro, Lyra, Corito.

Discos Cisne, Caracci 64, Mexico 19, D.F. Tel: 24-57-53, 24-52-11. Pres.: Rafael Ficachi; Gen. Mgr.: Guillermo Buerckle.
Labels: Cisne, E.R.

Discos Exclusivos, Hamburgo 214, Mexico 6, D.F. Tel: 25-61-44. Gen. Mgr.: Jose I. Morales; Admin. Mgr.: Bernardo Gonzalez.
Label: Son-Art.

DISCOS GREVER INT'L, Londres 179, Mexico 6, D.F. Tel: 14-18-28. Mgr.: Teodoro A. Dehesa. (SEE ADVERTISEMENT)

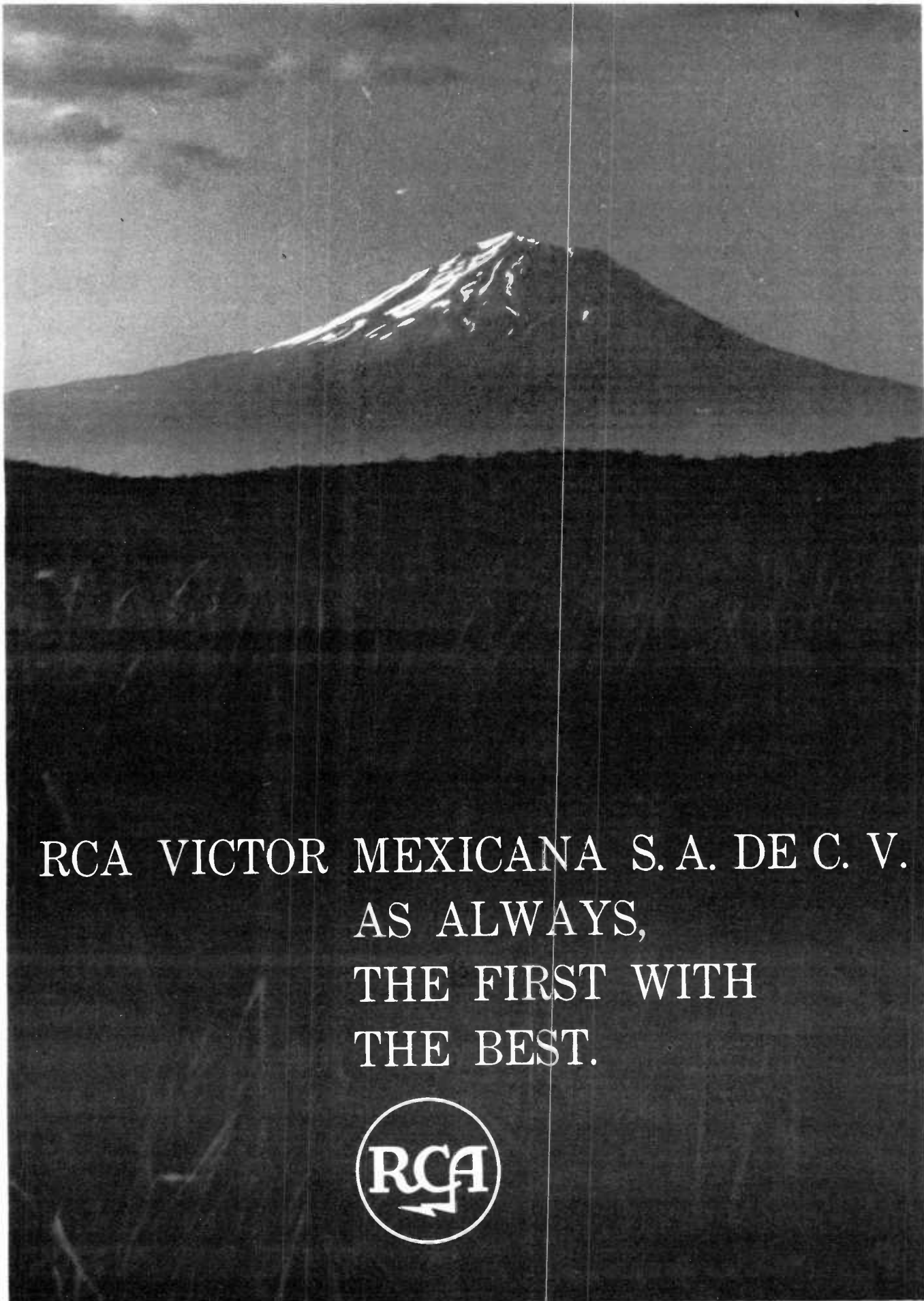
DISCOS MUSART, Aptdo. 17503, Tacuba, Mexico, D.F. Tel: 27-00-20. Cable: Musart. Pres.: Eduardo L. Baptista; Treas.: Luis Gil; Sales Mgr.: Jose Luengo; A&R: Guillermo Acosta; Pub.: Jose Valdivia.
Label: Musart.
This company represents: Fonograma (Venezuela), Liberty (USA), Mainstream (USA), Musidisc (Brazil), Tempo (USA), Tico (USA), Time (USA), Pacific Jazz (USA), Prestige (USA), RGE (Brazil), Roulette (USA), World Pacific (USA), Zafiro (Spain), Zeida (Columbia).
Int'l representatives: Bolivia (Discolandia), Brazil (RGE), Central America (Dideca, Guatemala), Chile (Odeon), Colombia (Co-Discos), Ecuador (Ifesa), Peru (Iemosa), Spain (Zafiro), Uruguay (Palacio de la Musica), USA (Rec. Dist're of America), Venezuela (La Discoteca). (SEE ADVERTISEMENT)

DISCOS TIZOC, PO Box 11620, Mexico 11, D.F.; Division del Norte 31, Mexico 12, D. F. Tel: 43-72-41. Cable: Discizoc. Pres.: Mario Freidberg; A&R: M. Angel Sarraile.
Label: Tizoc.
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Discos Universales (DUSA), Tiber 5B, Mexico 5, D.F. Tel: 11-72-42, 25-29-89. Cable: Grammophon. Gen. Mgr.: Constantin Th. Metaxas; Sales: Fritz Hentschel.
Labels: Polydor, Philips, Belart, Heliodor, Velvet, Sonvel.
This company represents: Ansonia (USA), Archiv (Germany), DGG (Germany), Elite (Switzerland), Fontana (Holland), Kubaney (USA), MGM (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Ri-Fi (Italy), Riverside (USA), Saar (Italy), Velvet (USA), Verve (USA).
Int'l representatives: Via Polydor and Philips.

Gamma, PO Box 7762, Mexico 1, D.F.; Ejercito Nacional 167, Mexico 5, D. F. Tel: 45-73-60. Gen. Dir.: Tomas Munoz.
Labels: Gamma, Diana
This company represents: ABC Paramount (USA), Alvorada (Portugal), Amadeo (Austria), Cameo-Parkway (USA), Canadian-American (Canada), Chess, Checker, Cadet (USA), CGD (Italy), Command (USA), Ducretet-Thomson (France), Erato (France), Everest (USA), Festival (France), Hispavox (Spain), Imperial (USA), Laurie (USA), Le Chant du Monde (France), Metronome (Denmark), Reprise (USA), Supraphon (Czechoslovakia), United Artists (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA).
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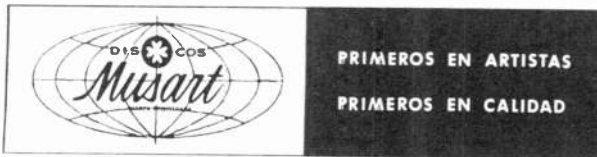
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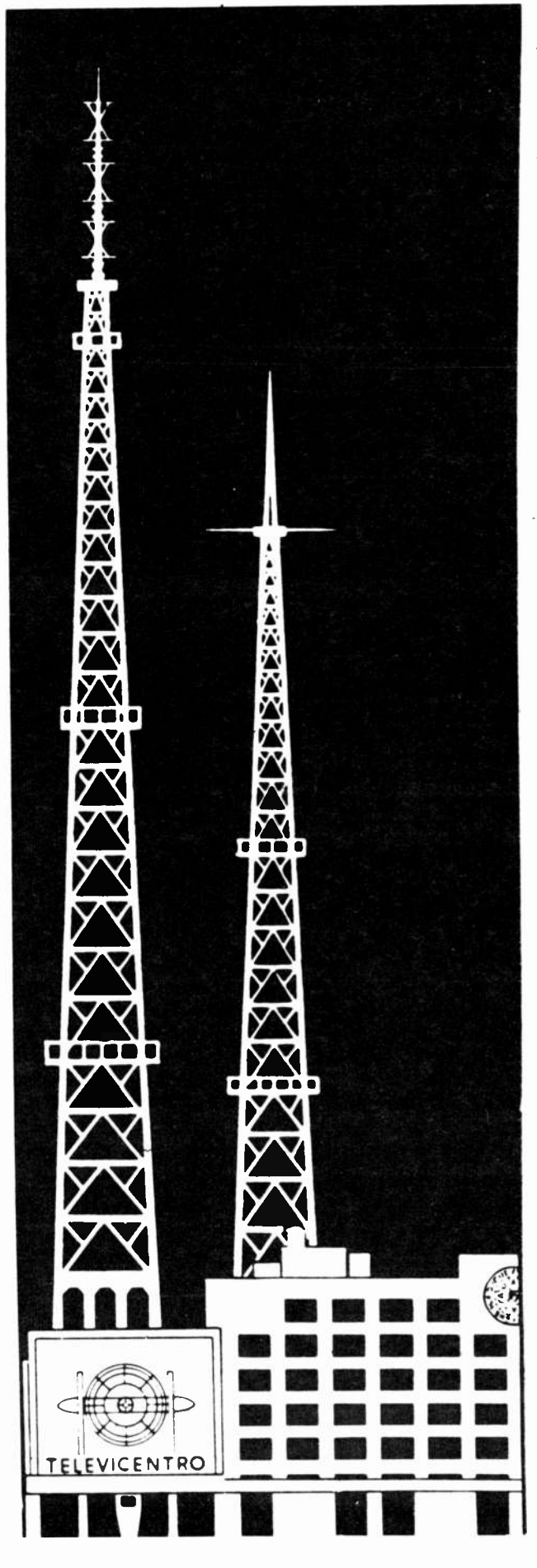
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Mexico's private enterprise television produces 171 hours of live on tape and live entertainment weekly. Three channels (2, 1 and 5) broadcast from the Telesistema Mexicano, S. A. "Televiscentro" central service complex, in Mexico City, sending programs by microwave to seventeen states surrounding the nation's capital. Although the three channels are separate, they operate from common facilities, reaching 11 owned stations on the nets (3 are repeaters) and shipping videotapes and films to an additional 15 independently owned affiliates throughout the country.

Telesistema exports Mexico-produced programs to Central and South America and to affiliates in Los Angeles, California (Channel 31) and San Antonio, Texas (Channel 11). Throughout Latin America, Mexican programs have earned enviable popularity competing with film products. In Mexico, local shows maintain 8 of the top 10 popularity positions in rating polls conducted continually.

Today, Mexican viewers select from local productions and fifty American programs, dubbed into Spanish. Remote controls from five units cover every important event in the country, such as boxing, baseball, bullfights, soccer, basketball, tennis and important government activities. As many as six remote controls are handled on an average Sunday. News, produced independently, informs the nation of world events through films and major wire services received daily by the 3 leading newspapers which produce TV news programs. Cultural and educational programming is offered in prime time. Children's shows form a major part of Channel 5's daily programming.



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A&R: Francisco Corchado.
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PEERLESS, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. Cable: Peerless. Pres.: Heinz Klinckwort; Gen. Mgr.: Leo Porias; Ass't Gen. Mgr.: Alejandro Zaldivar; A&R: Gustavo Cervantes; Sales: Bruno Vogt; Int'l: Rene Vera Sanchez. Labels: Peerless, Eco.

This company represents: Decca (England), Del Norte (USA), Falcon (USA), Fuentes (Colombia, Ecuador), London (USA), Richmond (USA), Seeco (USA), Telefunken (Germany), Vox (USA).

Int'l representatives: Argentina (Sicamericana), Brazil (Cassio Muniz), Chile (Philips), Colombia (Fuentes), Paraguay (Antar), Peru (Virrey), Puerto Rico (P.R. Recs.), Spain (Hispanovox), Uruguay (Antar), USA (S&R), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)

R C A Victor Mexicana, Ave. Cuiclahuac 2519, Mexico 16, D.F. Tel: 27-60-20. Cable: Radiointer. Pres.: Louis Couffolenc Jr.; Gen. Sales Mgr.: Guillermo Infante; A&R: Ruben Fuentes; Pub.: Juan Calderon.

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Brambila Musical Mexico, Av. Cuiclahuac 2305, Mexico 17, D.F. Tel: 27-66-67. Mgr.: Rogelio Brambila.

Campei, Av. Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

Compas, Av. Cumbres De Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

Editorial Mexicana de Musica Internacional (EMMI), Dr. Valenzuela 10, Mexico 7, D.F. Tel: 12-62-39. Mgr.: Mario Alvarez.

Emroth, Av. Cumbres De Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

Fermata Mexicana, Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.

Grever Int'l, Londres 179, Mexico 6, D.F. Tel: 11-51-16 & 11-52-75. Pres.: Carlos E. Grever; Mgr.: Enrique Marquez.

Juventa, Tonalá 194-6, Mexico 7, D.F. Tel: 11-80-09. Mgr.: Rosa Maria Gonzalez.

Marques, Hnos, Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Mgr.: Ramon Carrillo.

Mexicanas de Musica, Av. Juarez 18-206, Mexico 1, D.F. Tel: 21-58-55. Mgr.: Rodolfo Halffter.

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Mundo Musical, Puebla 286, Mexico 7, D.F. Tel: 25-10-42. Mgr.: Jose Vaca Flores.

Pamper (see Mills Music de Mexico).
Promotora Hispano-Americana de Musica (PHAM), Dr. Valenzuela 10, Mexico 7, D.F. Tel: 12-96-50. Mgr.: Luis Martinez Serrano.

Promotora Musical Miguel Prado, Av. Cumbres de Maltrata 375-A, Mexico 12, D.F. Tel: 43-71-40.

Ricordi de Mexico, P. de la Reforma 481-A, Mexico 5, D.F. Tel: 25-57-22. Mgr.: Mario Balestrini.

Teocali, Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.

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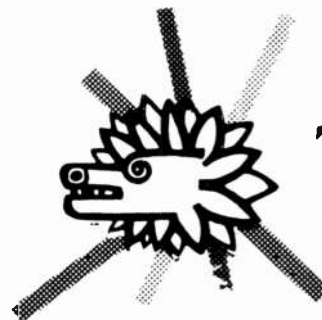
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Gamma, PO Box 7762, Mexico 1, D.F.
Orfeon-Video Vox, Av. Universidad 1273, Mexico 12, D.F.
Pan Americana de Discos, Apdo. 3. Tacuba, Mexico 17, D.F.
Peerless, Apdo. 1657, Mexico 1, D.F.
R C A Victor Mexicana, Apdo. 28570, Mexico 16, D.F.

MOROCCO

Population: 12,600,000.
Official rate of exchange: \$1 (US) = 5.06 dirhams.

● **record manufacturers and/or wholesalers**

Auclair-Salemi, 26 rue Nationale, Casablanca. Tel: 22381.
Jean Brunot, 8-10 rue de la Somme, Casablanca. Tel: 25378.
Casa Rox, 8 Blvd. Pasteur, Tangiers. Tel: 15225.
Chellsons, 50 rue des Chretiens, Tangiers. Tel: 18795.
Henri Cometta 67 rue Nationale, Casablanca. Tel: 68231.
Comptoir des Produits Parlants, 2 rue Ch. Valdrome, Casablanca. Tel: 22184.
Disco-Maghreb, 21 rue du Soldat-Roch, Casablanca. Tel: 41450.
Herma, 33 rue Fernando de Portugal, Tangiers. Tel: 19072.
Radelec, 10 rue Pegoud, Casablanca. Tel: 29493.
Radio-Vox 24-26 rue Clemenceau, Casablanca. Tel: 23511.
S O D I C, ang., rue J. Cartier & Blvd. Girardot, Casablanca. Tel: 65689.

Societe Africaine de Telecommunications "SAFTEL," Immeuble Liberte, Casablanca. Tel: 28975.
Somidex, 81 Av. Moulay Hassan 1, Casablanca. Tel: 71799 & 72798.
Vadrot, 45 rue Clemenceau, Casablanca. Tel: 65-382.

● **importers**

Atlas Dist'g, 31 rue de Charmes, Casablanca.

NETHERLANDS

Population: 1965 estimate—12,974,000.
Per capita income: \$740 annually.
Record sales: 1965—22,000,000.
Records imported from US (factory value): 1965—\$174,543; 1964—\$163,409; 1963—\$199,700.
Average retail price: LP's—\$5; EP's—\$1.75; Singles—\$1.20.

Discounting: None.
Record club sales: 2.8% of all records.
Stereo sales: 39% of all LP's.
Record distribution: Manufacturer to dealer.
Medium-wave radio stations: 4 channels.
Television stations: 6 channels.
Number of jukeboxes: 4,500 (approx.).
Import-export regulations: Turnover tax on rights: 4%. Import tariff from EEC Common Market countries—8.4% plus 5/95 turnover tax invoice amount. Tax on imports from other nations—13.6% plus 5/95 turnover tax invoice amount. In case of imports from US add copyright to the invoice amount, import tariff and turnover tax. All other nations as members of the Berne convention have import and export rights paid by the receiving countries. **Bas Hageman**

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Artone Gramophone, Artone Bldg., 8-10 Kruisstr., Haarlem. Tel: 17476. Pres. Mfg. & Dom.: Casper D. Slinger; Dir. Sales: John J. Vis; Pres. Int'l: Bill C. Slinger.
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This company represents: Barclay, Erato, Hispavox, Riviera, 20th-Fox.
Cartridge: Barclay fits Philips-system.

BASART, 20 Houtmankade, Amsterdam. Tel: 222192/63209/241260.

Branch: Leidsegracht 11, Amsterdam. Tel: 222-626. Cable: Editoras. Dir.: Guus Jansen Jr. & Frans Basart; A&R & Int'l: Guus Jansen Jr.
Labels: Europhon-Basart, Whamm.

This company represents: Alpha, CND, Camerata, Christophorus, Gotta, Delyse, Discophiles Francais, Durium, Experiences Anonymes, Folkways, Hebra, Kniga, Orchestrola, President, Saba, Savoy, Trianon, Vox, Walt Disney. (SEE ADVERTISEMENT)

Bosheck, 241 XII Hemsterhuisstraat, Amsterdam. Tel: 154684. Pres.: Mr. W. W. E. Bosheck.

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 I F O (Independent Rec. Prods.), PO Box 3524, 39 Middenweg, Amsterdam. Tel: 59625/943618. Mg'g Dir.: P. Rensen; A&R Mgr.: J. Akkerman; PR & Int'l Sales Mgr.: R. Faber.
 Inelco, Holland, 801 Arent Janszoon Ernststraat, Amsterdam, Z-2. Tel: 421722. Cable: Intelect. Mg'g Dir.: W. Brandsteder; A&R: C. Koelman Jr.; Sales: J. Beutler; PR & Int'l: A. N. Prins; Pub.: P.F.J. Dam.
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 Ars Nova, Oostsingel 92, Goes.
 Aura, Oude Gracht 305, Utrecht. Tel: 030-12051.
 Annie Bank, Anna Vondelstraat 13, Amsterdam. Tel: 020-B5483.
 BASART, Leidsegracht 11, Amsterdam. Tel: 020-222626. Haarlem Tel: 02500-41767. Pres.: & Mg'g Dir.: H. Ch. Gomperts; Dir.: G. Jansen Jr.
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● music publishers

ABERBACH, Leidsegracht 1, Amsterdam. Tel: 220162. Mgr.: Elbert van Zoeren.
 Alsbach & Doyer, Raamgracht 10, Amsterdam. Tel: 020-244009.

neGram HOLLAND neGram HOLLAND neGram HOLLAND neGram HOLLAND

you like our cheese but we like your records

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 ZIJLWEG 286
 HAARLEM-HOLLAND
 PHONE 02500-17543

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For all those with a Sound to offer the World

If you have a sound to put on record, you turn to Philips. In every one of 64 countries there is a Philips man who provides you with personal service. He appreciates *your* needs, *your* difficulties, *your* problems. He understands a hundred-and-one things about local market conditions that no outsider could even begin to know. He can advise more effectively, act more efficiently.....

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These are a few reasons why

Trust

There is a Philips record-man in:

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Polyphon
Schallplatten G m b H
Mariahilferstrasse 127
Vienna 6

BELGIUM
N V Polygram
Anderslichtstraat 17
Brussels

CYPRUS
Messrs D Quizonian
M Sultanan & Co
P.O. Box 1175
Nicosia

DENMARK
Nordisk Polyphon A S
Emdrupvej 115
Copenhagen

FINLAND
Music Fazim
P.O. Box 760
Helsinki
Fintone Oy
Munkkisaarekatu 2
Helsinki

FRANCE
Societe Phonographique
Philips
6 B Rue Jenner
Paris 13e

GERMANY
Philips
Ton Gesellschaft G m b H
Morckebergstrasse 7
Hamburg 1

**GREAT BRITAIN and
NORTHERN IRELAND**
Philips Records Limited
Stanhope House
Stanhope Place
London W 2

GREECE
Hellasdisc S A
8 Hermes Street
Athens

ICELAND
Stal Ltd
P.O. Box 131
Reykjavik

IRELAND
Irish Record Factors
34 Parnell Square West
Dublin

ITALY
Phonogram S p A
14 Via Benadir
Milan

THE NETHERLANDS
N V Phonogram
Singel 170 172
Amsterdam

NORWAY
Norsk Phonogram A S
Kirkeveien 64 IV
Oslo 3

PORTUGAL
Philips
Portugesa S A R L
Rua Joaquim Antonio de Aguiar 66
Lisbon

SPAIN
Fonogram S A
P.O. Box 35019
Madrid 17

SWEDEN
A B Philips Sontun
Kommandorsgatan 26
Stockholm

SWITZERLAND
Philips A G
Edenstrasse 20
Zurich

TURKEY
Grunberg Ticaret A S
P.O. Box 533
Istanbul

NORTH AMERICA

CANADA
London Records
of Canada Ltd
190 Graveline Street
St Laurent P.Q.

U.S.A.
Philips Records
35 East Wacker Drive
Chicago 1 Illinois 60601

CENTRAL AMERICA

BARBADOS
Messrs Manning & Co
P.O. Box 176
Bridgetown

COSTA RICA
Indica Industria de Discos
Centroamericana S A
Apartado 4093
San Jose

JAMAICA
Federal Record Company Ltd
P.O. Box 417
Kingston

MEXICO
Dusa Discos Universales S A
Rio Tiber 58
Mexico, 5 D F

NETHERLANDS ANTILLES
Philips Antillana N V
P.O. Box 523
Willemstad - Curaçao

PANAMA
Messrs
Motta Internacional S A
P.O. Box 417
Colon

SURINAME
C Kersten & Co N V
P.O. Box 1808
Paramaribo

SOUTH AMERICA

ARGENTINA
Phonogram S A I C
Cordoba 1351 9 piso
Buenos Aires

BOLIVIA
Philips Sudamericana S A
Cajon Postal 2964
La Paz

BRAZIL
Companhia
Brasileira de Discos
Caixa Postal No 93
Rio de Janeiro ZC 06

CHILE
Philips Chilena S A
Casilla 2687
Santiago de Chile

COLUMBIA
Division Discos
Apartado Aereo 6393
Bogota

ECUADOR
Philips Ecuador C A
Casilla 343
Quito

PARAGUAY
Philips del Paraguay S A
Casilla Correo 605
Asuncion

PERU
"El Virrey" Industrias
Musicales S A
Av Méjico, 238
Lima

URUGUAY
Philips del Uruguay S A
Avenida Uruguay 1287
Montevideo

VENEZUELA
Siemens Venezolana S A
Apartado Postal 3616
Caracas

MIDDLE EAST

**THE HASHEMITE
KINGDOM OF JORDAN**
Transjordan Engineering Co Ltd
P.O. Box 1
Amman

ADEN
c/o Messrs
Besse & Co (Aden) Ltd

ARABIA
Messrs Yusuf A Alghanim
P.O. Box 223
Kuwait

SAUDI ARABIA
Messrs
A Rajab & A Salsilah
P.O. Box 203
Jeddah

SYRIA
Ets Chanine & Fils
Rue du Parlement
Damas

FAR EAST

CEYLON
Messrs Maurice Roche Ltd
P.O. Box 61
Colombo

HONG KONG
Messrs Moutrie & Co Ltd
Alexandra House
7, Des Voeux Road C

INDIA
Philips India Limited
Philips House
7, Justice Chandra Madhab Road
Calcutta 20

JAPAN
Victor Co of Japan Ltd
13, 2-chome, Tsukiji, Chuo Ku
Tokyo

PHILIPS



in Philips is world-wide

MALAYSIA
Messrs
William Jacks & Co (M) Ltd
P.O. Box 286
Kuala Lumpur

PHILIPPINES
Home Industries Inc
P.O. Box 170
Quezon City

SINGAPORE
William Jacks & Co Ltd
P.O. Box 2150
Singapore 9

THAILAND
Philips Electrical Co
of Thailand Ltd
282 Silom Road
Bangkok

VIET NAM
Messrs Tan Viet Nam Thuong Xu
183 Rue Tu Do
Saigon

AFRICA

CONGO
Philips Congo S.C.H.I.
137, Boulevard du 30 Juin
P.O. Box 1798
Leopoldville

EAST AFRICA
Associated Sound
(East Africa) Ltd
P.O. Box 3895
Nairobi

ETHIOPIA
Philips Ethiopia
(Pty) Ltd (S.A.)
P.O. Box 1099
Addis Ababa

GHANA
Messrs
Philips (Ghana) Ltd
P.O. Box M 14
Accra

LIBERIA
Messrs
Oost Afrikaanse Compagnie
P.O. Box 281
Monrovia

LIBYA
Messrs
W. Buzaeik Radio House
P.O. Box 156
Benghazi

NIGERIA
Philips (West African)
Records Ltd
P.O. Box 2997
Lagos

SIERRA LEONE
Messrs
Freetown Cold Storage Ltd
P.O. Box 99
Freetown

SOUTH AFRICA
Trutone (Pty) Ltd
P.O. Box 9299
Ophirton

SUDAN
Messrs. Electrohouse
P.O. Box 823
Khartoum

OCEANIA

AUSTRALIA
Philips Electrical
Industries Pty Ltd
Philips House
Box 2703 G.P.O.
Sydney

NEW ZEALAND
Philips Records
(New Zealand) Ltd
Philips House
P.O. Box 3517
Wellington



Address all general enquiries to Philips' Phonographic Industries
Central offices: Baarn, The Netherlands.

continued

Creyghton, Musicology-Musica Antiqua, 45 Las-
suslaan, Bilthoven.
De Eerste Muziekcentrale, Raamgracht 10, Amster-
dam. Tel: 020-246933/65256.
"De Toorts," Afdeling Grafische Industrie,
Nijverheidweg 1, Haarlem. Tel: 02500-15238.
Pres.: C. Hesseling & J. H. Schnabel.
Dreissen, Muziekuitgave, 11 Leidsegracht, Amster-
dam. Tel: 222626.
Dutch Rec. Centre, "In de Blockfluyt," Oude Gracht
305, Utrecht. Tel: 030-12051.
Harmonia Uitgave, Roeltjesweg 23, Hilversum. Tel:
02950-14318.
Harp, Muziekfonds De (F. Pijlman), 1 Helmerstr. 94,
Amsterdam. Tel: 020-86691.
Joh de Heer, Jensusstr. 56. Rotterdam. Tel:
010-241871.
Hees, Choorstr. 1-3, Delft. Tel: 01730-23183.
Heinrichshoten-Edition, Raamgracht 10, Amsterdam.
Tel: 020-246933.
Holland Music, Singel 500, Amsterdam 1. Tel:
020-231163. Cable: SOUTHMUSIC. Contact: J.
Han Dunk.
I F O, PO Box 3524, Amsterdam. Tel: 020-59625.
M'g'g Dir.: Peter Rensen.
Michael Jary-Production (see Nagel).
Klavarskribo, Ringdijk, Slikkerveer. Tel: 01896-2339.
Prop.: C. Pot.
Konefa Muziekuitgaven, Jensusstr. 54, Rotterdam
11. Tel: 010-241871.
Krips Muziek, Thorbeckelaan 71, The Hague. Tel:
070-330550.
deKruyff, PO Box 12, Rijksstraatweg 115, Gaander-
en, Doetinchem. Tel: 08350-4181.
A. van Leest, Herm. Boexstr. 12-14, Eindhoven.
Tel: 04900-65859.
W. F. Lichtenauer, Korte Lijnbaan 26, Rotterdam.
Tel: 010-118235.
Lions Music (see Anagon).
J. J. Lisset, P. C. Hooftweg 18, Hilversum. Tel:
02950-47016.
Marange Music (see Anagon).
Mills, Leidsegracht 11, Amsterdam. Mgr.: Hans
Gompers.
Mix Music (see Aberbach).
Mogull, Ivan, c/o Stemma, Marius Bauerstr. 30,
Amsterdam 17.
Molen Muziek Holland (see Aberbach).

Molenaar, PO Box 19, Wormerveer. Tel: 02980-
82013.
Montana (see Anagon).
Morotone (see Anagon).
Muziekgravure Diligentia, Stationsstr. 11, Maasland.
Tel: 01899-2613.
Nagel, Weteringschans 35, Amsterdam. Tel: 64664-
64790.
J. Nauta, Looxmagracht 18, Sneek. Tel: 05150-
3127.
J. Portengen, Kruisstr. 8-10, Haarlem. Tel: 02500-
12277.
Progressive (see Aberbach).
Roniepers, 's-Gravendijkwal 165 B, Rotterdam. Tel:
010-252427.
Schalltone (see Anagon).
S. Spiero, Kerkr. 19, 's-Hertogenbosch.
Stichting Donemus, Jacob Obrechstr. 51, Amsterdam.
Tel: 020-722432.
Stichting Zingende Stemmen, 1 Jacob van Cam-
penstr. 59, Amsterdam.
Sunrise Muziek (see Aberbach).
Tierloff Muziekcentrale, Markt 92, Roosendaal.
Tel: 01650-4551.
Trident, Amstel 52, Amsterdam. Contact: Cor Smit.
Trio-Music, Singel 262, Amsterdam. Tel: 020-
238728.
Universal Songs, 801 A. J. Ernststr., Amsterdam-Z.
2. Tel: 421722. M'g'g Dir.: W. Brandsteder;
A&R: C. Koelman Jr.
Van't Hoens Periodieke Pers, 's-Gravendijkwal 165
B, Rotterdam. Tel: 010-252427.
Victoria Muziek, (see Aberbach).
Vita Nuova (Daan van Teeseling), van Broeckhuys-
senstr. 7, Nijmegen. Tel: 08300-23076.
Wed. J. R. Van Rossum, Korte Minnebroederstr. 1-3,
Utrecht.

● importers & exporters

BASART, Houtmankade 20, Amsterdam. Tel: 020-
222192/63209-241260. (SEE ADVERTISEMENT)
BOVEMA Gramophonenhouse, Bronsleeweg 49, Heem-
stede. Tel: 02500-80750. (SEE ADVERTISEMENT)
C N R (Rood), Gevers Deynootplein 40, Scheven-
ingen. Tel: 070-559500. (SEE ADVERTISEMENT)
Cinerec Supraphon-Holland, Vaartweg 14, Hilversum.
Tel: 02950-15353.
Delta, Zijlweg 286, Haarlem. Tel: 02500-17543.

DURECO, 21 Beursstraat, Amsterdam. Tel: 020-
242288. (SEE ADVERTISEMENT)
Disco Dump, PO Box 1769, Blauwburgwal 5,
Amsterdam. Tel: 020-237598. Gen. Mgr.: Ed
vander Rest.
Europese Fono Club, 262 Singel, Amsterdam. Tel:
020-238728.
I F O, 39 Middenweg, Amsterdam. Tel: 020-59625.
Inelco-Holland, A. J. Ernststraat 801, Amsterdam,
Z.2. Tel: 421722.
B. Munnikendam, 18-19 Kromme Waal, Amsterdam.
Tel: 020-246994.
Muzikale Meesterwerken Serie (MMS), Paulus Pot-
terstraat 12, Amsterdam. Tel: 020-734911.
Negram, Zijlweg 286, Haarlem. Tel: 02500-17543;
PHILIPS Phonographic Industries, Gerrit v.d. Veen-
laan 4, Baarn. Tel: 02954-3551. (SEE AD-
VERTISEMENT)
Phonogram L. C., Singel 170-172, Amsterdam. Tel:
020-245588.
Polydor, Piet Heiplein 5, The Hague. Tel: 070-
634955.
Rhythm & Blues Studio, Pieter Langendijkstraat 38,
The Hague 14. Tel: 070-614061.

● supplies & services

MUSIC LICENSING ORGANIZATIONS
Bureau STEMRA, Marius Bauerstr. 30, Amsterdam
17. Tel: 020-156822.
Rhythm & Blues Studio, Pieter Langendijkstraat 38,
The Hague 14. Tel: 070-614061.

PRESSING PLANTS

Argram Phonographic Industry, Nijverheidsweg 34,
Haarlem.
C N R (Rood), Gevers Deynootplein 40, Scheven-
ingen. (SEE ADVERTISEMENT)
Fugram Phonographic Industry, Noorderduinweg 54,
Zandvoort.

PHILIP Phonographic Industries, Gerrit v.d. Veen-
laan 4, Baarn. (SEE ADVERTISEMENT)

PRINTING PLANTS

Arprint, Stephensonstr. 44, Haarlem.

RECORDING STUDIOS

BOVEMA, L.C. Bleekersvaartweg 45, Heemstede.
(SEE ADVERTISEMENT)
PHILIPS PHONOGRAPHIC INDUSTRIES, Gerrit v.d.
Veenlaan 4, Baarn. (SEE ADVERTISEMENT)

TRADE ORGANIZATIONS

Nederlandse Vereniging van Grammofoonplaten
Detailhandelaren (N.V.G.D.), Nieuwe Binnenweg
132, Rotterdam.
Nederlandse Vereniging voor Grammofoonplaten
Importeurs en Fabrikanten (N.V.G.I.), Singel
170-172, Amsterdam.

NETHERLANDS ANTILLES

Population (including islands of Aruba, Bonaire,
Curacao, Saba, St. Eustatius and part of St.
Martin): 199,607.
Official rate of exchange: \$1 (US) = 1.89 gulden.
Records imported from US (factory value): 1964-
\$56,161.
Jukeboxes: 110, approx. (Aruba).

YOUR MAN IN AMSTERDAM-HOLLAND

is looking after your interests and is ready to *promote* and *plug* your material.
Our specialty is obtaining local cover records with prominent Dutch artists.

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MANAGER: Wim van Vught Phones: 18 63 24 — 18 63 25

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KASSNER ALTONA

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SCHALSTONE**
*Music Publishers
Recording
Productions*
PRESIDENT: JAN VAN SCHALKWIJK
MELODY HOUSE - HEEMSTED
HOLLAND
PHONE 81445
PHONE STUDIO
83654

BASART

in
BENELUX

The Number One
publisher!

Leidsegracht 11,
Amsterdam -C.

Radio stations: Radio Curon, Curacao; Radio Caribe, Curacao; Radio Hoyer, Curacao; Radio Kelkboom, Aruba; Radio Voz di Aruba, Albert M. Arends, Prop., PO Box 19, Aruba.

Dutch, English, Spanish and Papiamentu (a unique blend of four languages) are spoken in these islands. Therefore the taste in recorded music can also be quite varied.

A big promotion, in connection with the recent decision of the US Government to expand exports, will no doubt improve importation of records by the Netherlands Antilles. The Government of the Commonwealth of Puerto Rico (less than two hours by plane to Aruba-Curacao) is also planning a number of ways to greatly facilitate exports from Puerto Rico to both Aruba and Curacao.

Many of the products, records included, produced by Government-sponsored factories in Puerto Rico find easy markets in the Netherlands Antilles.

● dealers and importers

Benar Sales, PO Box 600, Curacao. (Also juke operators & dealers).

A. R. Capello, Bredestraat 35, Curacao.

Chez Gomez, Bredestraat 33A, Curacao.

Angel H. Job, PO Box 367, Curacao.

Music & Sport Store, PO Box 462, Curacao.

Neme Import-Export, PO Box 11, Aruba.

Boekhandel Salas, PO Box 44, Curacao.

Valen Gift Shop, Main St., Aruba.

NEW ZEALAND

Population: 2,611,020.

Official rate of exchange: \$1 (US) = 7.25 shillings.

Per capita income: \$2,355 annually.

Records sold domestically: 1965—2,871,000 units, \$9,842,000; 1964—2,880,000 units, \$9,894,000; 1963—2,881,000 units, \$9,643,000.

Records imported & exported from US: Figures unobtainable.

Records imported from countries other than US: Factory value—\$90,445, retail value—\$160,992.

Records exported to countries other than US: Factory value—\$56,108; retail value—\$110,811.

Records manufactured for domestic & export sale: LP's—1,260,000 units; EP's—291,000 units; Singles—1,591,000 units.

Average retail price: LP's—\$5.44; EP's—\$1.86; Singles—\$1.35.

Stereo sales: 27% of total sales.

Record club sales: 23-25% of total sales.

Discounting: Rare.

Type of record distribution: Mainly manufacturer to wholesaler to retailer, but there is considerable amount of manufacturer to record club for members.

Number of jukeboxes: 285.

Radio stations: The New Zealand Broadcasting Corp. (NZBC)—a financially self-supporting statutory body controlling both sound and television broadcasting in New Zealand—is one of the largest advertising bodies in New Zealand and, like any other large trading organization, pays income tax on its commercial activities. The NZBC operates throughout the country 42 medium-wave stations which broadcast commercial, semi-commercial and non-commercial programs. There is only one privately owned station in New Zealand and this is subsidized by the Corporation. The Corporation's two short-wave transmitters broadcast non-commercial programs to the Pacific Islands, the Ross Dependency and Australia.

Television stations: The NZBC operates four main television stations—at Auckland (AKTV-2), Wellington (WNTV-1), Christchurch (CHTV-3) and Dunedin (DNTV-2). Each broadcasts for a total of 50 hours a week, during the evenings and on Saturday and Sunday afternoons. There are no privately owned television stations in New Zealand. The Corporation is the sole purchasing authority of television programs and there are no program contractors involved in the commercial transmissions. It also runs six television repeater stations which relay the programs of the nearest main station to viewers in regions farther afield. Several more stations are planned as part of the NZBC's plan to develop television coverage over the whole country. Viewers in many regions so far not covered by NZBC transmitting equipment are served by smaller transmitters owned and operated by private societies under license from and subsidized by the Corporation.

Important regulations: All records sold in New Zealand irrespective of origin bear sales tax; sales tax is levied at 20% of wholesale (distributor) value. Gramophone records, magnetic re-

cordings of sound or other phenomena, matrices for production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips, and like articles of a kind commonly used for magnetic recording, blank tapes and recorded discs, are all subject to import licensing. Licenses for the 1965-1966 licensing period are based on 100% for 1964 of licenses issued. Import licenses issued for 1964 amounted to 78,613 NZ pounds. Import duty is charged on the basis of current domestic value. No duty is incurred under the British Preferential Tariff; a duty of 20% is applied to the import from countries entitled to M.F.N. (most favored nation) treatment, while imports from other sources incur a duty of 30%.

J. P. Monaghan

● record manufacturers

Action (see New Zealand Musical Inds.).

Fusion (see New Zealand Musical Inds.).

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3.

H M V, PO Box 296, 162-172 Wakefield St., Wellington C.I. Tel: 54.89D. Cable: Gramophone. Sales: E. B. Feasey.

Label: HMV.

This company represents: Ad-Lib, Beltone, Capitol, Columbia (England), Contemporary, Decca (England), Diamond, Disneyland, Dalton, Dore, Dunes, East West, Eclipse, Epic, Era, Essex, Fantasy, Felsted, Freedom, Fury, GNP Crescendo, Genius, Gold-Tone, Guaranteed, Gulf, Guyden, Hamilton, Hi, Hickory, Imperial, Jackpot, Jamie, Jubilee, Judd, Laurie, Leader, Liberty, MGM, Medallion, Media, Metronome, Monument, Nashboro, National Rec'g, One-Derful, Pacific Jazz, Parlophone, Philips Int'l, Plaza, Past, Ray, Romac, Roost, Santo, Sar, Scarlet, Seville, Shar-dee, Shell, Somerset, Spark, Specialty, Star, Sue, Swan, Till, Trend, Trey, Todd, Unison, Viscount, Vista, Warner Bros., Warrior, Worldwide, XYZ.

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Labels: Tala, Mark, Minex. This company represents: Singspiration, Zonder-van.

Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.I. Tel: 65.433. Cable: Mandisco. Mgr.: Austin Hadler; Sales: H. Hughes. Branches: PO Box 8753, Auckland. Tel: 16.123—PO Box 6454, Wellington. Tel: 52.405.

Label: Spin-O-Rama.

This company represents: (Crown USA), Diplo-mat (USA), Peter Pan (USA).

New Zealand Musical Inds., CPO Box 2144, Christchurch. Music Dir.: James R. Tomlin; Int'l Dir.: Paul M. Marks; Int'l: Rod Spence & David Foster. Label: Action.

Peak, Box 1757, 76 Chester St., Christchurch. Tel: 65-982. Cable: HITDISC. Mg'g Dir.: Jack Urlwin; Promo. Mgr.: Jacqueline Clegg. Label: Peak.

This company represents: Artone (Holland), Bel-laire (USA), Centaur (USA), Circa (USA), Clar-idge (USA), Columbia (USA), Delta (USA), Don Ray (USA), Downey (USA), Durium (Italy), Ember (England), Epic (USA), Ford (USA), GTA (Italy), Joda (USA), Kent (USA), King (USA), Lee Magid (USA), Modern (USA), North Lake Prod'ns (USA), CBS/Oriole (England), Okeh (USA) Prestige (USA), Prima Magnagrove (USA), Saga (USA), So Deska (USA), Turicaphon (Switzerland).

Philips, PD Box 3517, Philips House, 181-195 Wakefield St., Wellington, C.3. Tel: 57.250. Cable: Argenta. Gen. Mgr.: G. Broughton; A&R & Sales: W. Morton. Label: Philips.

This company represents: Blue Note (USA), CBS (USA), Caedmon (USA), Fontana (Holland), Kapp (USA), Kapp-Medallion (USA), Mercury (USA), Musicor (USA), Pacific Jazz (USA), Philips (Holland), Polydor (Germany), Van-guard (USA), World Pacific (USA).

Pye, PO Box 2839, Auckland. Tel: 21.949. Cable: Pyrad. Label: Pye.

This company represents: Goldengroove, Pye (England).

Radio Corp. of New Zealand, PO Box 696, Wellington. Tel: 55.020.

Branch: PO Box 3044, NIMU Bldg., Chancery St., Auckland, C.I. Tel: 21-949. Cable: MARK-SLIM.

This company represents: RCA Victor (USA), RCA Camden (USA).

Salem, 7 Clifton Terr., Wellington. Tel: 42412. Cable: SALEMCO. Dir.: Peter Caithness, Dennis Bailey & Charles Harley.

Labels: Academy of Dancing, Armar, Astor, Carinia, Go, Repeat, Royal, Salem, Spin.

Viking/La Gloria, PO Box 1431, Wellington. Tel: 52.319. Cable: Viking. Mg'g Dir.: Murdock Riley; Int'l: Ron Dalton.

This company represents: Backbeat (USA), Briar (USA), Cadet (USA), Cameo (USA), Checker (USA), Duke (USA), Elektra (USA), Meazzi (Italy), PPX (USA), Palette (Belgium), Parkway (USA), Peacock (USA), Quality (Canada), Reprise (USA), CN Rood (Holland), Roulette, (USA), Schofield Prod'ns (England), Tahiti (Tahiti), Tartan (Canada), Waverly (Scotland). Int'l representatives: Australia (Viking), Canada (Quality), England (EMI), France (EMI), South Africa (Troubadour).

● music publishers

J. Albert & Sons, 2-4 Willis St., Wellington.

Charles Begg, PO Box 889, 19-21 Manners St., Wellington.

Bell-Cast, c/o HMV, Hutt Rd., Lower Hutt.

Chappell, 39 Lower Cuba St., Wellington.

Seven Seas, 57 Tory St., Wellington.

Southern, 12 Security Bldg., 198 Queen St., Auckland. Tel: 23-851. Cable: Southmusic.

● independent record producers

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Maverick Ent's, New Zealand, Box 1837, Auckland. Exec. Prod'r: Antonio Santa Maria-Fernandez; Asst. Prod'rs: John Bridson & Eidon H. Hatfield.

● record wholesalers

RECORD DISTRIBUTORS

Allied Int'l, PO Box 3043, Auckland, C.I. Tel: 21.949. Cable: Groove. Contact: Mr. Pulham.

This company distributes: United Artists (USA), Verve (USA).

Astor Rec. T.V. Studios, Grafton Rd., Auckland.

Delta Trading, PO Box 1617, Wellington. Tel: 43.388. Cable: Pickup. Contact: Mr. Irwin.

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3. Tel: 73.173. Contact: Mr. Greene.

H M V, PO Box 296, Wellington. Tel: 54.890. Cable: Gramophone. Contact: Mr. Smith.

Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.I. Tel: 65.433. Cable: Mandisco. Mgr.: A. Hadler; Sales: H. Hughes. Branches: PO Box 8735, Auckland. Tel: 16.123—PO Box 6454, Wellington. Tel: 52.405.

This company distributes: Blue Note, CBS, Crown, Ember, ERW, Fontana, Kapp, King, Kingsway, Mercury, Octagon, Peak, Peter Pan, Philips, Polydor, Riverside, Robbins, Spin-O-Rama, Word.

New Zealand Musical Inds., CPO Box 2144, Christchurch. Music Dir.: James R. Tomlin; Int'l: Rod Spence.

Philips, PO Box 3517, Wellington. Tel: 57.250. Cable: Argenta. Contact: Mr. Broughton.

Radio Corp. of New Zealand, PO Box 696, Wellington. Tel: 55.020.

Record Dist'g Co. of New Zealand, PO Box 86, 377 Oxford St., Levin. Dir.: W. L. Clark.

Labels: Mark, Minex, Tala, Singspiration, Zonder-van.

A.H. & A.W. Reed, PD Box 6002, Te Aro, Wellington. Tel: 57.900. Contact: Mr. Vercoe.

Sacred, PO Box 275, Levin. Tel: 1423. Cable: Sacreds. Contact: Mr. Harris.

Stebbing, 7 Saratoga Ave., Herne Bay, Auckland, W.I. Tel: 12.426. Contact: E. C. Stebbing.

Viking, PO Box 1431, Wellington. Tel: 51.090. Cable: Viking. Contact: Ron Dalton.

G. A. Wooler, PO Box 2167, Auckland. Tel: 21.949. Cable: Fivestar.

This company distributes: ABC-Paramount (USA), Brunswick (USA), Coral (USA), Decca (USA) through Australia, Festival (Australia, including Leedon, Command), Vox (USA).

IMPORTERS & EXPORTERS

Allied Int'l, PO Box 3043, Auckland.

Gem, 12-14 Kitchener St., Auckland.

H M V, PO Box 296, Wellington.

La Gloria, PO Box 3534, 12 O'Connell St., Auckland. Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.I.

Peak, PO Box 1757, Christchurch.

Philips, PO Box 3517, Wellington.

Pye, PD Box 2839, Auckland.



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Radio Corp. of New Zealand, PO Box 696, Wellington.

Viking, PO Box 1431, Wellington.
G. A. Wooler, PO Box 2167, Auckland.
World, Farish St., Wellington.

● supplies & services

JACKET MANUFACTURER

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

MUSIC LICENSING ORGANIZATIONS

Australian Performing Rights Assn, Ltd, Conference Chambers, Corner Wakefield & Farish Sts., Wellington.

Attorneys & Trustees for Composers & Authors & Publishers of Music.

PRESSING PLANTS

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3.
Branch: 72 Surrey Crescent, Auckland.

H M V, PO Box 296, Hutt Rd., Lower Hutt, Wellington, C1.

Radio Corp. of New Zealand, PO Box 696, Paeroa, Wellington.

PROMOTION & PUBLICITY

New Zealand Musical Inds., CPO Box 2144, Christchurch.

RECORD CLUBS

Gem, 12-14 Kitchener St., Auckland.
Philips, PO Box 3517, Wellington.
World, Farish St., Wellington.

RECORDING STUDIOS

Astor, 48 Shortland St., Auckland.
H M V, PO Box 296, Wellington.
Levin, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

New Zealand Musical Inds., CPO Box 2144, Christchurch.

Stebbing, 7 Saratoga Ave., Herne Bay, Auckland, W.1.

TRADE ORGANIZATIONS

N.Z. Federation of the Phonographic Industry, PO Box 2885, Wellington.

N.Z. Radio & Television Manufacturers' Federation, PO Box 1605, Wellington.

NICARAGUA

Population: 1,597,000.

Official rate of exchange: \$1 (US) = 7 cordobas.
Records imported from US (factory value): 1964—\$33,141; 1963—\$32,700; 1962—\$30,100; 1961—\$26,200.

● record manufacturers

Miguel G. Hernandez, 5a Calle S.E. 504, Managua. Tel: 2038.

● importers & exporters

Elias Argenal, Apartado No. 555, Managua.
Discolandia, Ave. Roosevelt 110, Aptdo. 24, Managua. Tel: 3596 & 71530. Contact: Edmund Tefel.

Discos (Central America), Aptdo. 749, Managua. Tel: 20-35. Cable: DISCOSA. Pres.: William Arguello; Sales Mgr.: Juan J. Mourra.

Discoteca Universal, Calle 15 de Sept. 301, Managua. Contact: Jaime Argenal.

Miguel G. Hernandez, 5a Calle S.E. 504, Managua. Tel: 2038.

Solorzano Villa Pereira Comercial, Aptdo. 481, Managua. Tel: 3501/2/3. Mgr.: Enrique Vanegas.

NIGERIA

Population: 55,653,821.

Official rate of exchange: \$2.80 (US)=1 pound sterling.

Records imported from US (factory value): 1964—\$10,554.

● record manufacturers

E M I, 44-46 Queen Elizabeth Way, Jos. Tel: 2094.
Cable: EMITRON. Mg'g Dir.: P.S. Homewood.
Labels: Columbia, HMV, Parlophone.
This company represents: All EMI labels available to Nigeria.
Philips, PO Box 2997, Lagos.

NORWAY

Population: 3,700,000.

Official rate of exchange: \$1 (US) = 7.15 Norwegian kroner.

Pep capita income: \$900 (US).

Records sold domestically: 1965—2,427,000 units, \$2.5 million; 1964—2,140,000 units, \$2 million; 1963—1,878,000 units, \$1.7 million.

Records imported from US Factory value—\$10,000; retail value—\$85,000.

Records imported from countries other than US: Factory value—\$300,000; retail value—\$2.1 million.

Records manufactured for domestic & export sale: LP's—150,000 units, \$65,000; EP's—380,000 units, \$90,000; Singles—1.5 million units, \$210,000.

Average retail price: LP's—\$4.50, EP's—\$2, Singles—\$1.

Stereo sales: 55% of total sales.

Record club sales: 12% of total sales.

Type of record distribution: Manufacturer to retailer—90%; manufacturer to consumer—10%.

Number of jukeboxes: 800.

Radio stations: 1 government network.

Television stations: 1 government network operating 2 hours per day. Borre Bentsen

● record manufacturers

Ansgar, Møllergaten 26, Oslo 1. Tel: 420747. Dir.: T. Torgussen.

ARNE BENDIKSEN, Osterdalsveien 1, Oslo 6. Tel: 676790. Cable: Bendiksmusic. Dir. & A&R: Arne Bendiksen; Sales & Mktg.: Borre Berntsen; Promo. & Pub.: Eli Thorsen.

Label: Triola.

This company represents: Argo (USA), Bel Air (France), Blue Note (USA), Candid (USA), Cash Prod'ns (USA), Checker (USA), Chess (USA), Colpix (USA), Debut (USA), Dimension (USA), Dot (USA), Elite Special (Germany), Ember (England), Epic (USA), Funkler, Gazell (Sweden), Hickory (USA), Joy (USA), Kapp (USA), Knappupp (Sweden), Loma, MK (USSR), Megafon (Sweden), Omega, Palette (Belgium, USA), Prima, Red Bird (USA), Reprise (USA), Ri-Fi (Italy), Roulette (USA), Scandisc (Sweden), Show, Sonet (Denmark, Sweden, USA), Specialty, Storyville (Denmark), Sue (USA), Symbol, Tempo (Germany), Tiger, Tip, Transatlantic (England), Triola (Denmark, Sweden), Vogue (France), Vox (France), Warner Bros. (USA).

Int'l representatives: Denmark (Triola), Sweden (Triola), USA (Reprise, Warner Bros.). (SEE ADVERTISEMENT)

Jorg Ellertsen, Jernbanetorget 4, Oslo 1. Tel: 412609. Top Exec.: Jorg-Fr. Ellertsen; A&R: Ivar Thorstensen.

Labels: Troll, Kristne Toner (religious).

This company represents: Crescendo (USA).

Eurotron, Prinsensgate 5, Oslo 1. Tel: 411805. Cable: Eurotron. Top Exec.: Erwin J. Kast.

This company represents: Allegro (England), Discos (Denmark), Fidelio (England), Fidelity (England), Forum (USA), Jaro (Sweden), Metro (USA), Society (England), Starday (USA), Tempo (Germany).

Filadelfia, St. Olavsgate 24, Oslo 1. Tel: 336127. Top Exec.: M. Ruud.

Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 413867 & 413960. Cable: Planoreflex. Top Exec.: Hans Ro; A&R & Pub.: Rolf Syversen; Sales: Rolf Ruud.

Labels: Columbia, Odeon, HMV.

This company represents: Capitol (USA), Columbia (England), Electrola (Germany), HMV (England, Germany), Imperial (Germany), Liberty (USA), MGM (USA), Metrojazz (USA), Odeon (Denmark, France, Germany, Sweden), Parlophone (England), Pathe (France), Regal (England), Stateside (England), Svensk-American (Sweden), Tamla-Motown (USA).

Kaare Korneliusen, Mjondalen. Tel: 848271 & 848722 (also when telephoned from Oslo). Top Exec.: Kaare Korneliusen.

Label: Aksept.

Manu, Tollbodgaten 12, Oslo 1. Tel: 427212. Top Exec.: Per Gunnar Jensen.
Labels: Manu, Emanuel (religious).

Nera Grammophone Dept., Pilestredet 75 C, Oslo 3. Tel: 461950. Cable: Musica. Top Exec.: Eilif Meyer; A&R & Pub.: John Johanson.
Label: RCA Victor.

This company represents: Camden (USA), Comodore (USA), Cupol (Sweden), Mainstream (USA), Olga (Sweden), RCA (USA), Telefunken (Germany), Telestar (Germany).

Nor-Disc, Rosenborggaten 19, Oslo 3. Tel: 463952. Top Exec.: Totto Johannessen; A&R: Sverre Dahl; Pub.: Kari Neegaard.

Labels: Nor-Disc, Polydor, Decca, Karusell.
This company represents: ABC (USA), Ace of Clubs, Ace of Diamonds, Ace of Hearts (UK), Archiv (Germany), Ariola (Germany), Argo (UK), Atlantic (USA), A&M (USA), Barclay (France), Brunswick (Germany, UK), Command (USA), Decca (UK), DGG (Germany) Elektra (USA), Impulse (USA), Joker (Sweden), Kama Sutra (USA), Karusell (Sweden), London (England), Oiseau Lyre (UK), Metronome (Denmark), None-such (USA), Polydor (Germany), United Artists (USA) Verve (USA), Westminster (USA), Whitehall (USA).

Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 334018. Cable: Nograko. Top Exec.: Odd Knudsen.

Labels: Harmoni, Barneplaten.
This company represents: Diplomat (USA), Embassy (G.B.), Guest Star (USA), Music Minus One (USA), Pickwick (USA).

Norsk Phonogram, Kirkeveien 64, Oslo 3. Tel: 695902. Cable: Phonogram. Top Exec. & A&R: Classical: Haakon Tveten; A&R Pop: Per W. Kilde; Sales & Mktg., Adv., Pub., Promo.: Oivind Lyng-Jorgensen & Erik Roed.

Labels: Philips, Fontana.
This company represents: CBS (USA), Fontana (Holland), Mercury (USA), Philips (Holland), Riverside (USA), Sonora (Sweden), Pye (UK), Amadeo (Austria), Tono (Denmark), Polar (Sweden), Vanguard (USA).

● **music publishers**

ARNE BENDIKSEN, Osterdalsveien 1, Oslo 6. Tel: 676790. (SEE ADVERTISEMENT)

Disco, Pilestredet 75c, Oslo 3. Tel: 461950. Cable: Musica.

Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 412609 & 410961. Dir.: Jorg-Fr. Ellertsen.

Carl M. Iversen, Youngsgaten 1, Oslo. Tel: 413867. Contact: A. Iversen.

Harold Lyche, Kongensgate 2, Oslo. Tel: 413461. Contact: P. Kroemer.

Manu, Tollbodgaten, Oslo. Tel: 427212.

Musikk-Huset, Karl Johansgate 45, Oslo. Tel: 421703. Contact: S. Kielland.

Nor-Disc, Rosenborggaten 19, Oslo 3. Tel: 463952.

Norsk Komponistforenings Internasjonale Musikkbyra, Klingenbergsgaten 5, Oslo. Tel: 421808. Contact: R. Kierulf.

Norsk Musikkforlag, Karl Johansgate 39, Oslo. Tel: 410574. Contact: Backer Groendahl.

● **record clubs**

Cappelens Plateklubb, Kirkegaten 15, Oslo 1. Tel: 413660.

Concert Hall Society, Aslakveien 20, Oslo 7. Tel: 245190.

● **supplies & services**

MUSIC LICENSING ORGANIZATIONS
Tono, Norsk Komponistforenings Internasjonale Musikkbyra.
Klingenbergsgaten 5, Oslo 1. Tel: 421808. Dir.: Knut Tvedt.

PRESSING PLANTS

Heger Plastics, Kjelsasveien 141/143, Oslo 4. Tel: 217217.

Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 334018.

Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.

Radio Industri, Sandakerveien 16, Oslo 4. Tel: 375680.

Ulf Corneliusen, Steinsfjaeringen pr., Honefoss. Tel: (067) 39208.

RECORDING STUDIOS

Roger Arnhoff Lydstudio, St. Olavsgate 26, Oslo 1. Tel: 200923.

Arne Bendiksen, Osterdalsveien 1, Oslo 6. Tel: 676790.

Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 413867.

Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 334018.

TRADE ORGANIZATIONS

Grammofonplategrossistene Forening, (record wholesalers' organization) N. Slottsgate 11, Oslo. Tel: 420993. Contact: Brodrene Johnsen.

Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel: 562295. Dir.: Per Oldeman Isaksen.

Norsk Musikerforbund (Musicians Union), Stortingsgaten 28, Oslo 1. Tel: 425521. Dir.: Sigurd Lonseth.

PAKISTAN

Population: 98,612,000.

Official rate of exchange: \$1 (US) = 4.76 Pakistan rupees.

Records imported from US (factory value): 1964-\$4,667.

● **record manufacturer**

Grammophone Co. of Pakistan, PO Box 451, Mauripur, Karachi 13. Tel: 79149 & 79566. Cable: Jabberment. Mg'g Dir.: W. J. Richmond; Comm. Dir.: Mujib-Ur-Rahman.

This company represents: Capitol (USA), Columbia (England), HMV (England), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (England).

Int'l representatives: Africa (EMI), England (EMI), Middle East (EMI).

PANAMA

Population: 1,245,900.

Official rate of exchange: \$1 (US)=1 balboa.

Per capita income: 1964-\$398.

Records imported from US: \$134,232 (FOB).
Records imported from countries other than US: \$129,818 (FOB).

Records exported: None.
Radio stations: AM-65 commercial; FM-19 commercial.

Import & Export regulations: 12.5% ad-valorem tax on bulk importations.

● **importers**

Ar'elec, Ave. Central y Calle 34, Panama.
Cynos, Ave. Jose Francisco de la Ossa 24-21, Aptdo. 976, Panama.

Dyscolandia, Via Espana y Calle 37, Edificio Espana, Panama.

Almacen Grecha, Ave. Central 18-81, Aptdo. 7344, Panama.

Motta Internacional, PO Box 417, Colon.
This company represents: Philips.
Panama Racio Corp., Plaza 5 de Mayo, Panama. Tel: 2.0880. Gen. Mgr.: Donald Halman.

Radio Centro Panama, Ave. Jose Francisco de la Ossa, Aptdo. 6928, Panama.

Tropelco, Via Espana, Panama. Tel: 3.1285.

PARAGUAY

Population: Latest official estimate-2,000,000.

Official rate of exchange: \$1 (US) = 126 guarani.

Per capita income: \$600 annually.

Number of homes with record players: 15,000.

Average retail price: LP's \$4.65, EP's \$1.65.

Records imported from US: None.

Origin of music (pop): Domestic 50%; Tropical 30%; US and other 20%.

Radio stations: 7 long-wave.

Television station: 1 (Cerro Cora, Channel 9).
Alberto Maravi

● **record manufacturers**


Guarana, Industrias Fonoelectronicas, Antequera 662, Asuncion. Tel: 1241. Gen. Mgr.: Jorge Urdapilleta.

Label: Guarania.

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IN
RADIO — TELEVISION —
MAGAZINE**

FOR PROMOTION AND THE RECORD
BUSINESS IN PERU WRITE:

ALBERTO MARAVI

Horacio Urteaga 1144—Jesús María

Tel.: 36398—Cable: Almadisc
LIMA, PERU

DYNA PRODUCTS, INC.

135-2nd Avenue Corner D.
Aquino Street

Grace Park, Caloocan City,
Philippines

Cable Address: "DYPRO" Manila

Licensee, Manufacturer and Dis-
tributor of E.M.I. Records, Liberty
& Dolton Records, Inc.; Pye Rec-
ords, Ltd., and Dyna Records.

Marpur, Cerro Cora, Casi Tacuari, Asuncion. Tel:
6551. Gen. Mgr.: Marcelino Paredes; Mgr.:
Miguel Benites.

Label: Marpar.

Philips del Paraguay, Casilla Correo 605, Asuncion.

● **music publishers**

Fermata, Estrella 151 altos, Asuncion.

● **recording studio**

Guarania, Antequera 662, Asuncion.

PERU

Population: Latest official estimate—12,000,000.

Official rate of exchange: \$1 (US) = 2.7 sols.

Per capita income: \$672 annually.

Number of homes with record players: 250,000.

Average retail price: LP's \$4.50; EP's \$1.50; Sin-
gles 88 cents.

Records imported from US (factory value): 1965—
\$100,000.

Origin of music (pop): Domestic 55%; Tropical 30%;
US, European and other 15%.

Stereo sales: 20%.

Type of distribution: Manufacturer to retailer, with
a 30% mark-up.

Jukeboxes: 10,000.

Radio stations: (medium wave): 100 plus 3 FM
(Lima: 32 stations, 1 stereo).

TV stations: 12 (Lima: 2, 4, 5, 7, and 9 Channels).

Important regulations: Popular records pay high
duties of approx. \$4 per record. Classical records
may be imported duty-free. Alberto Maravi

● **record manufacturers**

Decibel, Moquegua 182, Of. 306, Lima. Mgr.:
Mauricio Santa María.

Labels: Oecibel, Fermata.

This company represents: A&M (USA), Fermata
(Brazil), Orfeon (Mexico), RGE (Brazil).

Discofom, Moquegua 270, Of. 402, Lima. Tel:
77995. Cable: Discofom. Gen. Mgr.: Alberto
Salaverry.

Label: Discofom.

This company represents: Ducretet-Thomson
(France), Kapp (USA), Les Discophiles Francaises
(France), Fonograma (Venezuela), Pickwick
(USA).

Discos Smith, Parque Chicama 1425, Balconcillo,
Lima. Tel: 32851. Mgr.: Manville Smith.

Label: Smith.

Distribuidora Musical, Paeo Colon 299, Lima. Mgr.:
Alejandro Parodi.

Label: Corona.

This company represents: Quality (Canada),
Vergara (Spain).

Distribuidora Peruana Sudamericana, Jiron Miro
Quesada 309, Of. 210, Lima. Tel: 73624. Cable:

Jososal. Gen. Mgr.: Jose L. Salazar; Mgr.:

Jaime Guzinsky; Sales: Javier L. de Mola.

Label: Disperu.

This company represents: Atco (USA), Atlantic
(USA), Command (USA), Co-Ro (Mexico), Dot
(USA), Gema (USA), Music Hall (Argentina),

Musidisc (Brazil), Nilsen (Brazil), Routlette (USA),

Tico (USA), Vee Jay (USA).

Fabricantes Tecnicos Asociados, PO Box 3662, Km. 6
Autopista Ancon, Lima. Tel: 4701B, 42050.

Cable: FTA. Gen. Mgr.: Nilo Marchant; Sales:

O. Vazquez.

Labels: FTA, Varv-Bo, Gaviota.

This company represents: RCA (Int'l), Ala

Nicky (Argentina), Demon (Chile), Sonolux (Co-

lombia), FTA.

Imperial del Peru, Carabaya 685, Of. 310, Lima.
Tel: 7090B. Mgr.: Eduardo Salazar; Sales:

Oscar Bata.

Label: Imperial.

This company represents: Imperial (Brazil).

Industrial Sono Radio, Av. Republica de Panama
1427, Lima. Tel: 31854. Cable: Sonoradio.

Pres.: Luis A. Aubry; Mgr. and Sales: Carlos

Zavala; A&R: Mario Cavagnaro; Int'l: Carolina

Coloma.

Labels: SonoRadio & Corona.

This company represents: CBS (Int'l), Onix

Ecuador, Ricordi (Italy).

Industrias Electricas y Musicales, Jiron Miro Quesada
260, Of. 610, Lima. Tel: 77399. Cable: Itempa.

Gen. Mgr.: Augusto Sarria; A&R: Eulogio

Molina; Sales: Gilberto Cuevas; Int'l: Nora

Catanzaro.

Label: Odeon.

This company represents: Angel (USA), Capitol

(USA), Discomoda (Venezuela), Itsmo (Nica-
ragua), La Voce del Padrone (Italy), La Voz de
su Amo (Spain), London (England), Musart
(Mexico), Odeon (Argentina, Brazil, Chile), Pathe-
Marconi (France), Reprise (USA), Seeco (USA),
Warner Bros. (USA).

Industrias Fonograficas el Inca, Jiron Miro Quesada
309, Of. 510, Lima. Gen. Mgr.: Jose L. Salazar;
Sales: Jose Hernandez.

Labels: Riko, El Inca.

This company represents: Crescendo (USA),
Hamilton (USA), Paradise (USA).

Perudiscos, Horacio Urteaga 1144, Jesus Maria,
Lima. Tel: 36398. Cable: Almadisc. Gen. Mgr.:

Alberto Maravi.

Label: Doremi.

Philips Peruana, Edificio Philips, Aptdo. 1841, Avda.
Alf. Ugarte 1268, Lima. Mg'g Dir.: Robert E.
Delmas.

Sica Peruana, PO Box 3102, Oroya 224, Lima. Tel:
36371 & 37559. Cable: Sica. Gen. Mgr.: Man-
uel Guerrero; Int'l: Angelica Roman; A&R:

Javier Chaves; Sales: Alfonso Bueno.

Label: Mag.

This company represents: Audio Fidelity (USA),
Alegre (USA), Carisch (Italy), Epic (USA), Fiesta
(USA), Montilla (USA), Panart (USA).

Talia Imdisa, Av. Canada 200, Balconcillo, Lima.
Tel: 46810. Cable: Distalia. Pres.: Gino San-

galli; Sales: Dante Capella.

Label: Talia.

This company represents: Caife (Ecuador), Em-
ber (England), Time (USA), Vogue (France).

Vogue (France).

VIRREY INDUSTRIAS MUSICALES, Av. Mejico 23B,
Balconcillo, Lima. Gen. Mgr.: Polidoro Garcia;

Mgr.: Enrique Brenner; Sales: E. Maluenda;
A&R: Raul del Mar; Int'l: Virginia Canepa.

Label: Virrey.

This company represents: Barclay (France),
Buena Vista (USA), CGD (Italy), Coral (USA),

OGG (Germany), Decca (USA), Disc Jockey
(Argentina), Discos Ecuatorianos (Ecuador), Dis-

cuba (USA), Disneyland (USA), Durium (Italy),
Eco (Mexico), Fuentes (Colombia), Hispavox

(Spain), Kubaney (USA), MGM (USA), Mercury
(USA), Maype (USA), Nuria (USA), Polydor

(Int'l), Philips (Int'l), Peerless (Mexico), Ronde
(Venezuela), Sonus (Venezuela), United Artists

(USA), Verve (USA), Velvet (Venezuela), Zafiro
(Spain). (SEE ADVERTISEMENT)

● **music publishers**

Ediciones Internacionales Perumusica, Moquegua
270, Lima. Cable: Perumusica. Dir.: Ruben

Alberto Salaverry.

Edimusa (Sono. Radio), Av. Republica de Panama
1427, Lima.

Impresora y Editorial Luz (Virrey), Av. Panamericana
3551.

La Rosa Hnos., Cailloma 125, Lima.

Universal (FTA), Km. 6 Autopista Ancon, Lima.

● **music licensing
organizations**

Asociacion Peruana de Autores y Compositores
(APDAYC), Wilson 1112, Lima. Tel: 30954.

Pres.: Pedro Espinel; Mgr.: Hector Sapelli.

● **services & supplies**

PRESSING PLANTS

Discos Smith, Parque Chicama 1427, Balconcillo,
Lima. Tel: 32851.

Fabricantes Tecnicos Asociados, Km. 6 Autopista
Ancon, Lima. Tel: 4701B.

Industrias Electricas y Musicales, Casilla 64. Pro-
longacion San Martin 1247, Lima. Tel: 39139 &
36494.

Sica Peruana, PO Box 3102, Oroya 224, Lima. Tel:
36371 & 37559.

Sono-Radio, Av. Republica de Panama 1427, Lima.
Tel: 31854. (Also plating and processing.)

Virrey Industrias Musicales, Av. Mejico 23B, Bal-
concillo, Lima.

PRINTERS & LITHOGRAPHERS

Sono-Radio, Av. Republica de Panama 1427, Lima.
Tel: 31854. (Also design & artwork, jacket &
label manufacturing.)

PROMOTION & PUBLICITY

Sono-Radio, Av. Republica de Panama 1427, Lima.
Tel: 31854.

RECORDING STUDIOS

I.E.P.S.A., Prolongacion San Martin 1427, Lima.
Tel: 39139.

Mag (Sica), PO Box 3102, Oroya 224, Lima. Tel: 36371 & 37559.
 Sono-Radio, Av. Republica de Panama 1427, Lima. Tel: 31854.
 Virrey, Av. Mejico 238, Balconcillo, Lima.

SHIPPING SERVICES

Sono-Radio, Av. Republica de Panama 1427, Lima. Tel: 31854.

PHILIPPINES

Population: 32,583,000.
 Official rate of exchange: \$1 (US)=3.95 pesos.
 Per capita income: \$46.25.
 Number of homes with record players: 50,088.
 Records sold domestically: 1965-\$184,047; 1964-\$143,614; 1963-\$104,195.
 Records imported from the US (factory value): \$2,340; (retail value): \$2,808.
 Records exported to the US (factory value): \$6,223; (retail value): \$7,467.
 Records imported from countries other than US: None.
 Records exported to countries other than US: None.
 Records manufactured: LP's-\$8,090; EP's-\$650; Singles-\$1,220.
 Stereo sales: 40% of total sales.
 Average retail price per record: LP's-\$3.60; EP's-\$1.25; Singles-50 cents.
 Discounting: Rare.
 Record club sales: None.
 Origin of music on pop records: Domestic-30%; US-70%.
 Type of record distribution: Manufacturer to wholesaler to retailer; rarely from manufacturer to retailer.
 Number of jukeboxes: 6,000 (total in operation); 400 (importation, 1965).
 Radio stations: AM-8 government, 146 commercial (disk jockey & recorded music programs); FM-1 government, 6 commercial (disk jockey & recorded music programs).
 Television stations: 6 commercial channels (canned and live shows).
 Import-export regulations: 30% tax on records.

● **record manufacturers**

Cosdel, PO Box 170, Republic Super Market Bldg., Suites 234-238, Rizal Ave., Manila. Tel: 3-52-07.
 This company represents: Ace, Admiral, Arcede, Ardent, Argo, Bigtop, Bluesville, Candid, Cash, Checker, Chess, Dawn, Dot, Durium, Everest, Folkways, Flat-Git-It, Gallant, Gee, Glove, Horizon, Imperial, K&H, Lee, Moodsville, Prestige, Rama, Reprise, Rhythm, Roost, Roulette, Scepter, Secco, Swingsville, Tico, Vee Jay, Vox, Warner Bros., World Pacific.
 DYNA PRODS., PO Box 4591, 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City. Tel: 4-64-23 & 2-29-74. Cable: DYPRO. Pres.: Albert Tan; VP: James Dy; Gen. Mgr.: Tan Huy Bin; Int'l: Albert Tan & James G. Dy.
 Label: Dyna.
 This company represents: Cadence, Cameo-Parkway, Chancellor, Disneyland, Dolton, Gordy, Liberty, Motown, Parlophone, Pye, Sue, Tamla. (SEE ADVERTISEMENT)
 Filipinas, 131 Del Monte Ave., Quezon City. Tel: 6-27-60. Cable: FILRECO. Pres. & Sales: Manuel Villar.
 This company represents: RCA Victor (USA).
 Home Industries Development, PO Box 34, Republic Super Market Bldg., Suites 234-238, Rizal Ave., Manila. Tel: 3-52-07. Cable: HIDCOR. Pres.: Alfredo M. Lustre.
 This company represents: Brunswick, Coral, Decca, Philips, United Artists.
 Manila Importing (MICO), 667 St., Quiapo, Manila. Tel: 3-82-30. Cable: Mico. Mar., A&R & Int'l: Eusebio Contreñas; Sales: Elena Macaraeg. Label: Mico.
 This company represents: Crown, Kent, Pickwick.
 Mareco, 131 Del Monte Ave., Quezon City. Tel: 7-87-94 & 6-27-60. Cable: VILMARECO. Gen. Mgr. & Int'l: Luis Villar; Sales: Jose Villar.
 Labels: Mabuhay, Villar.
 This company represents: ABC-Paramount, Artone, Atco, Atlantic, Backbeat, CBS, Capitol, Command, Duke, Embassy, Epic, Hispavox, Joy, Kama Sutra, Kapp, Laurie, MGM, Medalion, Musicor, Peacock, Select, Tower, 20th-Fox, Valiant, Verve.

Super, 252 Escolta St., Manila. Tel: 3-85-83 & 3-73-22. Cable: SUPER. Gen. Mgr. & Int'l: Sian Yok Cheng; A&R & Sales: Ignacio Jose.
 This company represents: London, Mercury, Smash.

● **music publishers**

Mareco, 131 Del Monte Ave., Quezon City.

● **supplies & services**

PRESSING PLANTS

Dyna Prods., 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City.
 Hidcor, Republic Super Market Bldg., Suite 234-238, Rizal Ave., Manila. Tel: 3-52-07.
 Mareco, 131 Del Monte Ave., Quezon City. Tel: 7-87-94 & 6-27-60.
 Mico, 667 Sales St., Manila. Tel: 3-82-30.
 Super, 252 Escolta, Manila. Tel: 3-85-83 & 3-73-22.

RECORDING STUDIO

Mareco, Muelle del Banco Nacional, Manila. Tel: 3-11-83 & 4-10-81.

POLAND

Population: 31,000,000.
 Official rate of exchange: \$1 (US) = 24 zloty.
 Records imported from US: \$35,000.
 Records exported to US: \$31,000.

● **record manufacturers**

P. P. Polskie Nagrania, Długa 5, Warsaw. Tel: 313231. Dir.: Pawel Kruk.
 Labels: Muza, Pronit, Veriton.

● **music publishers**

Polskie Wydawnictwa Muzyczne, Al. Krasinskiego 11 a, Krakow. Tel: 252-10. Dir.: M. Tomaszewski.
 Waf Synkopa, Krakowskie Przed. 21, Warsaw. Dir.: St. Kisielewski.

● **importers & exporters**

Ars Polona, Krakowskie Przed. 7, Warsaw. Rec. a, Krakow. Tel: 252-10. Dir.: M. Tomaszewski.

PORTUGAL

Population: 9,140,000.
 Official rate of exchange: \$1 (US)=28.5 escudos.
 Per capita income: \$400 annually.
 Records imported from US (factory value): 1964-\$8,668.
 Records exported to US (factory value): 1964-\$14,111.
 Radio stations: 19.
 Television stations: 1.

● **record manufacturers**

Discos Belter, Avda. Defensores de Chaves 3-2, Lisbon. Tel: 59026. Cable: BELTERDISC. Pres.: Cassiano Goncalves de Azevedo; Dir.: C. Goncalves de Azevedo; Gen. Prof. Mgr.: Mello Pereira.
 Branch: Entreparedes 74, Porto. Tel: 25859. Cable: BELTERDISC.
 This company represents: ACM (Great Britain), Atco (USA), Atlantic (USA), Belter (Argentina & Spain), CNR (Holland), Cantagallo (Germany), Carosello-Curci (Italy), MRC (Italy), Meazzi (Italy), Metronome (Denmark, Germany, Sweden, USA), Palette (Belgium), Ri-Fi (Italy), Serfaty (Venezuela), Vox (USA).
 Valentim de Carvalho, Rua Nova do Almada, 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Exec. Dirs.: Dr. M. Graca B. Carvalho & Rui Valentim Carvalho; A&R Pop: Merio Martins; A&R Classical: Julio Cunha; Sales & Mktg. Mgr.: Abelha dos Santos; Pub. Mgr.: Helder Pereira; Adv. Mgr.: M. Virgínia Posal Domingues; Promo. Mgr.: J. Belchior Viegas.
 Labels: Columbia, Capitol, Decca, HMV, London, Liberty, Odeon, Parlophone, Pathe, Stateside.
 Int'l representative: EMI (England).
 Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon. Tel: 683120. Cable: PHILAMP. Admin.: J.J. Van de Panne; A&R, Sales &

Mktg. & Promo.: Antonio Manuel Coelho Ribeiro; Pub. & Adv.: Joaquim Rodrigues Faisca.
 This company represents: Archiv (Germany), Chave (Portugal), Critere, Cycnus (France), DGG (Germany), Fontana (World-Wide), Jolly (Italy), Kama Sutra (USA), Mercury (USA), Music (Italy), Octave (USA), Philips (Int'l), Polydor (Germany & France), Riverside (USA), Sinter (Brazil), Scepter (USA), Stella (Italy), Tecla (Portugal).
 Int'l representatives: Associates and branches of Philips.

Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445.
 Labels: Alvorada, Melodia.

This company represents: Amadeo (Austria), Barclay (France), Bel-Air (France), Chantecler (Brazil), CBS (Int'l), Carisch (Italy), Carioca (Brazil), CGD (Italy), Continental (Brazil), Copacabana (Brazil), Ducretet-Thomson (France), Epic (USA), Erato (France), Festival (France), Hickory (USA), Hispavox (Spain), King (Japan), Musicor (USA), Oriole (England), Peerless (Mexico), Style (Italy), Venevox (Venezuela), Gamma, S.A. (Mexico), United Artists (USA).

Tecla, R. Tristao Vaz 20-3, Lisbon. Tel: 613028.
 Telectra Empress Tecnica, R. Rodrigo de Fonseca 103, Lisbon.

● **music publishers**

Valentim de Carvalho, Rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Pres.: Dr. M. Graca B. Carvalho; Gen. Mgr.: Antero Pita.
 Costa Pinto, R. Tristao Vaz 20-3, Lisbon. Tel: 613028. Pres.: Jorge Costa Pinto.
 Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel: 21445.
 S E C T P, Avenida Duque, De Louie 111, Lisbon 1.

● **importers & exporters**

Philips Portuguesa, R. Joaquim Antonio de Aguiar 66, Lisbon 1.
 Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445.
 Telectra, R. Rodrigo de Fonesca 103, Lisbon.
 Arnaldo Teindade, Rua de Santa Catarina 117, Porto.

● **supplies & services**

PRESSING PLANTS

Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445.

PUERTO RICO

Population: 2,644,000.
 Currency: Same as US.
 Per capita income: \$900.
 Number of homes with record players: 75% in San Juan area, 30-50% elsewhere.
 Records sold domestically: 1965-\$2,500,000; 1964-\$2,100,000; 1963-\$2,000,000.
 Records imported from US (factory value): \$1,785,809.
 Records exported to countries other than US: To US Virgin Islands-\$68,652 (approx.); others-\$35,234.
 Average retail price per record: LP's-\$2.75; EP's \$1.50; Singles-85 cents.
 Stereo sales: 15% of total sales.
 Discounting (Retail sales below list price): Frequent.
 Record club sales: 15% of total sales.
 Type of record distribution: Manufacturer to wholesaler to retailer; manufacturer to consumer through record clubs.
 Number of jukeboxes: 10,000.
 Radio stations: 48 AM-2 government, 44 commercial, 2 armed forces; 8 FM-2 government, 6 commercial. 80% of all radio programming is made up of recorded music with disk jockey. Live programming 12 noon to 2 p.m.
 Television stations: 7 channels-2 government, 5 commercial. Live programming includes soap operas in Spanish, noontime spot, three variety shows. Taped programs such as "Bonanza" and "Bronco" dubbed in Spanish. There are 350,000 TV sets covering roughly one-third of the island population.
 Important regulations: Since Puerto Rico is governed by the same regulations that apply to the U.S., there is no custom duty or local tax on records coming from U.S. On records coming from foreign sources, the federal custom rate of about 15% ad valorem applies. Parcel Post ship-

continued

ments: Records can be shipped from any point in the U.S. to Puerto Rico, under the classification "Special fourth class rate—Sound recordings" and at the same rates that apply Stateside. Postage rates and currency are the same in Puerto Rico as Stateside. Many Stateside banks have branch offices here. Likewise, many Puerto Rican banks have branches in New York City. Checks drawn by firms or individuals on Puerto Rican banks, clear through Stateside banks without any charges or red tape.

Antonio Contreras

● record manufacturers

LOCAL MANUFACTURERS

- Alcazar, PO Box 292, San Juan. Pres.: Arturo Somohano.
- Balseiro, PO Box 4805, San Juan. Tel: 785-2072. Pres.: J. R. Balseiro.
- Borinquen, 606 Cerra St., Santurce. Tel: 724-4964. Pres.: Dario Gonzalez.
- Dilo, 655 Ponce de Leon Ave., Hato Rey. Tel: 766-511B. Pres.: Charles Tarrab.
- Fragoso (Casa), PO Box 2774, San Juan. Tel: 723-0505. Pres.: Iino Fragoso.
- Fuentes-Montilla (Ultra Recs.), 1859 Fernandez Juncos Ave. Tel: 725-1140. Pres.: Oscar Rodriguez.
- Gema, 154 Tres Hermanos St., Santurce. Tel: 723-7187. Pres.: Rafael Alvarez Guedes.
- Jenny, L-13 Ext. Los Angeles, Isla Verde. Tel: 791-1604. Pres.: A. L. Pizarro.
- Marilu, 2020 Espana St., Santurce. Tel: 722-3441. Pres.: Antonio Contreras.
- Marvela, PO Box 2027, San Juan. Tel: 722-5171. Pres.: J. C. Julia.
- Musart, 264-A Ave. Central, University Gardens, Rio Piedras. Zip: 0092B. Rep.: Ernesto Lopez.
- RCA Victor, PO Box 2625, Rio Piedras. Zip: 0092B. Tel: 767-0027. Pres.: Carlos Ron.
- Rico-Vox, 607 Lloveras St., Santurce. Tel: 724-0486. Pres.: B. Herger.
- Riney, Calle Caceres 30B, Urb. Valencia, Rio Piedras. Tel: 767-63B1. Pres.: Ney Rivera.
- Showtime, PO Box 12124, Santurce. Tel: 722-6429. Pres.: C. Harman.

NEW YORK MANUFACTURERS FOR PUERTO RICAN SALE

- America, 151 E. 116 St., New York, N. Y.
- Ansonia, 922 Columbus Ave., New York, N. Y.
- Gema, 693 10 Ave., New York, N. Y.
- Miami, 643 10 Ave., New York, N. Y.
- Panart, 324 W. 49 St., New York, N. Y.
- Remo, 664 10 Ave., New York, N. Y.
- Rival, 151 E. 116 St., New York, N. Y.
- S M C, 319 W. 4B St., New York, N. Y.
- Seeco, 39 W. 60 St., New York, N. Y.
- Spanoramic, 106 Rivington St., New York, N. Y.
- Suaritos, 155 E. 116 St., New York, N. Y.
- Tropical, 39 W. 60 St., New York, N. Y.

● music importers

- Bazar Andreu, 157 Tetuan St., San Juan.
- Giusti, 202 Fortalexa St., San Juan.
- Mendez Music, 1460 Ponce de Leon Ave., Santurce.
- Peer Int'l, PO Box 10192, Edificio Banco de Ponce, Ponce de Leon Ave. 1250, Oficina 705, Santurce. Tel: 725-2380. Cable: SOUTHMUSIC.

● record distributors

- Antonio Contreras, 2020 Espana St., Santurce.
- Labels: Bronjo, Dot, Kapp, Seeco, Tropical.
- Casa Fragoso, PO Box 2774, San Juan.
- Labels: Audio Fidelity, Billo, Fonograma.
- Discorico, 653 Carrion Maduro St., Santurce.
- Labels: Belter, Kubaney, Kristal, Zafiro.
- Distribuidora Nacional, 606 Cerra St., Santurce.
- Labels: Liberty, Roulette, Tico, Velvet.
- Island Tours, 607 Lloveras St., Stop 21. Promo.: Bernardo Herger.
- Kelvinator Sales, 1193 Ponce de Leon, Rio Piedras. Tel: 767-5265. Cable: ELREF. Gen Mgr.: Carlos Rom; Rec. Mgr.: Ignacio Mena.
- Mariel, 604 Cerra St., Santurce.
- Label: Spanoramic.
- Splendid, PO Box 4568, San Juan.
- Ultra Recs., 1859 Fernandez Juncos Ave., Santurce.
- Labels: CBS, Fuentes, Montilla.
- J. Martinez Vela, PO Box 2027, San Juan.
- Labels: Command, EMI, MGM, Reprise, UA, Verve, Warner Bros., Peerless (Mexico), Zeida (Colombia).

● services & supplies

MUSIC LICENSING ASSOCIATIONS

Peer Int'l, PO Box 10192, Santurce.
SPACEM (ASCAP), 1105 Ponce de Leon Ave., Santurce.

PRESSING PLANTS

Master Rec. Syndicate, PO Box 2B56, Rio Piedras. Montilla, Canovanas.
Puerto Rico Recs., PO Box 2027, San Juan.
San Juan Recs., 911 Refugio St., Santurce.

RECORDING & TAPE DUP. STUDIOS

Avilea, 401 Ponce de Leon Ave., Santurce.
Montilla, Canovanas.
Ochoa, 1105 Fernandez Juncos Ave., Santurce.
Puerto Rico, PO Box 2027, San Juan.
Soni-Lab, 1679 Ponce de Leon Ave., Santurce.

TRADE ORGANIZATIONS

Federation of Musicians, Local 46B, 255 Canal St., Santurce.
Music Assocs., 1705 Loiza St., Santurce.

SINGAPORE

Population: 1960 estimate-1,600,000; latest official estimate-1,864,900.
Official rate of exchange: \$1 (US) = \$3 Malaysian (approx.).
Over-all income: \$2,980,000,000.
Per capita income: \$1,500 annually (average).
Number of homes with record players: 160,000.
Records imported from the US (factory value): \$261,862 (US); (retail value): \$527,391 (US).
Records imported from countries other than the US (factory value): \$1,202,735 (US); (retail value): \$2,072,473 (US).
Records exported to countries other than the US (factory value): \$972,461 (US); (retail value): \$1,884,922 (US).
Average retail price per record: LP's: \$3.50 (US); EP's: \$1.25 (US); Singles: 65 cents (US).
Discounting: Frequent.
Stereo sales: 70% of total sales.
Type of record distribution: Manufacturer to wholesaler to retailer; rarely manufacturer to retailer.
Number of jukeboxes: None (prohibited by government).

Radio stations: AM: One government-owned station which broadcasts in four languages—English, Malay, Chinese and Tamil—from 6 a.m. to 12 midnight daily, on both the Medium Wave Band and the Short Wave Band. Transmissions are over four channels and the total number of hours over the air average 504 hours per week, of which approximately 251 are occupied by commercials in the four language streams. About 50% of the remainder of the programming is devoted to entertainment, of which recorded music, disk jockey and recorded plays comprise about 70% of the daily programming. Rediffusion, Ltd., broadcasts a wired service, mainly commercials and entertainment programs.

Television stations: FM: One government-owned television station transmitting daily on two channels from 6 p.m. to 11:30 p.m. (earlier start on holidays). The total number of hours over the air average 75 hours per week with extra five hours on holidays. All broadcasts are in four languages—English, Malay, Chinese and Tamil. Commercials take up about 20% of broadcasting time.

Important record import-export regulations: No tax on all imports or exports. Imports intended for Malaysia are liable to 25% tax on arrival at any center in Malaysia, whether opened or unopened in Singapore.

Wally Chan

● record manufacturers

- Borneo, 71 Robinson Rd., Singapore 1. Tel: 761B1. Cable: Borneo.
- Gramophone, 302 Orchard Rd., Singapore 9. Tel: 32003.
- Hup Hup, 232 Serangoon Rd., Singapore B. Tel: 31B73.
- William Jacks, PO Box 2150, Clemenceau House, Clemenceau Ave., Singapore 9. Tel: 26470. Cable: Expanded.

● importers & exporters

- Borneo, 71 Robinson Rd., Singapore 1. Tel: 761B1. Cable: Borneo.

This company represents: Capitol (USA), Columbia (USA), MGM (USA), Parlophone (USA), EMI (England), HMV (England), Pathe (France & Hong Kong), Angel (India).

Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel: 74144. Mgr.: T. Quek.

This company represents: Liberty (USA).

Cosdel, 50-E Armenian St., Will's Clinic, 2nd Floor. Singapore 6. Tel: 35047. Mg'g Dir.: S. P. Sim. Cable: Cosdel.

This company represents: Pye (England), Dot (USA), Motown (USA), Tamla (USA), Gordy (USA), Roulette (USA), Hamilton (USA), Chess (USA), Checker (USA), Argo (USA), Hickory (USA), Ember (England).

Cycle & Carriage, PO Box 142, 41-43 Orchard Rd., Singapore 9. Tel: 393B1. Cable: Cyclecarri. Gen. Mgr.: Chuna Boon Peng.

This company represents: Polydor (Int'l).

Decca, E-6 MacDonald House, Orchard Rd., Singapore 9. Tel: 20537. Mgr.: D. J. Coupland. This company represents: Decca (England), London (England), Ace of Clubs (England), Ace of Diamonds (England), Argo (England).

Diamond Music, 7 Jalan Kayu Manis, Mt. Elizabeth, Singapore 9. Tel: 39636.

This company represents: Diamond (Hong Kong).

Ee Thye, 72-A Chulia St., Singapore 1. Tel: 9261B. Cable: Eethyco. Sole prop.: Tay Tian Song.

Edward Eu, 1 Orchard Rd., Singapore 9. Tel: 2544B. Cable: Eutronic. Gen. Mgr.: Edward Eu.

This company represents: RCA (England, USA, Australia).

Hup Hup, 232 Serangoon Rd., Singapore B. Tel: 31B73.

This company represents: CBS (USA).

E. S. Isaac, 168-A Cecil St., Singapore 1. Tel: 7B460. Cable: Isaacncn.

This company represents: Warner Bros. (USA), Reprise (USA), Vogue (France).

William Jacks, PO Box 2150, Clemenceau House, Clemenceau Ave., Singapore 9. Tel: 26470.

This company represents: Philips (Holland), Fontana (England), Smash (USA), Mercury (USA).

Kwang Sia, 104 Hill St., Singapore 6. Tel: 34501.

Music City, 61-63 High St., Singapore 6. Tel: 30283.

Victory Rec., 487 N. Bridge Rd., Singapore 7. Tel: 23932.

● supplies & services

PRESSING PLANTS

- Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 86209.
- Ruby Rec. Ind., 92 Koon Seng Rd., Singapore 15. Tel: 43670.

RECORDING & TAPE DUP. STUDIOS

- H M V, MacDonald House, Orchard Rd., Singapore 9. Tel: 32002.
- Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 86209.
- H. A. O'Connor, PO Box 11, Maxwell Rd. Post Office; Maybank House, 124/126 Robinson Rd., Singapore 1. Tel: 771B1. Cable: Oconoco.
- Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011.

● cartridge tape

IMPORTERS & EXPORTERS

- Singapore Motors, 315/319 Orchard Rd., Singapore 9. Tel: 2B291. Cable: Singmotors. Mgr.: Quek Seng Kee.
- Sole importers of Taiko CarStereo from Japan. Complete set available only in 12 volt, positive and negative ground. Also available, tapes pre-recorded.
- Set costs \$300 each in Singapore and Penang, Malaysia. Other States of Malaysia, add 25% import duty.
- Tapes at \$25 for 300 feet (half hour); and \$40 for 600 feet (one hour).
- NOTE: Car stereo sets are still new to local motorists and 99% of car owners are not aware of this new entertainment medium.

SOUTH AFRICA, REPUBLIC OF

Population: Latest official estimate: 18,000,000; whites: 80%; non-whites: 55-60%.
Official rate of exchange: \$1 (US)=71 rand (approx.).
Per capita income: Whites: \$1,450 annually; Non-whites: \$350 annually.
Record sold domestically: 1963: 500,000 units. An increase of 5% annually is estimated.

Records imported from the US: 1963 - \$48,300 (FOB).

Records exported to the US: None.

Records imported from countries other than US: \$195,300 (FOB).

Records exported to countries other than US (factory value): \$159,600.

Average retail price per record: LP's—\$5; EP's—\$2; Singles—75 cents.

Stereo sales: 5.6% of total sales.

Discounting: Rare.

Record club sales: 5 to 6% of total sales.

Type of record distribution: Manufacturer to retailer; rarely from manufacturer to wholesaler to retailer or from manufacturer to consumer.

Number of jukeboxes: 1,550.

Radio stations: 15 AM, 3 FM.

Television stations: None.

Import-Export regulations: Permits must be obtained by South Africans desirous of importing.

● record manufacturers

Brigadiers, 20 De Beer St., Braamfontein, Johannesburg. Cable: Brigadiers. Contact: Mr. Albie Venter.

E M I, 23 Steele St., Steeple, Johannesburg. Tel: 869-2661. Cable: Soundbox. Chm.: W. J. Richmond; Dir. & Gen. Mgr.: J. A. Bailes; A&R and Sales Promo.: J. Nofat; Sales: M. Plumley. Labels: Columbia, HMV, Parlophone.

This company represents: Barclay (France), Capitol (USA), Columbia (England), HMV (England), Liberty (USA), MGM (USA), Parlophone (England), Stateside (USA), Tamla-Motown (USA), Time-Mainstream (USA), Transglobal (USA).

Gallo, Box 6216 Johannesburg. Tel: 23-2111. Cable: Gallotone. Dir. & Int'l: Alexander Delmont. Labels: Continental, Fakkell, Gallotone, New Sound, Welkom.

This company represents: Atlantic (USA), Argo (USA), Audio Fidelity (USA), Brunswick (USA), Buena Vista (USA), Cameo-Parkway (USA), Coral (USA), Decca (England, France & USA), Disneyland (USA), DGG (Germany), Ourium (Italy), Ember (USA), Hickory (USA), Kapp (USA), Medallion, London (USA), Palacio (Venezuela), Polydor (Germany), Somerset (USA), Telefunken (Germany), Vogue (UK), Vox (USA).

Gramophone, Fox & Gold Sts., Johannesburg. Tel: 23-0546. Cable: Africord. Mg'g Dir.: Arnold Golembó; A&R: Ivor Golembó; Sales: D. Bome & M. Mann; Int'l: A. Gewer.

Labels: Unika, Zonk, Kiddie Sound.

This company represents: CBS (International).

Meteor, PO Box 6640, Johannesburg. Tel: 22-6403. Cable: Meteorisc. Mg'g Dir.: R. R. Moskovitz.

Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie.

This company represents: Design, Period, Pickwick, Scala, Tikva (USA); CGD (Italy); Hispavox (Spain).

Teal, 124 President St., Johannesburg. Tel: 22-0355. Cable: Tealrec. Chm. & Int'l: A. G. J. McGrath;

A&R: C. Ford & D. Hannan; Mdse. Mgr.: H. R. Friedman; Sales: A. Marshall.

Labels: Drum, Kalahari, President, Teal. This company represents: ABC (USA), Cadet (USA), Checker (USA), Chess (USA), Command (USA), Delyse (England), Durium (Italy), Golden (USA), Grand Award (USA), Hanna-Barbera (USA), Imperial (USA), Impulse (USA), Pacific Jazz (USA), Palette (Belgium), Pye (England), RCA Victor (USA), Red Bird (USA), Reprise (USA), Sue (USA), Starday (USA), Vogue (France), Warner Bros. (USA), Westminster (USA), World Pacific (USA).

Int'l representatives: Central African Federation (ERMI).

Troubadour, 3-5 Browning St., Johannesburg. Tel: 24-9157. Cable: Troubadour Jeppetown. Dir. & Sales: Israel Katz.

Labels: Church, Colpix, FM, Goli, Hit, Manzini, Scepter, Troubadour. This company represents: Amadeo (Austria), Canadian American (USA), Carisch (Italy), Clan (Italy), Colpix (USA), Elite Special (Switzerland), Horizon (USA), Ricordi (Italy), Scepter (USA), Viking (New Zealand), W&G (Australia).

Trutone, PO Box 9299, Bosman Rd., Ophirton, Johannesburg. Tel: 834-6311. Cable: Trutone. Mg'g Dir.: David G. Fine; A&R: Art Heatlie; Sales: Theo Rosengarten.

Labels: Envee, Juweel, Perel, Quality, Rave, Renown, Winner. This company represents: Dot, Elektra, Folkways, Mercury, Philips, Roulette, UA, Vanguard, Verve, (USA); Vox (France).

● music publishers

Ardmore & Beachwood, 32 Steele St., Steeple, Johannesburg. Tel: 869-2661. Cable: Abeemusic. Dir.: W. F. Fraser. Branch: Beechwood, 1750 N. Vine St., Hollywood, Calif., USA.

Arwin, PO Box 6216, Johannesburg. Tel: 23-2111. Mgr.: Ralph Trehwela.

Belinda, 304/5 His Majesty's Bldg., Eloff St., Johannesburg. Tel: 834-8208. Gen. Mgr.: Ray Walter.

Brownhut, 3-5 Browning St., Johannesburg. Tel: 24-9157 (see Troubadour Rec.).

Carstens-de, PO Box 9973, Johannesburg. Tel: 22-8146. Mg'g Dir.: Anton de Waal.

De Jay, PO Box 9973, Johannesburg. Tel: 22-8246. Mg'g Dir.: Louis Combrinck.

Good Music Africa, PO Box 6216, Johannesburg. Tel: 23-2111. Mgr.: Ralph Trehwela.

Impala, PO Box 9973, Johannesburg. Tel: 22-8146. Mg'g Dir.: Anton de Waal.

Laetrec (Ivan Mogull), 304 His Majesty's Bldg. (East), Eloff St., Johannesburg. Pres.: Ivan Mogull.

Robert Mellin, PO Box 7447, Johannesburg. Tel: 33-9314. Mg'g Dir.: Arthur D. Harris.

Melody, PO Box 6216, Johannesburg. Tel: 23-2111. Mg'g Dir.: A. Delmont.

Meritone, PO Box 6640, Johannesburg. Music Pub. Co. of Africa, PO Box 6216, 161 President St., Johannesburg. Tel: 23-2111. Cable: Musipub. Dir.: A. Delmount & R. H. Trehwela.

Planetary-Nom Africa, PO Box 6216, Johannesburg. Tel: 23-2111. Mgr.: Ralph Trehwela.

Southern, 601/603 Silbro House, 225 Jeppe St., Johannesburg. Tel: 23-6222. Cable: SOUTHMUSIC.

Mg'g Dir.: Glyn Taylor.

Sun-Pacific, PO Box 17004, Hillbrow, Johannesburg. Tel: 724-8278. Cable: Reklama. Dir.: Gilbert Gibson.

● independent record producers

Golden Sound Promos., PO Box 7186, Johannesburg. Tel: 22-8146. Mg'g Dir.: Louis Combrinck & Anton de Waal.

Reklama, 608 Hunstanton Twist St., Hillbrow, Johannesburg. Tel: 724-8278. Mg'g Dir.: Gilbert Gibson.

Label Credits: CBS, Continental, Gallotone, HMV, Sun-Pacific, Unika.

● importers & exporters

Galo, PO Box 6216, Johannesburg. Tel: 23-2111. Grammophone, PO Box 2445, Corner Fox & Gold Sts. Johannesburg. Tel: 23-0546. Cable: Africord.

Meteor, PO Box 6640, Johannesburg. Tel: 22-6403. Cable: Meteorisc.

Teal, 124 President St., Johannesburg. Tel: 22-0355.

Troubadour, 3-5 Browning St., Johannesburg. Tel: 24-9157.

Trutone, PO Box 9299, Johannesburg. Tel: 834-6311.

● supplies & services

PLATING & PRESSING PLANTS

Audio Inds., 109 Smit St., Braamfontein, Johannesburg. Tel: 724-4847. Mg'g Dir.: P. J. Lombard.

Gallo, PO Box 6216, Johannesburg. Tel: 23-2111.

Meteor Rec., 109 Smit St., Braamfontein, Johannesburg.

South African Broadcasting, PO Box 8606, Johannesburg.

Troubadour Rec., 3-5 Browning St., Johannesburg. Tel: 24-9157.

Trutone, PO Box 9299, Johannesburg. Tel: 834-6311.

RECORDING STUDIOS

E M I, Music Centre, Troye & President Sts., Johannesburg.

Gallo, PO Box 6216, Johannesburg. Tel: 23-2111.

Meteor Rec., 109 Smit St., Braamfontein, Johannesburg.

Troubadour, 3-5 Browning St., Johannesburg. Tel: 24-9157.

TRADE ORGANIZATIONS

Association of the Southern African Phonographic Industry, P.O. Box 5411, Johannesburg. Sec.-Treas.: W. F. Fraser.

Southern African Record Manufacturers and Distributors Assn., P.O. Box 8213, Johannesburg. Sec.-Treas.: W. F. Fraser.

MUSIC LICENSING ORGANIZATIONS

South African Society of Composers, Authors and Music Publishers, PO Box 9292, Johannesburg. Tel: 23-4025. Mg'g Dir.: Gideon Roos.

South African Recording Rights Assn., PO Box 4301, Johannesburg.

SOUTH KOREA

Population: 28,024,000.

Official rate of exchange: \$1 (US) = 273 wons.

Records imported from US (factory value): 1964—\$7,945; 1963—\$15,000; 1962—\$15,100.

(No other current statistics available.)

● record manufacturer

Dong-Ah Rec., 40 Second St., Kwangbok-Dong, Pusan.

● supplies & services

PRESSING PLANTS

Oasis Rec., 133, 2-Ka, Taeyong-Ro, Chung-Ku, Seoul.

Yung Chang Ind., 99 Ta-Dong, Chung-Ku, Seoul.

SOUTH VIETNAM

Population: 15,715,000.

Official rate of exchange: \$1 (US) = 35.35 piastres.

Records imported from US (factory value): 1964—\$10,296.

● record manufacturers

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.

Messrs. Tan, Viet-Nam Thuong-Xa, 183 rue Tu Do, Saigon.

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● supplies & services

PRESSING PLANTS

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.
 Xuong To Van Ngoc, 49 Pasteru St., Saigon.

SPAIN

Population: 32,000,000.

Official rate of exchange: \$1 (US) = 60 pesetas.
 Per capita income: \$570 annually.

Records imported from the US (factory value):
 1965—\$21,000; 1964—\$17,000; 1963—\$19,350.

Records exported to US (factory value): 1965—
 \$5,400; 1964—\$4,873.

Average retail price per record: LP's—\$4.50; EP's
 \$1.50; Singles—\$1.

Stereo sales: 9% of total sales.

Discounting: 25%.

Number of jukeboxes: 30,000.

Television stations: 2—Madrid & Barcelona.

Carlos Marimon

● record manufacturers

Canciones Del Mundo, Carmen 20, Madrid 13. Tel:
 221 6450. Gen. Mgr.: Augusto Alguero.

Cantagallo, Edificio Espana, Madrid. Tel: 248 7487.
 Pres.: H. W. Schemke.

Carrillon, Alfonso Rodriguez Santamaria 2B, Ma-
 drid. Gen. Mgr.: Mr. Kraus.

Columbia, Libertad 24, Madrid 4. Tel: 221 1095.
 Cable: DISCOLUMBIA. Sales: Francisco Flores;
 Int'l: E. Inurrieta.

Branch: Gerona 176, Barcelona. Tel: 257 4572.
 Gen. Mgr.: Juan Arnau.

Labels: Alhambra, Columbia, Iberia.
 This company represents: Barclay (France),
 Decca (England, France), Fonior (Belgium),
 London (USA).

Int'l representatives: Europe (British Decca),
 USA (London), Venezuela (Venevox), Mexico
 (Orfeon-Videvox).

Compania del Gramofono—Odeon, Urgel 234, Barce-
 lona. Tel: 230 2205. Cable: Gramofono. Pres.:
 George C. Alexander; Dir.: Antonio Alberich;
 Gen. Mgr.: Werner Raehse.

Branch: Arenal 9, Madrid. Tel: 231 1997.
 This company represents: Capitol, Diamond,
 Dolton, DynoVoice, Imperial, Liberty, New
 Voice, Tamla-Motown, Uptown, Verve (USA)
 & all EMI affiliates.

Int'l representatives: EMI licensees.
 DISCOPHON VALENCIA 2BB, Barcelona 4. Tel:
 215 1370. Cable: DISCOPHON. Mgr. & A&R:
 Francisco S. Ortega; Mgr. & Sales: Manuel
 Alavedra.

Labels: Colpix, Discophon, Epic, Seeco.
 This company represents: Blue Bell (Italy),
 Canadian-American (USA), Colpix (USA), Everest
 (USA), Gazell (Sweden), Italdisc (Italy), Karusell
 (Sweden), President (France), Ronnex (Belgium),
 Seeco (USA), Sonet (Sweden), Supraphon
 (Czechoslovakia), Triola (Denmark), Vee Jay
 (USA), Versailles (France). (SEE ADVERTISE-
 MENT).

Discos Belter, Gomis 1, Barcelona 6. Tel: 248 1753.
 Cable: BELTERDISC. Pres. & Dir.: J. R. Batalla;
 Gen. Mgr.: J. Alfonso.
 Branch: Salud 17, Madrid 13. Tel: 231 2860.
 Cable: BELDISC. Gen. Mgr.: J. Turull.
 Label: Belter.

This company represents: ACM (Great Brit-
 ain), Atco (USA), Atlantic (USA), Belter
 (Argentina & Portugal), CNR (Holland), Canta-
 galo (Germany), Carosello Curci (Italy),
 Deutsche Vogue (Germany), MRC (Italy),
 Meazzi (Italy), Metronome (Denmark, Germany,
 Sweden, USA), Pacific (France), Palette (Bel-
 gium), Ri-Fi (Italy), Serfaty (Venezuela), Vox
 (France & USA).

Int'l representatives: Argentina (Belter), Bene-
 lux (Vogue, Belgium), France (Vogue), Ger-
 many (Metronome), Morocco (Somidex), Por-
 tugal (Belter), Puerto Rico (South Eastern),
 Sweden (Metronome), Switzerland (Finsterwald,
 Cantacuzene), Venezuela (Serfaty), W. Indies
 (South Eastern).

Discos Tempo, Campomanes B-2 D, Madrid. Tel:
 247 1267. Dir.: Alfredo Garcia Segura; Gen.
 Mgr.: Gregorio Garcia Sagura.
 Branch: Canuda 45, Barcelona. Tel: 231 0886.
 Gen. Mgr.: Jose Cruells Solbes.

This company represents: Exito (Germany), In-
 errecord (Italy), Jugoton (Yugoslavia), Quali-
 ton (Hungary), 20th-Fox (USA).

Discos Vergara, Paseo General Mola 4, Barcelona
 9. Tel: 257 1200. Cable: VERGARASA. Pres.:
 Nicolas Suris; Dir.: Alberto Serra.
 Branch: Arcipreste de Hita 14, Madrid 15. Tel:
 244 1257.

This company represents: Angelicum (Italy),
 Ariola-Eurodisc (Germany), Ariston (Italy), Bam
 (France), Cetra (Italy), Clan Celentano (Italy),
 Club Francais du Disque (France), Durium
 (Italy), Harmonica Mundi (France), Kapp (USA),
 Ricordi (Italy), Schwann-Musica Sacra (Ger-
 many), Studio SM (France), Time (USA), Vox
 (France).

Expinter, Zurbano 67, Madrid. Gen. Mgr.: Mr.
 Cabrera.

Fonogram, Av. America Hernandez Tejada, Madrid
 17. Tel: 267 4200. Cable: Fonogram. Mgr'g
 Dir.: J. Sampedro; A&R: R.F. de la Torre, R.
 Niederleytner, L. Regatero; Sales & Int'l: S.
 Tagarro.

Branch: Plaza Narciso Oller 9, Barcelona. Tel:
 228 1013. Gen. Mgr.: Ruperto Castro.
 This company represents: Archiv (Germany),
 Contemporary (USA), DGG (Germany), Fontana
 (world-wide), MGM (USA), Mercury (USA),
 Philips (world-wide), Polydor (Germany), River-
 side (USA).

Int'l representatives: Argentina (Phonogram),
 Austria (Polyphon), Australia (Philips), Belgium
 (Polygram), Brazil (Companhia Brasileira), Chile
 (Philips), Colombia (Philips), Denmark (Nordisk
 Polyphon), England (Philips), France (Philips),
 Germany (Philips), Greece (Helladisc), Holland
 (Phonogram), Italy (Phonogram), Japan (Victor),
 Mexico (Discos Universales), Norway (Norsk
 Phonogram), Peru (El Virrey), Portugal (Philips),
 Sweden (Philips Sonora), Switzerland (Philips),
 South Africa (Gramophone Rec.), Uruguay
 (Philips), USA (Philips), Venezuela (Siemens).

Fonopolis, Ibiza 52, Madrid 9. Tel: 273 9000.
 Cable: Fonopolis. Gen. Mgr.: Luis Sanchez
 Caballero Estevez; Sales: Miguel Gil Fernandes;
 A&R Dir.: Guillermo Rancez Parra.

Int'l representatives: Discofrance (France), Ron-
 de (Venezuela), Selection, Will (Belgium), Casa
 Musicales, Eco (Italy).

H A G S A (Concentric), Notariado 3, Barcelona.
 Tel: 221 8170. Pres.: Jose Ma. Espinas Masip;
 Dir.: Francisco Borrull; Gen. Mgr.: Roser
 Domingo.

Hispavox, Torrelaguna 102, Madrid 17. Tel: 215
 2304. Cable: VOX. Gen. Mgr.: Jose Manuel
 Vidal; Sales Mgr.: Luis Vidal; A&R: Roberto
 Pla & Rafael Trabuchelli; Int'l: Luis Calvo.
 Branch: Corcega 516, Barcelona 4. Tel: 236
 6B19. Gen. Prof. Mgr.: Eusebio Secanell.

This company represents: ABC (USA), A&M
 (USA), AZ (France), Alvorada (Portugal), Amadeo
 (Austria), Ansonia (USA), Buena Vista (USA),
 CGD (Italy), Cameo-Parkway (USA), Carisch
 (Italy), Le Chant du Monde (France), Chess
 (USA), DCP (USA), Discophiles Francais (France),
 Disneyland (USA), Erato (France), Festival
 (France), Impulse (USA), Juke Box (Italy),
 Moonglow (Belgium), Peerless (Mexico), Reprise
 (USA), Sicomerciana (Argentina), United Artists
 (USA), Vogue (France), Warner Bros. (USA),
 Westminster (USA).

Int'l representatives: Australia (Australian),
 Benelux (Barclay), Colombia (Tropical), Ecuador
 (Ifesa), England (PAY), France (Barclay), Ger-
 many (Vogue), Greece (Columbia), Ireland (PAY),
 Italy (CGD), Japan (Nippon Columbia), Mexico
 (Gamma), Peru (El Virrey), Portugal (Radio
 Triunfo), Puerto Rico (Island), Scandinavia
 (PAY), South Africa (Meteor), Switzerland
 (Barclay), Turkey (Elia Alf Medina), USA
 (Columbia), Venezuela (Discoteca).

International Rec., Edificio Espana, Madrid. Gen.
 Mgr.: H.W. Schemke.

Marfer, P. Alto de la Virgen del Puerto 7, Madrid.
 Pres.: D. Enrique Moles; Dir.: D. Emilio Fer-
 nandez Fernandez; Gen. Mgr.: D. Antonio
 Martinez Rodriguez.

This company represents: Araenplast (Argentina),
 Artone (Holland), Combo (Italy), Emporio Mu-
 sical (Ecuador), Monitor (USA), Musidisc-
 Europe (France), Palacio de la Musica (Vene-
 zuela), Pickwick (USA), Turicaphon (Switzerland),
 Vega (France).

Pax, Vallehermoso 3B, Madrid. Gen. Mgr.: Mr.
 Boeta.

R C A Espanola, Princesa 1, Torre Madrid, Planta
 7, Oficinas B-9 & Planta 5, Oficina 19. Tel:
 248 4913. Cable: RCASPAIN. Mgr'g Dir.:
 Guillermo Caram.

Branch: Diputacion 251, Barcelona 7. Tel: 232

401B. Cable: RCASPAIN. Mgr.: Antonio Perez
 Font.

This company represents: Dot (USA), Telefunken
 (Germany).

Int'l representatives: RCA licensees.

SONOPLAY

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Sonoplay, Serano 164-2, Madrid. Tel: 261 466B.
 Cable: Sonoplay. Dir.: Adolfo Waltzman; Execs.:
 Santiago Moro, Alfredo Pla.

Int'l representative: USA (Movierecord).

Zafiro, Campomanes 10-1, Madrid. Tel: 241 5004.
 Cable: ZAFIRO. Pres.: Francisco Ledesma; Dir.:
 Esteban Garcia Morencos.

Branch: Fernando Agullo 24, Barcelona. Tel:
 228 256B. Gen. Mgr.: Fernando Castano.

This company represents: Fonit (Italy), Montilla
 (USA), Musart (Mexico), Saar (Italy).

● music publishers

Aberbach, Carmen 20, Madrid.

Alvarez y Perez, Editorial Summa, Claudio Coello
 90, Madrid 6. Cable: SUMMARUM. Tel: 226
 6695. Gen. Mgr.: Juan Antonio Tamayo y
 Rubio.

Arlequin, Aragon 217, Barcelona.

Barna, Via Layetana 15B, Bajos, Barcelona 9. Tel:
 228 6967. Gen. Mgr.: Manuel Riera Cleville.

Tomas Aldas Conesa, Avellanias 7, Valencia. Tel:
 21 8213.

C S I C (Consejo Superior Investigaciones Cientificas)
 Vitrubio 17, Madrid 6. Tel: 259 2455.

Canciones del Mundo, Carmen 20, Madrid 13. Tel:
 221 6450. Pres. & Gen. Mgr.: Augusto Alguero
 Alguero; Gen. Prof. Mgr.: Augusto Alguero
 Dasca.

Branch: Bruch 136, Barcelona. Tel: 258 1807.
 Gen. Prof. Mgr.: Rosa Alguero.

This company represents: B. Feldman (London),
 Julio Korn (Argentina), Francis-Day (France),
 Peter Maurice (London), Robbins (USA).

Cantagallo, Edificio Espana, Madrid. Tel: 248 7487.
 El Carmen, Paseo de la Senda 5, Vitoria. Tel: 1499.

Casulleras, Via Layetana 95, Barcelona 10. Tel:
 221 3634. Gen. Mgr.: Rafael Casulleras
 Grabulosa.

Cisneros, San Buenaventura 1, Madrid 5. Tel: 239
 2007. Gen. Mgr.: P.P. Franciscanos.

Coculsa (Editorial y Libreria Comercial Cultural),
 Victor Pradera 65, Madrid B. Cable: COCULSA.
 Tel: 248 5638.

Daimon, Provensa 2B4, Barcelona B. Cable:
 EDIDAIFON. Tel: 228 992B. Gen. Mgr.: Manuel
 Tamayo Benito.

Alberto Bernaldo Duarte, Plaza del Monasterio 6,
 Barcelona 17.

E P E S A (Ediciones y Publicaciones Easoanola),
 Pizarro 19, Madrid 13. Cable: ASEPE. Tel:
 222 2100. Gen. Mgr.: Joaquin Ruiz-Jimenez.

Ediciones Armonico, Ramba de Cataluna 10, Barce-
 lona 7. Tel: 222 1B47. Cable: ARMONICO.
 Pres.: Nicolas Suris Palome; Gen. Mgr.: Julio
 Guiu Clara; Gen. Prof. Mgr.: Francisco Vinuesa
 Gimenez.

Branch: c/o Jacometrezo 7-2, Madrid 13.
 Tel: 248 6113. Gen. Prof. Mgr.: Luis Caceres
 Garcia.

Affiliates: Radio Record Iberica.

This company represents: Arc Espanola, Ariston
 Espanola, Clan Espanola, Ediciones Connelly.

Ediciones Essex Espanola (SGAE), Hortaleta 1B,
 Madrid. Tel: 221 3650. Cable: SEXMUS. Pres.:
 Howard S. Richmond; Gen. Mgr.: Manuel G.
 Salinger; Gen. Prof. Mgr.: Antonio Barta.

Branch: Diputacion 337, Barcelona 9. Tel: 225
 B489.

Affiliate: The Richmond Organization.

Ediciones Gramofono-Odeon, Urgel 234, Barcelona.
 Tel: 230 2205. Cable: GRAMOFONO. Pres.:
 George C. Alexander; Gen. Mgr.: Francisco
 Ribe.

Branch: Arenal 9, Madrid. Tel: 231 9246. Gen.
 Prof. Mgr.: Carlos Rico.

This company represents: Ardmore (USA), Ard-
 more & Beechwood (Great Britain), Beechwood
 (USA), Jaep (Great Britain), Dick James (Great
 Britain), Ivan Mogull (USA), Northern Songs
 (Great Britain), Pacer (Great Britain), PhotoPlay
 (Great Britain), REIMSA (Mexico), and companies
 of the EMI group (world wide).

Ediciones Hispania, Av. de Jose Antonio 31, Madrid 13. Tel: 231 2633. Cable: EDISPANIA. Pres. & Gen. Mgr.: J. Mario Suarez; Gen. Prof. Mgr.: Julian S. Ruiz.

Branch: Ediciones Hispania, Barcelona 4. Tel: 241 6673. Gen. Prof. Mgr.: Luis G. Thomas.

Affiliate: Kassner Music Espanola.

This company represents: American Metropolitan Enters., Davon (USA).

Ediciones IFI, Marques del Duero 106, Barcelona 15. Ediciones Orue, Irala-Barri Av. Pral. 6, Bilbao. Tel: 3 0810. Gen. Mgr.: Juan de Orue Matia.

Ediciones Quiroga (SGAE), Alcala 70, Madrid. Tel: 276 3966. Cable: QUIROGAMUSIC. Pres.: Manuel Lopez-Quiroga Miguel; Dir. & Gen. Prof. Mgr.: Carlos Perez Cancio.

Branch: Canuda 45, Barcelona. Tel: 231 0886. Gen. Prof. Mgr.: Jose Cruells Solbes.

Affiliates: Ediciones Musicales Calypso, Ediciones Musicales Clave, Ediciones Musicales Puerta del Sol.

This company represents: Dorabet (USA), Sam Fox (USA), Edward B. Marks (USA), Mills (England, USA), Palisades (USA).

Ediciones Ritma y Melodia, Villarroel 18, 2-3, Barcelona 11. Gen. Mgr.: D.F. Sanchez.

Ediciones Musicales Calypso (see Ediciones Quiroga). Ediciones Musicales Clave (see Ediciones Quiroga). Ediciones Musicales Hispavox, Campomanes 8 & Cuesta de Santo Domingo 11, Madrid. Tel: 248 6057. Cable: EDIVOX. Pres.: Enrique Maria Peral Buesa; Gen. Mgr.: Enrique Martin Garea.

Branch: Balmes 2-4-2, Barcelona. Tel: 231 5135.

This company represents: Acuff-Rose (USA), Argo (USA), Brandom (USA), Edizioni Colorado (Italy), Morro (USA), Mundo (Mexico), Screen Gems-Columbia (USA), Spanka (USA), UA (USA), Walt Disney (USA).

Ediciones Musicales Luis Araque, Av. Aster 17, Ap. Correos 3.042, Madrid 16. Tel: 246 0269 & 233 9832. Gen. Mgr.: Luis Araque Sancho.

Ediciones Musicales Madrid, Mayor 27, Madrid 13. Gen. Mgr.: Federico Moreno Torroba.

Ediciones Musicales Ortegal, Ap. Correos 19, Ortigueira.

Ediciones Musicales Puerta del Sol (see Ediciones Quiroga).

Ediciones Musicales RCA Espanola, Torre Madrid, Planta 7, Oficina 8-9. Tel: 248-4913. Cable: RCASPAIN. Mgr.: Antonio Martinez.

This company represents: RCA Victor Mexicana (Mexico), Relay (Argentina), Trousdale (USA).

Ediciones Musicales Sirius, Av. Jose Antonio 572, Pral 2, Ap. Correos 792, Barcelona 11. Tel: 223 4907. Gen. Mgr.: Mariano Farre Pujol.

Editora General (EDIGSA), Av. Jose Antonio 654, Barcelona. Tel: 232 3501. Pres.: Salvador Casanovas; Dir.: Josep M. Macip; Gen. Prof. Mgr.: Antonio Serra.

Editora Nacional, Av. Jose Antonio 62, Madrid 13. Tel: 247-3912, 2146. Gen. Mgr.: Santiago Galindo Herrero.

Editorial Balmes, Duran y Bas 9, Barcelona 2. Tel: 221 5050. Gen. Mgr.: Rdo. Eudaldo Serra.

Editorial Escuela Espanola, Mayor 4, Ap. Correos 14.540, Madrid 13. Gen. Mgr.: Joaquin Solana San Martin.

Editorial Mills Music Espanola, Alcala 70, Madrid. Mgr.: Carlos P. Cancio.

Editorial de Musica, Tuset 15, Barcelona 6. Tel: 237 4751. Gen. Mgr.: J. Garzon.

Editorial de Musica Boileau, Provenza 287, Barcelona 9. Tel: 227 5136. Gen. Mgr.: R. Boileau.

Erviti, San Martin 28, Ap. Correos 41, San Sebastian. Gen. Mgr.: Jose Manuel Garate Erviti.

Fiesta en Triana, Adriano 40, Ap. Correos 493, Seville. Gen. Mgr.: Juan Valenzuela Mostazo.

Fonopolis, Ibiza 52, Madrid. Tel: 273 9000. Gen. Mgr.: D. Luis Sanchez Caballero.

Joya, Concepcion Arenal 5, Ap. Correos 14.435, Madrid 13. Gen. Mgr.: Emilio Martinez Lluna.

Kassner Music Espanola (see Ediciones Hispania).

Melodias del Universo, Poetas 16, Madrid 12. Tel: 231 0625. Gen. Mgr.: Francisco Prada Blasco.

Robert Mellin, Carmen 20, Madrid.

El Mensajero del Corazon de Jesus, Av. Universidades 13, Bilbao. Tel: 1 8756 & 1 3755. Cable: MENSAJERO. Gen. Mgr.: Gregorio Arrate Martinez.

El Momento Musical, Horno de la Mata 3, Madrid 13. Tel: 222 6674. Gen. Mgr.: Genaro Monreal Lacosta.

Musica de Espana, General Mola 258, Madrid 16. Tel: 253 1552. Gen. Mgr.: Manuel Gordillo.

Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel: 247 0728.

Musica Modern, Marques de Cubas 6, Madrid 14. Tel: 211 5593. Gen. Mgr.: Antonio Carmona Reverte.

Musical Emporium, Rambla Canaletas 129, Barcelona 2. Gen. Mgr.: I. Llobet.

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Hietalahdenranta 11 Helsingfors

continued

Nova Terra, Banos Nuevos 12, Barcelona 2. Tel: 231 0263. Gen. Mgr.: Jose Verdura.
Peer Southern (see Southern Music Espanola).
El Perpetuo Socorro, Covarrubias 19, Madrid 10. Tel: 223 0298. Gen. Mgr.: Dionisio Barriuso.
Radio Record Iberica (see Ediciones Armonico).
The Richmond Organization (see Ediciones Essex Espanola).
Sonoplay, Serano 164-2, Madrid 2. Tel: 261 4668. Dir.: Adolfo Waltzman.
Southern Music Espanola (SGAE), PO Box 5447, 337 Diputacion, Barcelona 9. Tel: 225 6197, B489. Cable: SOUTHMUSIC. Pres.: D. Juan Burbano Barguno; Gen. Mgr.: Manuel G. Salinger.
Branch: Hortaleza 18, Madrid 4. Tel: 231 0661, 3650. Gen. Prof. Mgr.: Antonio Baria.—Arzobispo Melo 3, Valencia 5. Tel: 33 1935. Gen. Prof. Mgr.: Enrique Piedra Albis.
Affiliate: Southern-Peer (world-wide organization).
This company represents: All firms of Southern Peer organization.
Union Musical Espanola, Carrera de San Jeronimo 26, Ap. Correos 177, Madrid 14. Cable: MUSICA. Gen. Mgr.: Javier Chapa Bermejillo.
World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: 225 6197. Cable: WORLDMUSIC. Pres.: Felix Faecq; Gen. Mgr.: Manuel G. Salinger; Gen. Prof. Mgr.: Antonio Baria.
Branch: Hortaleza 18, Madrid. Tel: 231 0661.
This company represents: Worldmusic organization & affiliated firms & branches.

● record club

Circulo de Lectores, Calle Padilla 327, Barcelona 13. Tel: 236-1400. Rec. Div.: N.E. Varenholz. Label: Orlador.

● supplies & services

JACKET MANUFACTURERS

Graficas Aragon Martin de Vargas 14, Madrid.
Graficas Martin, Antonio Lopez 166, Madrid.

LABEL MANUFACTURERS

A L G, Madrid.
Bosch, Barcelona.
Columbia, General Zumalacarreui 3, San Sebastian.
Graficas Espejo, Tomas Bregon 51, Madrid.
Huecograbado Imago, San Bernardo 25 & 26, Madrid.
L I M, J. Corrales 32, Esplugas Llobregat, Barcelona.
Pentacrom, Madrid.
Philips Iberica, Delicias 65, Madrid.
Pueche, Madrid.
Quintilla & Cardona, Barcelona.
Topografiahostench, Barcelona.

MATERIALS MILLING PLANTS

Etemo-Quimica, Paris 136, Barcelona.

MUSIC LICENSING ORGANIZATIONS

Sociedad General de Autores de Espana, Fernando VI 4, Madrid.

PRESSING PLANTS

Belter, Tamarit, 72, Barcelona 4.
Columbia, General Zumalacarreui 3, San Sebastian.
Cranvox, Jovellanos 3, Madrid.
Fonogram, Av de America, Madrid.
Fonopolis, Ibiza 52, Madrid.
Hisvapox, Torrelaguna 102, Madrid.
Odeon, Urgel 234, Barcelona.
Philips, Delicias 65, Madrid.
R C A, Av. de America y Hernandez Tejada, Madrid.
S E L E Z, Jose Antonio 324, Barcelona.

RECORDING STUDIOS

Belter, Gomis 1, Barcelona 6.
Columbia, General Zumalacarreui 3, San Sebastian.
Fonogram, Delicias 65, Madrid.
Fonopolis, Ibiza 52, Madrid 9. Tel: 273-90-00.
Hisvapox, Torrelaguna 102, Madrid.
Odeon, Urgel 234, Barcelona.
Philips, Delicias 65, Madrid.
R C A, Av. de America y Hernandez Tejada, Madrid.
Sonoplay, Serano, 164-2, Madrid 2. Tel: 261 4668.

TAPE DUPLICATION

Adams, Sagasta 23, Madrid.
Celada, Av. de America 22, Madrid 2. Tel: 245-4600. Dir.: Juan Alonso de Celada.
Dyrasa, Jose Antonio 55, Madrid.
Fonopolis, Ibiza 52, Madrid.
Sonoplay, Serano, 164-2, Madrid 2.
Sonomax, Santo Domingo 11, Madrid.

TRADE ORGANIZATIONS

Sinfonola, Camino Valderribas (Puente Vallecas), Madrid.

SWEDEN

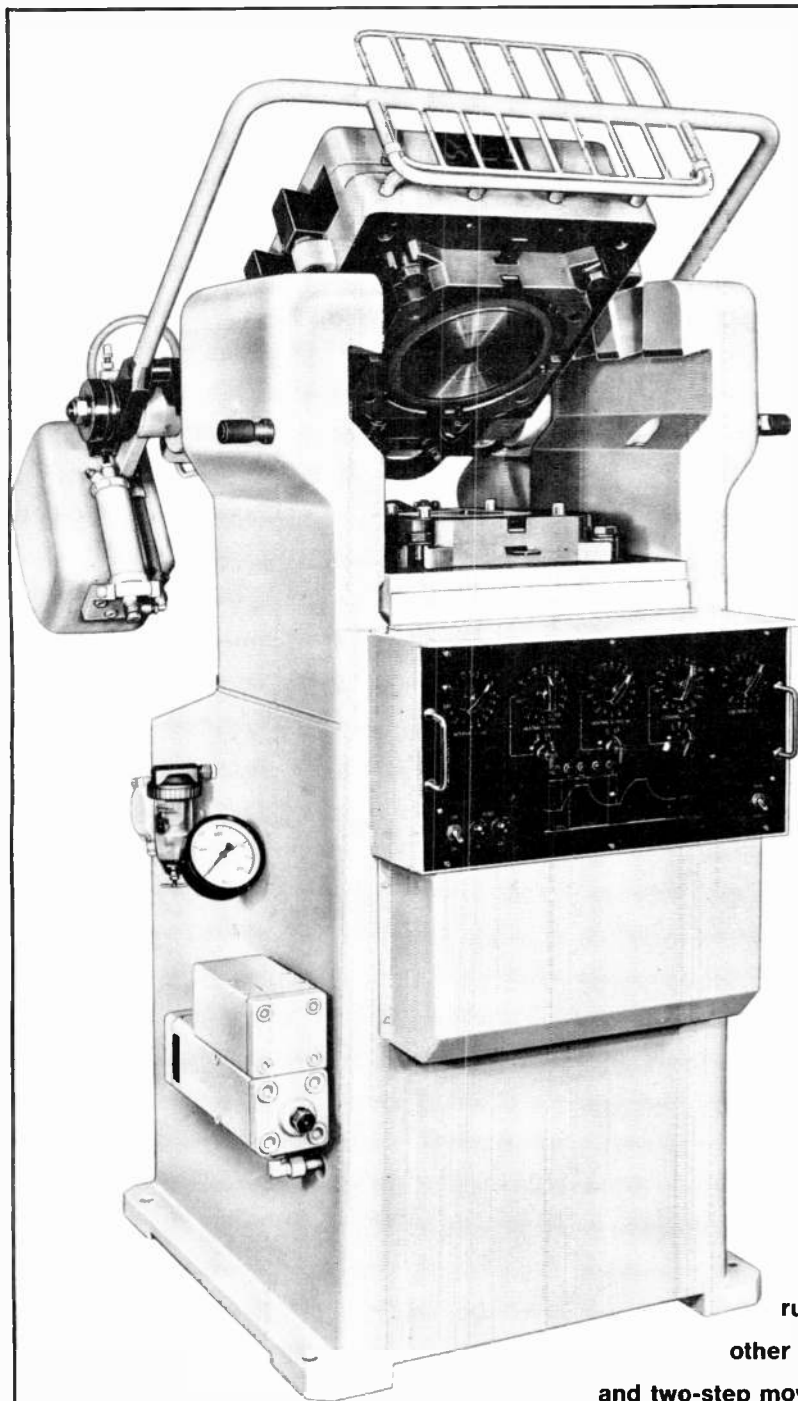
Population: 7,680,531.
Official rate of exchange: \$1 (US) = 5.17 krona.
Records imported from US (factory value): 1964—\$136,817.
Records exported to US (factory value): 1964—\$381.
Average retail price: LP's—\$4; EP's—\$2; Singles—\$1.25.
Discounting: Occasional.
Type of record distribution: Manufacturer to dealer.
Radio stations: 1 (with 3 channels).
Television stations: 1.

Bjorn Fremer

● record manufacturers

Arkens Rundradio, c/o Ljusterdal, Murargatan 2C, Uppsala. Tel: 11 62 60. Pres.: Ake Ljusterdal, Stig Holtzberg & Gunnar Olsson.
Label: Arr (distributed by GDC).
Arne Bill Production, PO Box 953, Blommensbergsvagen 140, Hagersten 9. Tel: Stockholm 1B 18 44. Pres.: Arne Bill.
Label: Bill. (distributed by GDC).
Bokforlaget Libris, PO Box 330, Skolgatan 11, Orebro 1. Tel: (019) 11 93 60. Cable: ORE-BROMMISSIONEN. Mgr.: Wimar Hansson.
Label: Jubilate.
Clavicord, Post Box 35, Bollnas 1. Tel: 52 122. Pres.: Evald Sonefors.
Label: Clavicord. (distributed by GDC).
Cupol Grammofon & Musik, Katarina Bangata 17, Stockholm So. Tel: 23 30 55. Cable: CUPOL. Pres.: Helge Roundqvist.
Labels: Cupol, Nashville, Reprise, Toni.
This company represents: Ariola, Big Top, Cetra, Crescendo, Dollar, Efel, Embassy, Eurodisc, Europa, Hansa, Kent, Music Minus One, Muza, Oriole, Palette, Pronit, Qualiton, Sveriges Radio, Swe-Tone, Time, Triola (Finland), Vega, Veriton.
Dollar Music, Folkungagatan 136, Stockholm So. Tel: 43 90 93. Pres.: Ake Sohr.
Label: Dollar (distributed by Cupol).
Europa-Produktion, Droffningatan 65, Stockholm C. Tel: 11 62 40. Cable: EUROPASONG. Pres.: Ake Gerhard-Larsson.
Labels: Efel, Europa, Olga (distributed by Cupol).
Fralsningsarmens, PO Box 5090, Stockholm 5, Ostermalmsgatan 71, Stockholm O. Tel: 63 17 00. Cable: FRALSNING. Mgr.: Harry Floby.
Label: Festival.
This company represents: Regal.
Forlaget Filadelfia, PO Box 6082, Stockholm 6; Dobelmsgatan 52, Stockholm Va. Tel: 34-93-80. Cable: PINGSTKYRKAN. Pres.: Sven Lindahl.
Label: Hammets Harold.
Grammofon Electra, PO Box 1178, Ankdammsgatan 5G, Solna 1. Tel: Stockholm B2 04 80. Cable: Tefunk. Pres.: Sixten Eriksson; A&R: Mats Olsson.
Label: RCA Victor.
This company represents: RCA Victor, RCA Camden, RCA Victrola.
Hellberg-Perlitz Production, Lilla Nygatan 16, Stockholm C. Tel: 11 42 84. Pres.: Franklin Perlitz.
Label: Rasp. (distributed by Skandinaviska Grammophon).
IBRA Radio, PO Box B21, Stockholm 1, Sveavagen 34, Stockholm C. Tel: 24 01 30. Pres.: Hans Carlsson.
Label: Ibra.
Jazz, Nynasvagen 333, Enskede. Tel: Stockholm 39 29 88. Pres.: Gunnar Lindqvist.
Label: Jazz.
Jet, PO Box 14068, Stockholm 14; Grevgatan 3, Stockholm O. Tel: 60 61 50. Pres.: Ove Sloor.
Label: Jet (distributed by GDC).
Karusell Grammofon, Post Box, Frammasbacken 4B, Solna 1. Tel: Stockholm 27 26 70. Cable: KARUSELL. Pres.: Simon Brehm.
Labels: Joker, Karusell, Polydor, Primula.
This company represents: ABC-Paramount, Archiv-Produktion, Ascot, Cameo-Parkway, Command, Deutsche Grammophon, Elektra, Heliodor, Impulse, Kama Sutra, Swe-Disc, United Artists, Vault, Vee Jay, Verve, Westminster. (distributed by GDC).
Kaskad, PO Box 3134, Stockholm 3, Solvagen B, Trollbacken. Tel: 44 40 87. Pres.: Lennart Broberg.
Label: Kaskad.
Kewe Music, Vikingavagen 15, Danderyd. Tel: Stockholm 55 78 99. Pres.: Kewe Wickman.
Label: Wide World.

Knappupp, PO Box 3073, Stockholm 3, Kungsgatan 19, Stockholm C. Tel: 24 07 20. Cable: RALVOPRO. Pres.: Felix Alvo.
Labels: Knappupp, Triola.
This company represents: Argo, California (Imperial of USA), CGD, Derby, Dot, Hickory, Kapp, Medallion (distributed by GDC).
Lidoproduktion, Fack 131, Lidköping. Tel: 23 125. Pres.: Einar Svensson.
Label: Anette. (distributed by GDC).
Megafon, Goteborgsvagen 28, Gothenburg C. Tel: 20 60 96. Pres.: Lars-Gunnar Andersson.
Label: Megafon (distributed by GDC).
Metronome, Storaingsvagen 27, Stockholm No. Tel: 61 06 16. Cable: METROREC. Pres.: Mats Bjerke; Exp. Mgr.: Borje Ekberg.
Labels: Metronome, Snurskivan.
This company represents: Atco, Atlantic, Barclay, Belter, Stax, Volt. (distributed by GDC).
Moonlight Music, Vackravagen 14, Sundbyberg. Tel: Stockholm 29 15 36. Pres.: Ake Oquist.
Label: Midnight Sun. (distributed by GDC).
Morgonstjarnans, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 87. Cable: Ahlinmusic. Pres.: Mrs. Marta Ahlin.
Label: Morgonstjarnan.
This company represents: Ansgar.
Nordiska Musikforlaget, PO Box B, Stockholm Tull, Pipersgatan 19, Stockholm K. Tel: 54 19 00. Cable: MUSICALIA. Pres.: Leif Kronlund.
Labels: Artist, Barnparaden. (distributed by Skandinaviska Grammophon).
N Y A Bokforlags, PO Box 5020, Stockholm 5; Sibyllegatan 18, Stockholm O. Tel: 67-01 55. Pres.: Karl-Erik Hellberg.
Label: Angelica.
Philips-Sonora: PO Box 5153, Stockholm 5; Kommandorsgatan 26, Stockholm O. Tel: 63 54 00. Cable: SONORA. Pres.: Eddie Landqvist.
Labels: Concerton, Dux, Fontana, Oktav, Padorec, Philips, Sonata, Sonora, Svenska, Ljud.
This company represents: Amadeo, CBS, Date, Golden Guinea, Harmony, Limelight, Marble Arch, Mercury, Mira, Musicor, Piccadilly, Pye, Riverside, Smash, Vanguard, World Pacific. (distributed by CGD).
Polar Music, Brahegatan 24, Stockholm O. Tel: 63 79 70. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag.
Labels: Polar, Septima. (distributed by GDC).
Popular Melodi, Norrbackagatan 5, 1—Stockholm Va. Tel: 30 16 96. Pres.: Allan Ehwert.
Label: Pop.
Record-Materiel, Norrbackagatan 1, Stockholm Va. Tel: 23 42 15. Cable: RECOMPRESS. Pres.: Knut Vestman.
Label: Onskesagan.
Scan-Disc, Grevturegatan 3B, Stockholm O. Tel: 67 99 14. Cable: SCANDISCO. Pres.: Ronald Sjogren.
Labels: Polka, Scan-Disc.
This company represents: Roost, Roulette, Tono (distributed by GDC).
Septima (see Polar Music).
Skandinaviska Grammophon, PO Box 27053, Stockholm 27; Sandhammsgatan 39, Stockholm No. Tel: 22 45 80. Cable: GRAMMOPHON. Pres.: Anders Holmstedt. A&R: Ivan Nordstrom.
Labels: Columbia, HMV, Odeon, Sakral, Svensk-American.
This company represents: Amy, Angel, Artist, Barnparaden, Biophon, Bell, Blue Note, Buena Vista, Capitol, Delyse, Disneyland, Dolton, DynoVoice, Electrola, Ember, Encore, Imperial, Kurre Smack, Laurie, Liberty, MGM, Mala, Metro, New Voice, Parlophone, Pathe, Rasp, Regal, Stateside, Tamla/Motown, Tower, Uptown, Waverly.
SONET GRAMMOPHON, PO Box 39062, Stockholm 39; Artemisgatan B, Stockholm No. Tel: 67 05 40. Cable: SONETMUSIC. Pres.: Gunnar Bergstrom. Int'l & Sales Mgr.: Dag Haggqvist.
Labels: Gazell, Sonet, Storyville.
This company represents: Bel Air, Cadet, Checker, Chess, Colpix, Durium, Epic, King, Okeh, Pickwick/33, Red Bird, Riviera, Scepter, Starday, Supraphon, Transatlantic, Xtra. (distributed by GDC). (SEE ADVERTISEMENT)
Sunset, PO Box 40139, Stockholm 40. Tel: Uppsala 13 50 50. Pres.: Thomas Nordlund.
Label: Sunset. (distributed by GDC).
Svenska Manu-Music, Blekingegatan 61, Stockholm So. Tel: 43 07 55. Pres.: Per Nystrom.
Label: Manu.
This company represents: Junior. (distributed by GDC).
Svenska Missionsforbundets, Tegnergatan 8, Stockholm Va. Tel: 34 96 80. Cable: FORBUNDET. Pres.: Bertil Johansson.
Labels: Sirius, Solist. (distributed by GDC).



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Sveriges Radio, PO Box 955, Stockholm 1; Oxenstiernsgatan 2, Stockholm No. Tel: 63 10 00. Cable: BROADCAST. Rec. dept. mgr.: Manne Ginsburg.
Label: Sveriges Radio (distributed by Cupol & Scandinaviska Grammophon).
 Swe-Disc Grammofon, Islandsorget, Bromma. Tel: Stockholm 87 33 00. Cable: SWEDISC Islandsorget. Pres.: Roland Ferneberg & Sture Wahlberg.
Label: Swe-Disc (distributed by GDC).
 Swereco, Post Box, Huvudskarsvagen 16, Johannes-hov. Tel: Stockholm 39 32 00. Pres.: Arne Setterwall.
This company represents: AZ, Crown, Eros, MK, Mode, Monitor, Pop, Saga, Sidney Bechet, Vogue.
 Swe-Tone, c/o Pergeman, Snickarvagen 25, Bro. Tel: Staket 40 553. Pres.: Alf Pergeman.
Label: Swe-Tone (distributed by Cupol).
 Telefunken, PO Box 1178, Ankdammsgatan 5G, Solna 1. Tel: Stockholm 82 04 80. Cable: TEFUNK. Pres.: Sixten Eriksson; Musical Dir.: Mats Olsson; A&R: Sven Agren.
Labels: Decca, Reprise, Sagoton, Swedish Society Discofil, Telefunken, Warner Bros.
This company represents: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Brunswick, Coral, London, L'Oiseau-Lyre, Telestar, Turnabout.
 Ernst Westerbergs, Post Box, Stockholm 6; Norrtullsgatan 10, Stockholm Va. Tel: 24 16 50. Cable: BAPTIST. Pres.: Zeth Abrahamsson.
Label: Cantus.
 Williams, PO Box 315, Bromma 3; Holbergsgatan 95, Bromma. Tel: Stockholm 37 27 40. Cable: ILLKASS. Pres.: 80 All.
Label: Kurre Smack (distributed by Skandinaviska Grammophon).

● **music publishers**

Ahlins, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 86. Cable: AHLINMUSIK. Pres.: Ernfrid Ahlin.
 American Songs, Drottninggatan 55, Stockholm C. Tel: 21 69 97. Cable: STOCKHOLMSMUSIK. Pres.: Felix Stahl.
 Anderssons, Sodra Forstadsgran 6, Malmo C. Tel: 23 659. Pres.: Ake Andersson.
 Barton (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Belinda (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Cable: BELINDSONG. Pres.: Ake Gerhard-Larsson.
 Bens (see Sweden).
 Broadway (see Sweden).
 Cedarwood (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Dominion, Storangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: 80 Goran Edling.
 Edition City, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Edition Liberty, PO Box 1178; Ankdammsgatan 5G, Solna 1. Tel: Stockholm 82 04 80. Cable: TEFUNK. Pres.: Sixten Eriksson; Prof. Mgr.: Hans Englund.
 Edition Lunden, Bromsvagen 25, Alvsjo. Tel: 47 35 46. Pres.: Walter Cohn.
 Edition Odeon, Oxenstiernsgatan 37, Stockholm No. Tel: 60 53 53 & 22 45 80. Cable: TURNTABLE. Pres.: Ivan Nordstrom & Bengt Sundstrom.

Edition Sylvain, Linnegatan 9-11, Stockholm O. Tel: 62 05 30. Cable: EHRLINGMUSIK. Pres.: Thore Ehrling.
 Ehrling & Lofvenholm, PO Box 8, Stockholm Tull; Pipersgatan 29, Stockholm K. Tel: 54 32 13. Cable: KAYTONE. Pres.: Leif Kronlund.
 Ehrlingforlagen, Linnegatan 9-11, Stockholm O. (A concern of music publishers. For information see: Edition Sylvain, Nils-Georgs, Thore Ehrling).
 Europa-Produktion, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Cable: EUROPASONG. Pres.: Ake Gerhard-Larsson.
 Flamingo, Bergslagsvagen 260, Bromma. Tel: 87 33 00. Pres.: Roland Ferneberg & Sture Wahlberg.
 Forlaget Filadelfia, PO Box 6082, Stockholm 6; Dobelngsgatan 52, Stockholm Va. Tel: 34 93 80. Cable: PINGSTYRKAN. Mgr.: Sven Lindahl.
 Forlaget Visor & Latar, PO Box 194, Aerla; Olstorp-Aerla. Tel: Eskilstuna (016) 700 16. Pres.: Gunnar Olsson.
 Gavotte Music, PO Box 27199; Invernessvagen 16, Stockholm 27. Tel: 85 50 50. Pres.: Pierre Westerman.
 Gehrmans, PO Box 505, Stockholm 1; Vasagatan 46, Stockholm C. Tel: 10 09 52. Cable: MUSIK-GEHRMAN. Pres.: Lennart Bagger-Sjback; Prof. Mgr.: Bernt Baune.
 Globe Music, PO Box 40139, Stockholm 14. Tel: Uppsala 13 50 50. Pres.: Thomas Nordlund.
 Gronstedts, Borgargatan 4, Stockholm Sv. Tel: 69 22 07. Pres.: Karl Gronstedt.
 Karin, Storangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: 80 Goran Edling.
 Kassner, Drottninggatan 55, Stockholm C. Tel: 21 69 97. Cable: STOCKHOLMSMUSIK. Pres.: Felix Stahl.
 Kewe, Vikingavagen 15, Danderyd. Tel: Stockholm 755 78 89. Pres.: Kewe Wickman.
 Lani, Hantverkargatan 54, Stockholm K. Tel: 53 53 00. Pres.: Yngve Stoor.
 Lois (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 A 8 R Lundquist, Surbrunnsgatan 30, Stockholm a. Tel: 34 55 20. Pres.: Einar Hylin.
 Robert Mellin (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Modern, Valhallavagen 16, Stockholm O. Tel: 30 20 36. Dir.: Felix Stahl.
 Mogull (see Sweden).
 Moonlight, Vackravagen 14, Sundbyberg. Tel: Stockholm 29 15 36. Pres.: Ake Oquist.
 Morgonstjarnans, Kungsholmsgatan 20, Stockholm K. Tel: 51 63 87. Cable: AHLINMUSIK. Pres.: Mrs. Marta Ahlin.
 Multitone, Storangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: 80 Goran Edling.
 Musikaliska Knuten, PO Box 733, Stockholm 1; Idrottsvagen 52, Norrviken. Tel: 714 06 77. Pres.: Uno Ullven.
 Musikaliska Magazinet, Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Musikforlaget Essex, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECCO. Pres.: Lennart Reuterskiold.
 Der Musikus, Farkostvagen 8, Lidingo 1. Tel: Stockholm 765 12 30. Pres.: Hans Busch.
 Nils-Georgs, Linnegatan 9-11, Stockholm O. Tel: 62 05 30. Cable: NILS-GEORGMUSIK. Pres.: Thore Ehrling.

Nordiska, PO Box 8, Stockholm Tull; Pipersgatan 29, Stockholm K. Tel: 54 19 00. Cable: MUSICALIA. Pres.: Leif Kronlund.
 Palace (see Sweden).
 Platina c/o Edition Odeon, Oxenstiernsgatan 37, Stockholm No. Tel: 60 53 53. Cable: TURNTABLE. Pres.: Bengt Sundstrom & Ivan Nordstrom.
 Polar (see Sweden).
 Progressive, Storangsvagen 27, Stockholm No. Tel: 61 13 16. Cable: MULTITONE. Pres.: 80 Goran Edling.
 Reuter & Reuter, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECCO. Pres.: Lennart Reuterskiold.
 RYMUS, Kungsgatan 56, Stockholm C. Tel: 20 06 97. Pres.: Henry Fox.
 SCALA, Regeringsgatan 45, Stockholm C. Tel: 23 49 85. Cable: NOMECCO. Pres.: Lennart Reuterskiold.
 Schlagerforlaget, Hantverkargatan 62, Stockholm K. Tel: 53 53 00. Pres.: Yngve Stoor.
 A. Schroeder, Brahegatan 24, Stockholm O. Tel: 61 75 30. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
 Screen Gems (see Sweden).
 Seven Brothers, c/o Edition Odeon, Oxenstiernsgatan 37, Stockholm No. Tel: 60 53 53. Cable: TURNTABLE. Pres.: Ivan Nordstrom & Bengt Sundstrom.
 The Shadows (Scandinavia), Drottninggatan 65, Stockholm C. Tel: 11 62 40. Pres.: Ake Gerhard-Larsson.
 Sonet, PO Box 39062, Stockholm 139; Artemisgatan 8, Stockholm No. Tel: 67 05 40. Cable: SCANDICORD. Pres.: Rune Ofwerman.
 Sonora, PO Box 5153, Stockholm 5; Kommendorgatan 26, Stockholm O. Tel: 63 54 00. Cable: SONORA. Pres.: Eddie Landqvist. Prof. Mgr.: Sture Borgedahl.
 Southern, Grevturegatan 38, Stockholm O. Tel: 67 99 10. Cable: SOUNDMUSIC. Pres.: Ronald Sjogren.
 Spanka (see Sweden).
 Starton, Bondegatan 4, Stockholm So. Tel: 23 30 55. Pres.: Helge Roundqvist.
 Stockholms Musikproduktion, Drottninggatan 55, Stockholm C. Tel: 21 69 97. Cable: STOCKHOLMSMUSIK. Pres.: Mrs. Felix Stahl.
 Succemelodier, Drottninggatan 55, Stockholm C. Tel: 21 69 97. Cable: STOCKHOLMSMUSIK. Pres.: Felix Stahl.
 Svenska Manu-Music, Blekingegatan 61, Stockholm So. Tel: 43 80 12. Pres.: Per Nystrom.
 SWEDEN, Brahegatan 24, Stockholm O. Tel: 61 75 30. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
This company represents: Bens, Broadway, Mogull, Palace, Polar, Screen Gems, Spanka. (SEE ADVERTISEMENT)
 Tagemusik, c/o Edition Odeon, Oxenstiernsgatan 37, Stockholm No. Tel: 60 53 53. Cable: TURNTABLE. Pres.: Ivan Nordstrom & Bengt Sundstrom.
 Thore Ehrling, Linnegatan 9-11, Stockholm O. Tel: 62 05 30. Cable: EHRLINGMUSIK. Pres.: Thore Ehrling.
 United Artists, Brahegatan 24, Stockholm O. Tel: 61 75 30. Cable: SWEDENMUSIC. Pres.: Stig Anderson.
 Wessman & Pettersson, Adelsgatan 5, Visby. Tel: 101 11. Pres.: Hans Pettersson.

● **record distributors**

Cupol, Katarina Bangata 17, Stockholm So. Tel: 23 30 55. Cable: CUPOL. Pres.: Helge Roundqvist.
Distributes the products of: Cupol Grammofon & Musik, Dollar Music, Europa-Produktion, Sveriges Radio, Swe-Tone.
 G D C (Grammofonbolagens Distributioncentral) PO Box 5153, Stockholm 5; Jungfrugatan 19, Stockholm O. Tel: 63 54 00. Pres.: Eddie Landqvist.
Distributes the products of: Arkens Rundradio, Arne Bill Produktion, Clavicord, Jet Records, Karusell Grammofon, Knappupp, Lidoproduktion, Megafon, Metronome, Moonlight Music, Pan, Philips-Sonora, Polar Music, Scan-Disc, Septima, Sonet Grammofon, Sunset, Svenska Manu-Music, Svenska Missionsforbundets, Swe-Disc Grammofon.
 Skandinaviska Grammophon, PO Box 27053, Stockholm 27; Sandhamngsgatan 39, Stockholm No. Tel: 22 45 80. Cable: GRAMMOPHON. Pres.: Anders Holmstedt.
Distributes the products of: Hellberg-Perlitz Produktion, Jazz Records, Nordiska Musikforlaget, Skandinaviska Grammophon, Sveriges Radio, & Williams.

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MUSIC LICENSING ORGANIZATIONS

S T I M, Tegnerlunden 3, Stockholm C. Tel: 24 29 50. Cable: STIM. Pres.: Sven Wilson. The Swedish Performing Rights Society.

PRESSING PLANTS

ALPHA, PO Box; Esplanaden 10, Sundbyberg. Tel: Stockholm 28 26 00. Cable: AKTIEALPHA. Pres.: S. Jacobsson (SEE ADVERTISEMENT)

Champion Radio, PO Box 21028, Stockholm 21; Rorstrandsgatan 37 Stockholm Va. Tel: 22 78 20. Cable: CHAMPIONRADIO. Pres.: Olof Bengtsson.

Mekaniska Verkstaden Rekord, Norrbackagatan 1, Stockholm Va. Tel: 23 42 15. Cable: Recopress. Pres.: Knut Vestman.

Svensk Grammofonindustri, Sveavagen 17, Stockholm C. Tel: 10 63 67. Pres.: Tage Andersson.

RECORDING STUDIOS

Como Studios, Karlbergsvagen 57, Stockholm Va. Tel: 30 96 00. Cable: METROREC. Mgr.: Rune Persson.

Europa Film, Annedalsvagen 29, Sundbyberg. Tel: Stockholm 28 28 00. Cable: EUROPAPILM. Mgr.: Bjorn Bergqvist.

Svenska Philips, PO Box, Stockholm 27; Lidingsvagen 50, Stockholm No. Tel: 63 50 00. Cable: PHILAMP. Mgr.: Dag Secher.

Sela Studio, Skiltorget 5, Stockholm C. Tel: 10 31 34. Pres.: Lennart Ljungberg; Mgr.: Sten Hagberg.

SWITZERLAND

Population: 6,080,000.

Official rate of exchange: \$1 (US)=4.29 francs.

Records imported from US (factory value): 1964—\$190,328.

Records exported to US (factory value): 1964—\$3,287.

Origin of pop record music: Domestic—2%; USA—42%; European (Common Market)—56%.

Stereo record sales: 15% of all records.

Discounting: None.

Record club sales: 5%.

Important regulations: 5.4% tax on wholesale price, plus 8 for SUIISA (mechanical copyright royalties)—both added to retail price.

● record manufacturers

C B S, PO Box 66, Winterthur. Tel: 6.62.31. Cable: COLRECORD. Gen. Mgr.: Helmut Bischof. Label: Columbia.

Disques Office, 188 rue Pierre Aebly, 1700 Fribourg. Tel: (037) 2.62.61.

This company represents: Ades-Petit Menestrel (France), Alpha (Belgium), Baroque (Canada), BAM (France), Discophile Francais (France), Musidisc, Ocora, Pleiade (France), President (France), Supraphon (Czechoslovakia), Supradidac (Belgium), Vergara, (Spain), Vista (USA).

E M I, Bahnhofstr. 28, 6300 Zug, Switzerland. Cable: EMISPHER.

Electromusic, Nauenstr. 71, Basel. Tel: 34.92.50. Cable: ELMUBA. Gen. Mgr.: Fritz Voegelin; Vice-Mgr.: Max Blattner.

Labels: Alpha, Alpina, Tell. This company represents: Cetra (Italy), Discophon (Spain), Juke Box (Italy), Sabrina (Italy), 777 (Germany), Sunset (Italy), Tempo-Osca (Germany).

Ex Libris, PO Box 8023, Hermetschloostr. 77, Zurich. Tel: 62.51.00.

Finsterwald & Cantacuzene, 70 Av. des Alpes, 1820 Montreux. Tel: 62.45.55.

This company represents: AZ (France), Adventure (Italy), Arlequin (Spain), Artone (Holland), Autumn (USA), Belter (Spain), Calig (Germany), Charlin (France), Christophorus (Germany), Circus (Italy), Clarte (France), Collector Recs. (England), Contrepoint (France), Crescendo (USA), Critere (France), Davon Music (USA), Deutsche Vogue (Germany), Dot (USA), Durium (Italy), Erato (France), Everest (USA), Fiori Musicali (France), Funkler (Holland), GNP Crescendo (USA), Golden Guinea (England), Hispavox (Spain), Jay Gee (USA), Jericho (France), Jolly (Italy), Josie (USA), Jubilee (USA), Kapp (USA), Laurie (USA), Lumen (France), MK (USSR), Mainstream (USA), Marble Arch (England), Markal (Belgium), Marquee

(USA), Mode (France), Music (Italy), Negrin (Holland), Nixa (England), Orfeon (Mexico), Pacific (France), Palette (Belgium), Pastorale & Musique (France), Piccadilly (England), Pop (France), Peacock (USA), Premier (USA), Pye (England), Red Bird (USA), Roulette (USA), Royal (Italy), Scepter (USA), Somerset (Germany), Sonet (Sweden), Spoken Arts (USA), Sprint (Italy), Stella (Italy), Stevie (England), Storyville (Denmark), Strike (England), Studio SM (France), Swing (France), Tico (USA), Titanus (Italy), Tono (Denmark), Transatlantic (England), Typic (France), Unidisc (France), Vogue (France), Zafiro (Spain).

Hug, Lindenhofstr. 16, Basel. Tel: (061) 35.10.77.

This company represents: HMV, Electrola, Angel, Encore, Trianon, Liberty, Jupiter, L'Encyclopedie Sonore (Hachette), Bartok, Monitor, Musidisc, Qualiton.

Interdisc, PO Box 34, V.d. Scuole 10, Cassarate-Lugano. Tel: 3.20.93. Dir.: Aldo Libanione.

Iramac, Burgerstr. 17, 6000 Luzerne. Pres.: S. S. A. Samama.

Labels: Iramac & Relax.

Jecklin, Ramistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

This company represents: Angel (England), Atco (USA), Atlantic (USA), CGD (Italy), Carisch (Italy), Choir (USA), Columbia (England), Contemporary (USA), Derby (Italy), Favorite (Austria), Gloria (Germany), Golden 12 (Germany), Good Time Jazz (USA), Harmonia Mundi (Germany), Imperial (Germany), International (Germany), Italia (Germany), Kabarett Aus Wien (Austria), Lebendiges Wort (Austria), Metro-nome (Germany), Musica Sacra (Germany), Odeon-Parlophon (England), Pathe (England), Patmos (Germany), Regal (England), Stateside (England), Super Majestic (France), Tamlamotown (USA), Unikum (Austria), Vox (USA, France).

Mercury, 5 Quai du Mont Blanc, Geneva. Tel: 32.87.10. Cable: Merrecord. Dir. Int'l: Brice Somers.

MUSIKVERTRIEB, PO Box 8040, Badenerstr. 555, Zurich. Tel: (051) 54.97.54. Cable: MUSIKVERTRIEB. Pres.: M. A. Rosengarten; Sales: L. Schmucki.

This company represents: Ace of Clubs (England), Ace of Hearts (England), Ariola (Germany), Argo (Europe), Baccarola (Germany), Parclay (France), Bel Air (France), Capitol (USA), Coral (USA), Decca (England), Ducretet-Thomson (France), Elite Special (Switzerland), Eurodisc (Germany), Festival (France), Hansa (Germany), Hed-Arzi (Israel), Hispavox (Spain), Jaguar (Italy), Karate (USA), London (England), L'Oiseau Lyre (France), Monument (USA), RCA Victor (USA), RCA Italiana (Italy), Reprise (USA), Ricordi (Italy), Rigolo (France), Riviera (France), Telefunken (Germany), Triola (Denmark), 20th Century-Fox (USA), Vega (France), Warner Bros. (USA). (SEE ADVERTISEMENT)

Oversea, Alte Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50. Gen. Mgr.: Michel Liber. Label: Oversea.

This company represents: Carosello (Italy), Clan Celentano, (Italy), Curci (Italy), Delta (England), Fidelio (England), IPM (Italy), Italmusica, (Italy), Jazz Club (France), Kansas (Italy), Maietti (Italy), Meazzi (Italy), Ole (Italy), Palette (USA), Panorama (France), Pig (Italy), President (France), Primary (Italy), Ri Fi (Italy), Ribalta (Italy), Rondo (Germany), Said (Italy), Sir (Italy), Silver (Italy), Sonor (Italy), Sunstar (Italy), Togo (Italy), Variety, Vergara (Spain), Zephyr (Italy).

Philips, Edenstr. 20, 8027 Zurich. Tel: (051) 25.86.10. Cable: ARGENTA. Gen. Mgr.: Dr. J. J. Schwenzer; Sales: A. Duchable.

Labels: Philips, Fontana, Mercury, Caedmon, Orpheus, Pergola.

This company represents: Audio-Fidelity (USA), Battle (USA), Caedmon (USA), Caravel (Italy), Critere (France), Fidelity (Greece), Fontana, Jazzland (USA), Mercury (USA), Melodicon (Italy), Pacific Jazz (USA), King Universal (Italy), Philips (USA), Riverside (USA), Star Club (Germany), Vee Jay (USA), World Pacific (USA).

Phonag, PO Box 66, Stadthausstr. 69, 8400 Winterthur. Tel: (052) 6.62.31.

Label: Phonag.

This company represents: Amadeo (Austria), Blue Note (USA), Saba (Germany), CBS (USA), Epic (USA), Okeh (USA), Phonocolor (Italy), Style (Italy), Vanguard (USA).

Pick, Brunnwiesenstr. 26, CH 8049 Zurich. Tel: 56.70.60 & 56.44.40. Cable: MUSIKCENTER. Pres.: Anton Peterer; Int'l: Jane Peterer; Mgr.:

Ernest Niedermann.

Labels: Regina, Hippo.

RCA Overseas (European Liaison Office), 31 Blvd. Helvetique, Geneva. VP & Mg'g Dir.: Peter F. Baumberger.

Siemens, Lowenstr. 35, 8001 Zurich. Tel: (051) 25.36.00. Gen. Mgr.: Eugen Vogler.

This company represents: Adria (France), Archiv (Germany), Ascot (USA), Brunswick (Germany), Command (USA), Cricket (Italy), DCP-International (USA), DGG (Germany), Disques Jacques Canetti (France), Fonit (Italy), Heliodor (Germany), Hit House (Germany), Polydor (Germany), Italdisc (Italy), Kama Sutra (USA), Langenscheidt (Germany), MGM (USA), Polydor (Germany), Tip (Germany), UA (USA), Verve (USA), Verve/Folkways (USA), VSP (USA).

Turicaphon, 8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Gen. Mgr.: Hans Oestreich Sr.; Sales & Promo.: Hans Oestreich Jr. Label: Elite Special.

This company represents: Asmahan, Ricordi, Triola, Phonocolor, Vogue (see Finsterwald & Cantacuzene).

Vogue, Av. des Alpes 70, Montreux.

● music publishers

De Belmont, 70 Av. des Alpes, 1820 Montreux. Tel: (021) 62.45.55.

Cadenza, 8 rue de Hesse, Geneva. Tel: 25.59.55. Gen. Mgr.: Heinz Liechti.

Affiliate: Editions Sidem, Mondiamusic.

This company represents: Big 3.

Chappell (see Helbling).

Edifo, Badenerstr. 332, 8000 Zurich 4. Tel: 54.64.77.

Edition Annabella (see Musikus).

Edition Coda, Brunnwiesenstr. 26, CH 8049 Zurich. Tel: 56.70.60 & 56.44.40. Cable: MUSIKCENTER. Gen. Mgr.: Anton Peterer.

Affiliate: Melodie.

This company represents: Ralph Arnie (Germany), Edition Montana (Germany), Francis-Day (France), Peter Meisel (Germany), UFA (Germany).

Edition Turicaphon, 8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Cable: TURICAPHON RIEDIKON. Pres.: Hans Oestreich Sr.

Editions Sidem (see Cadenza).

Flora (see Musikus).

Helbling, Haus Melodie, 8604 Voketswil, Zurich. Tel: (051) 86.43.93.

This company represents: Chappell, Modern, Nova, Southern.

Impact, V.d. Scuole 10, 6900 Cassarate-Lugano. Tel: 3.20.93. Dir.: Aldo Libanione.

Intervox, Pfauen-Ramistr. 42, Zurich 1/24. Tel: 24.16.73.

Maietti (see Oversea).

Me'odie (see Edition Coda).

Ivan Mogull (see Musikvertrieb).

Mondiamusic (see Cadenza).

Musikus, Weidstr. 11, 8610 Uster/Zurich. Tel: 87.30.72. Pres.: Hans Oestreich Sr.

Affiliates: Flora, Edition Annabella.

MUSIKVERTRIEB, Badenerstr. 555, 8040 Zurich.

This company represents: Ivan Mogull. (SEE ADVERTISEMENT)

Oversea Rec., 8154 Oberglatt, Zurich.

Sonographic, PO Box 2, 8952 Schlieren.

Southern (see Helbling).

Vescovi (see Oversea).

● distributors

Jecklin, Ramistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

MUSIKVERTRIEB, Badenerstr., 555, Zurich 9/48. Contact: Alex Reichstadt. (SEE ADVERTISEMENT)

Pick, Brunnwiesenstr. 26, 8049 Zurich. Tel: 56.70.60 & 56.44.40. Mg'g Dir.: Anton Peterer.

● supplies & services

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Hug, Fusslistr. 4, 8000 Zurich 1.

Max Lussi, Leimenstr. 76, 4000 Basel.

Oversea, 8154 Oberglatt, Zurich.

Sonographic, PO Box 2, 8952 Schlieren.

THAILAND

Population: 29,700,000.

Official rate of exchange: \$1 (US) = 20.80 baht.

Records imported from US (factory value): 1964—\$125,516; 1963—\$120,700; 1962—\$131,100; 1961—\$102,300.

● record manufacturers

Black & White, 708 Mahachai Rd., Bangkok. Tel: 23002.

Cathay, Charoenkrung Rd., Bangkok.

T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.

Kamol Sukosol, PO Box 178, Bangkok.

Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel: 57133.

Philips Electrical Co. of Thailand, 282 Silom Rd., Bangkok.

● importers & exporters

T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.

Kamol Sukosol, PO Box 178, Bangkok.

● supplies & services

PRESSING PLANTS

Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel: 57133.

Virulhhatthakich, c/o Kamol Sukosol, PO Box 178, Bangkok.

RECORDING STUDIO

Kamol Sukosol, PO Box 178, Bangkok.

TRINIDAD & TOBAGO

Population: 969,380.

Official rate of exchange: \$1 (US) = 1.714 West Indian dollars.

Per capita income: \$863 (1964).

Records imported from the US (CIF value): 7" and under—\$40,774; 7" to 10"—\$2,717; over 10"—\$60,074 (1964).

Records exported to US (FOB value): 7" and under—\$77; over 10"—\$181 (1964).

Total record imports (CIF value): 7" and under—\$59,194; 7" to 10"—\$30,804; over 10"—\$97,812 (1964).

Total record exports (FOB value): 7" and under—\$70,748; 7" to 10"—\$903; over 10"—\$42,259.

Radio stations: 2 (Radio Trinidad & Radio Guardian).

Television station: 1 (Trinidad & Tobago).

● record manufacturers

International Rec'g, 8 Dundonald St., Port-of-Spain.

Tel: 52337. Cable: Interrecord. Mg'g Dir., A&R & Sales: Leslie C. D. Lucky-Samaroo.

Label: Tropic.

This company represents: RCA Camden, RCA Victor, Ultra Audio, United Artists.

National Rec'g, Simeon Rd., Petit Valley, Diego Martin, Trinidad. Contact: Slinger Francisco.

Telco Rec'g Div., Corner Gordon & Maingot Sts., Mt. Hope, Port-of-Spain. Tel: 638-3354.

Trinidad Rec'g House (TRH) (West Indies), 131 Long Circular Rd., Port-of-Spain. Tel: 22335.

● supplies & services

PRESSING PLANTS

International Rec'g, PO Box 517, Port-of-Spain.

National Rec., PO Box 631, Port-of-Spain.

Trinidad Rec'g House (TRH) (West Indies), 131 Long Circular Rd., Port-of-Spain. Tel.: 22335.

West Indies Telecommunications & Electronics, PO Box 890, Port-of-Spain. Tel: 638-3354.

TURKEY

Population: 31,300,000.

Official rate of exchange: \$1 (US) = 9 Turkish pounds.

Per capita income: \$216.

Imports: 1965—Gramophone records—\$38,011; Blanks—\$1,024; Matrices of gramophone records—\$11,448.

Exports: 1965—Gramophone records—\$24,444.

Average retail price: LP's—\$11.00; EP's—\$2.20; Singles—\$1.60.

Type of record distribution: Manufacturer to wholesaler to retailer and manufacturer to retailer.

Import-Export regulations: Records are imported through quotas, there is no regulation for export. Radio stations: There are 15 radio stations, not including school radios. For example, Istanbul Technical University operates two studios; one is broadcasting on FM and AM and the other is a small circuit studio.

● record manufacturers

Cramofon Limitet Sirketi, Halkali Cad. 85, Yesilkoy, Istanbul. Tel: 738976. Cable: Gramoturk. Mg'g Dir.: Alan A. Campbell.

Labels: EMI, HMV, Columbia, Odeon, Pathe, Capitol.

This company represents: Capitol (USA), Columbia (England), HMV (England), Pathe (France), Parlophone (England), Stateside (England), Warner Bros. (USA).

Int'l representative: EMI (Int'l).

Melodi, Istiklal Cad. 387, Istanbul. Tel: 442636.

Pres.: Kayihan Caglayan; Sales: Salim Kabar; Int'l: Nuran Ucuu.

This company represents: Decca, Imperial, Italdisc, Liberty, London, RCA, Reprise, Ricordi, Ri-Fi, Teldec, Warner Bros.

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continued

UNITED ARAB REPUBLIC

Population: 28,359,000.
 Records imported from US: 1965—\$344,842.
 Records exported to US: 1965—\$2,693.

● record manufacturers

Sono Cairo, PO Box 2017, 18 Borsa St. Tewfikieh, Cairo. Tel: 40-897. Gen. Dir.: Taha Nasr.
 This company represents: RCA Victor.
 Michael Yacoumopoulos, PO Box 1904, Alexandria. Tel: 30934. Cable: Yalos.

UNITED KINGDOM

Population: (England, Northern Ireland, Scotland, Wales): Latest official estimate—54,285,700.
 Official rate of exchange: One pound sterling = \$2.80.

Per capita income: \$2,200 annually.
 Number of homes with record players: 8,000,000.
 Records sold domestically (factory value): 1965—\$61.9 million; 1964—\$63.4 million; 1963—\$53.7 million.
 Records imported from the US (factory value): \$356,585.
 Records exported to the US (factory value): \$1,847,664.
 Records imported from countries other than US (factory value): \$1,409,422.
 Records exported to countries other than US (factory value): \$6,652,551.
 Records manufactured for domestic and export sales: LP's—31.5 million units at \$53.8 million, EP's & singles—62.2 million units at \$17.4 million.
 Average retail price per record: LP's—\$4.50; EP's—\$1.77; Singles—\$1.01.
 Stereo Sales: 24%.
 Discounting: Never

Record club sales: 6% of total sales.
 Type of record distribution: Manufacturer to retailer, rare from manufacturer to wholesaler to retailer.

Number of jukeboxes: 24,000.
 Radio stations: BBC monopoly.
 Television stations: 2 government; 1 commercial. Extensive musical programming.

Import-export regulations: All records sold in Britain, irrespective of origin, bear a purchase tax. On domestic products it is levied at 25% of the wholesale (distributor) value. There is no purchase tax on pre-recorded tapes or matrices. On imported disks the 25% tax is payable at point of entry on the assessed value after import duty has been paid.

Import duty is charged on the value assessed at cost, insurance and freight charges in addition to 25% purchase tax. For gramophone records the duty is: from Commonwealth countries—10%; EFTA countries—3%; other countries—15%. On pre-recorded magnetic tapes import duty is: from Commonwealth countries—16½%; EFTA countries—6½%; other countries—25%.

No import licenses are needed for disks, tapes or matrices apart from Communist Bloc countries. Current legislation provides that entry be denied to unauthorized copies of copyright works. Approval must be obtained from the copyright holder or his agent.

In most cases the agent in Britain is the Mechanical Copyright Protection Society. Where the copyright has not been cleared for import into Britain in the country of origin, royalties must be paid in advance. There is a special royalty for imports. This varies from 14 cents per title per record, for small quantities, to 5 cents per title per record for larger numbers. Not all copyright holders are members of MCPS. Some publishing houses act independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association.

Chris Hutchins

● record manufacturers

A R C, 326 Kensal Rd., London W.10. Tel: LAO 6651. Cable: MUSICALITY.
 Branches: 42 Broughton St., Manchester 8.

Tel: Deansgate 2355. Scotland, 669 Gallowgate, Glasgow S.E. Tel: Bridgeton 0235.

Labels: Coda, Dandy, Eros, Festival, Fidelity, Heritage, Lyrique, Lyro, Octave, Opera Society, Presto, Saga, Silver Dollar, Society, Trumps.
 Int'l representatives: Australia (Festival), Belgium (Decca), Canada (Eldon), Germany (Fidelity), Holland (Dureco, Munnickendam), Italy (Interexchange), New Zealand (HMV), Norway (Cappelens), South Africa (Gallo), Sweden (Swereco), Switzerland (Classic Rec.).

Abbey, 2 Abbey St., Eynsham, Oxford. Tel: Eynsham 388 & Oxford 4-1356. Mg'g Dir.: H. F. Mudd; A&R Dir.: David Lumsden.

ARGO, 113 Fulham Rd., London S.W.3. (SEE ADVERTISEMENT)

Ariola (see CBS).

Associated Rec'gs Co. (see ARC).

C B S, 28-30 Theobalds Rd., London W.C.1. Tel: CHA 9000. Cable: Colcord. Mg'g Dir.: Ken Glancy; Ass't Mg'g Dir.: George Shestopal & Maurice Oberstein; A&R: Reg Warburton; Classical Promo.: Miss Quita Chavez; Mk'tg. Mgr.: Olav Wyper; Sales Mgr.: Walter Sparksmann; Promo. & Pub. Mgr.: Roger Easterby; Adv. Mgr.: Peter Lamb.

Labels: Ariola, CBS, CBS-Realm, Date, Embassy, Euro-Disc, Oriole, Savoy (SEE ADVERTISEMENT)

C B S Ream (See CBS).

Cannon (see Crossbow).

Coda (see ARC).

Concert Hall, Concert Hall House, London S.W. 18. Tel: VAN 0441. Cable: Cohallclub. Gen. Mgr. & Sales: Leonard Joseph; A&R: Jean Goehr; Int'l: Lionel Phillips.

Labels: Children's Corner, Concert Hall, Introduction to Music.

Crossbow, 47 Dean St., London W.1. Tel: REG 7451. Cable: Ayceemusic. Mg'g Dir., A&R, Sales & Int'l: Allan Crawford.

Labels: Acclaim, Cannon, Carnival, Crossbow, Flair, Rocket, Sabre.

Int'l representatives: Various in Australia, Denmark, Finland, Italy, New Zealand, Norway, Sweden, U.S.A.

Dandy (see ARC).

Date (see CBS).

DECCA, 9 Albert Embankment, London S.E.1. Tel: REL 8111. Cable: Deccord. Chm.: Sir Edward Lewis; A&R: John Culshaw & Oick Rowe;

Page 2—MELODY MAKER, February 26, 1966

Rank	Artist	Record Title	Label
1	(1)	19TH NERVOUS BREAKDOWN	Rolling Stones, Decca
* 2	(2)	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra, Reprise
3	(3)	MY LOVE	Petula Clark, Pye
4	(4)	A GROOVY KIND OF LOVE	Mindbenders, Fontana
5	(5)	YOU WERE ON MY MIND	Crispian St. Peters, Decca
* 6	(6)	SPANISH FLEA	Herb Alpert, Pye
7	(7)	SHA-LA LA LEE	Small Faces, Decca
* 8	(8)	MICHELLE	Overlanders, Pye
* 9	(9)	TOMORROW	Sandie Shaw, Pye
10	(10)	LOVE'S JUST A BROKEN HEART	Cilla Black, Parlophone
11	(11)	BARBARA ANN	Beach Boys, Capitol
12	(12)	INSIDE LOOKING OUT	Animals, Decca
13	(13)		Decca

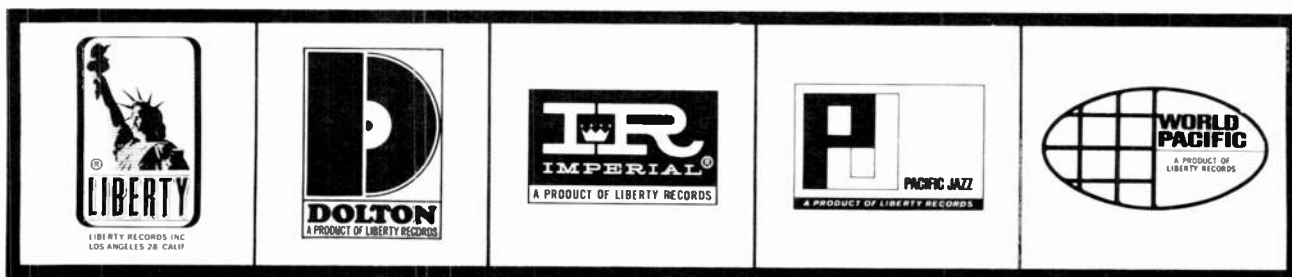
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Int'l representatives: Argentina (Odeon), Australia (EMI), Benelux (Electrola), Canada (Canadian Music Sales), Eire (Gramophone), France (Ricordi, Pathe-Marconi), Germany (Electrola), Holland (Bovema), India (Gramophone), New Zealand (HMV), South Africa (Teal) South America (EMI Odeon), USA (London Decca). (SEE ADVERTISEMENT)

Disc Imports, 16 John Dalton St., Manchester 2. Tel: BLA 7292. Cable: Imdisc. Mg'g Dir.: I. T. Wilson.

Labels: Campion, Euroson.

This company represents: Carisch (Italy), Monodiophone (France), Musica Mundi (Germany), Musica Sacra (Germany), SFP (France), Valois (France), Vogue (Germany).

Dobell's Jazz Rec. Shop, 77 Charing Cross Rd., London W.C.2. Tel: GER 4197. Mg'g Dir.: D. A. Dobell.

Labels: "77," Folklore.

EMI 1, EMI House, 20 Manchester Sq., London W.1. Tel: HUN 44BB. Cable: Emirecord, Wesdo. Exec-Vice-Chm.: L. G. Wood; Mg'g Dir.: G. N. Bridge; Deputy Mg'g Dir.: J. B. Stevenson; Int'l: A. M. Smith; Gen. Mgr. Pop Prod. Group, U.S. & Independent Sources: Rex Oldfield; Gen. Mgr. EMI Produced Repertoire: Norrie Paramor;

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Labels: Capitol, Columbia, Encore, HMV, Liberty, MGM, Motown, Parlophone, Regal-Zonophone, Stateside, Tamla, UA, Verve, Waverley. This company represents: ABC-Paramount, Amy-Mala, Apollo, Ascot, Buena Vista, DCP, Disneyland, Diamond, Dolton, Epic, Global, Imperial, Impulse, Institute for Language Study, Laurie, Metronome, Musicor, Okeh, Prestige, Swan, Tower, 2Dth-Fox, Westminster (USA).

Int'l representatives: All major territories principally through EMI Ltd. subsidiary companies. (SEE ADVERTISEMENT)

E'ektra, 7 Poland St., London W.1. Tel: REG 6466. Contacts: Don Johnston & Joseph Boyd.

Embassy (see CBS).

Ember, York House, Empire Way, Wembley, Middlesex. Tel: DIL 1077. Cable: Krugent. Mg'g Dir.: Jeffrey S. Kruger.

Int'l representatives: Aden (Bhicajee Cowasjee), Arabian Gulf (Jashanmal & Sons, Ambassador Stores), Argentina (Sicamericana), Australia (Festival), Austria (Amadeo), Belgium (Anvers Radio), Brazil (EMI Odeon), Canada (Capitol, Quality), Canary Islands (Adolfo Rivera Canals), Cyprus (J.A. Cabras & Bros.), Denmark (Skandinavisk Grammophon), Eire (Solomon & Peres), Finland (Scandi-Musiikki), France (Pathe-Marconi), Germany (Electrola, H. Marcuse), Greece (Columbia Gramophone), Holland (Bovema), Hong Kong (Cosdel), India (Gramophone), Italy (Vedette), Japan (Cosdel), Lebanon (Wattar Freres), Malta (Anthony D'Amato & R. Brizzi), Mexico (Capitol), New Zealand (Peak), Nigeria (EMI), Norway (Arne Bendiksen), Peru (Distribuidora Peruana, Talia), Portugal (Discophon), Rhodesia (Electrical Radio Musical Inds.), Singapore (Cosdel), South Africa (EMI), Spain (Discophon), Sweden (Skandinaviska Grammophon), Switzerland (Finsterwald & Cantacuzene), Turkey (Sirkeci), USA (Ember).

Emerald, 67/69 Ann St., Belfast, Ireland. Tel: 3616. Mg'g Dir. & Adv.: Mervyn Solomon; Dir.: Maurice Solomon; A & R: Mervyn Solomon & Tommy Scott; Sales & Mktg.: Maureen McNamee; Pub.: Louis Solomon; Promo. Dir.: Philip Solomon. Branch: 73/75 New Oxford St., London. Tel: TEM 5941. Dir.: Phil Solomon. Label: Emerald.

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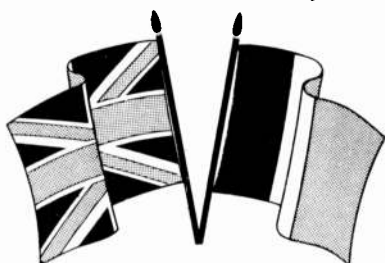
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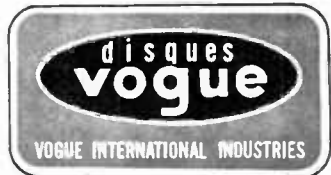
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Label: Clave.
This company represents: Barclay (France), CGD (Italy), Disc Jockey (Argentina), Discomoda (Venezuela), Decca (France), London (Int'l), Marvela (Puerto Rico), Monitor (USA), Panart (USA), Seeco (USA).
Int'l representatives: Francé (Barclay), Italy (CGD), Puerto Rico (Marvela), USA (London, Monitor, Panart, Seeco).

Editorial Antar, Republica 1613, Montevideo. Tel: 40-6300. Cable: Antar. Pres.: Carlos Vallarino; Mgr.: Angel Lisanfi; Int'l: Walter Mandacen.
Label: Antar.

This company represents: Copacabana (Brazil), Cetra (Italy), Ducretet-Thomson (France), H&R (Argentina), 20th-Fox (USA), Les Discophiles Francaises (France), Peerless (Mexico), Pallette (Belgium), RGE (Brazil), Telefunken (Germany), United Artist (USA), Vox (USA), Vanguard (USA).
Int'l representatives: Argentina (Antar), Belgium (Pallette), Brazil (RGE), France (Ducretet-Thomson), Germany (Telefunken), Italy (Cetra), Mexico (Peerless), USA (Vanguard).

Fermata, Constituyente 1903, Montevideo. Tel: 31-9330 & 31-9377. Cable: FERMATA BAIREs.

Palacio de la Musica, 18 de julio 1100, Montevideo. Tel: 80113. Pres.: Ricardo Gioscia; Mgr.: Ricardo Gioscia Jr.
Label: Orfeo.

This company represents: Angel (USA), Decca (USA), Capitol (USA), Liberty (USA), Odeon (Argentina, Brazil, Chile, Peru), Musart (Mexico), Warner Bros. (USA).

Philips Uruguay, 1287 Piso 3, Montevideo. Tel: 95641. Gen. Mgr.: Enrique Lazcano.
Label: Philips.

This company represents: Archiv (Germany), DGG (Germany), Mercury (USA), MGM (USA), Polydor (Int'l), Philips (Int'l), Ri-Fi (Italy).

Praos, 18 de julio 1080, Montevideo. Tel: 95034. Gen. Mgr.: Eduardo Miranda.

Label: Gold Laut.
This company represents: Chantecler (Brazil), Musidisc, Nilser (Brazil), Virrey (Peru).

Siweg S. A., Convencion 1424, Montevideo. Tel: 98-2224. Top Exec.: Jorge Errazquin.
Label: RCA Victor.
This company represents: RCA (USA) and affiliates.

Sondor S. A., Nicaragua 1478, Montevideo. Tel: 27530. Cable: Sondor. Pres.: Enrique Abat; Mgr.: Pablo Echevarria.
Label: Sondor.
This company represents: Columbia.

Tonodisc, Constituyente 1903, Montevideo. Tel: 40-1169. Gen. Mgr.: Nestor Paez.
Label: Tonodisc.

This company represents: Grand Award (USA), Fermata (Argentina), Microfon (Argentina), Tonodisc (Argentina), Tamla-Motown (USA).

● music publishers

Campo (Palacio dela Musica), 18 de julio 1100, Montevideo.

Discoteca, Ibcuy 1276, Montevideo. Tel: 98-5832.
 Edami (Southern and Peer), Juan Jackson 1401, Montevideo.

Fermata, Constituyente 1903, Montevideo. Tel: 40-1169.

● supplies & services

PRESSING PLANTS

APSA (RCA Victor), Av. Italia 4230, Montevideo. Tel: 59-3015.

Editorial Antar, Republica 1613, Montevideo. Tel: 40-6300.

Fimasa, Nueva York 1176, Montevideo. Tel: 96074.

Sondor S.A., Nicaragua 1478, Montevideo. Tel: 27530.

RECORDING STUDIOS

Editorial Antar, Republica 1613, Montevideo. Tel: 40-6300.

Sondor, Rio Branco 1536, Montevideo. Tel: 92670.
 Radio Ariel, Olimar, Montevideo.

MUSIC LICENSING ORGANIZATIONS

Asociacion General de Autores del Uruguay (AGADU), Canelones 1130, Montevideo. Tel: 83188. Gen. Mgr.: Luis Alberto Zeballos.

U.S.S.R.

Population: 1959 census: 208,826,650; latest official estimate: 226,253,000.

Official rate of exchange: \$1 (US)=0.90 rubles.

Records imported from US (factory value): 1964—\$264; 1963—\$1,820, classics and jazz, instrumentals.

Records exported to US (factory value): 1964—\$47,163; 1963—\$16,000; 1962—\$18,100.

● record manufacturers

V/O Mezhdunarodnaya Kniga, Smolenskaya Pl. 32/34, Moscow G-200. Tel: 4-10-22. Cable: Mezhnkniga.
Label: MK.

● importers & exporters

V/O Mezhdunarodnaya Kniga, Smolenskaya Pl. 32/34, Moscow G-200. Tel: 4-10-22. Cable: Mezhnkniga.

VENEZUELA

Population: 8,900,000.

Official rate of exchange: \$1 (US)=4.54 bolivars.

Per capita income: \$850 annually.

Number of homes with record players: 50% of all homes in Caracas; 10 to 15% of all homes elsewhere.

Records imported from US (factory value): 1964—\$157,639.

Records exported to US (factory value): 1964—\$9,775.70.

Average retail price: Stereo LP's—\$5.94; Mono LP's—\$4.84.

Discounting: Approx. 25% at retail.

Stereo sales: About 10% of LP's.

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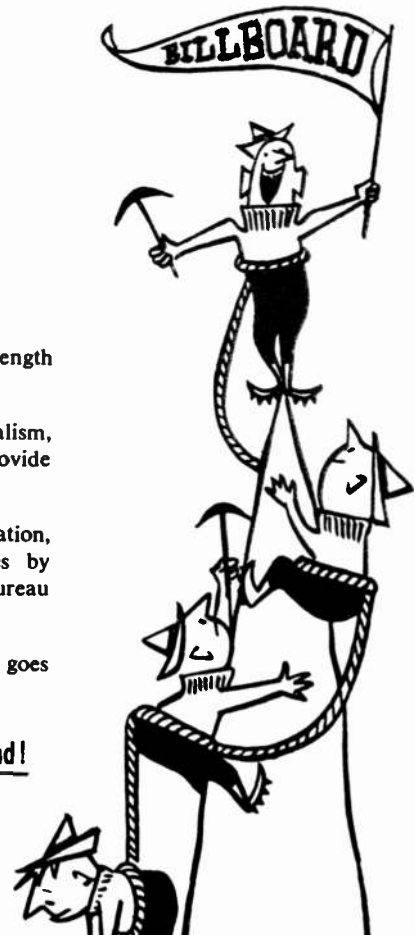
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Distribution system: Manufacturer to dealer.

Radio stations: 85.

Television stations: 4.

Jukeboxes: 18,000.

Record clubs: None.

Important regulations: It has been illegal to import foreign records for direct sale. Only classical records may be imported. It is also illegal to import musical tape recordings for re-recording.

● record manufacturers

Aluvenca, Edificio Vega, Rio a Pte. Soublette, Caracas. Cable: Vegasa. Tel: 41-63-67. Gen. Mgr.: Julio Brilllembourg; Sales: Marcelo Manzo; A&R: Manuel Caraballo Gramcko. Labels: Vega, Time.

This company represents: Time (USA).

Hermanos Antor, Ave. El Paso 19, Los Rosales, Aptdo. Postal 13132, Nueva Granada, Caracas. Cable: Contidisco. Tel: 61-02-37 & 61-20-17. Gen. Mgr.: Jose Antor; A&R: Juan Antor; Sales: P. Vidal Sanchez; Int'l: Jose Antor. Labels: Souvenir, Continental.

This company represents: Orfeon (Mexico), Liberty (USA), Puchito (USA), Canadian American (USA), Zafiro (Spain), RCA (USA). Int'l representatives: USA (Liberty), Mexico (Orfeon), Spain (Zafiro).

La Discoteca, Apartado del Este 4720, Caracas. Tel: 34-46-R1. Cable: Ladicoteca, Gen. Mgr.: W. Ricken; Sales: B. Brecht. Labels: Erna, Sonus.

This company represents: CBS (USA, Argentina, Brazil, Mexico), Dot (USA), Gamma (Mexico), Hispavox (Spain), Marvela (Puerto Rico), Musart (Mexico), Plaza (Brazil), RGE (Brazil), Virrey (Peru), Zeida (Colombia).

Distribuidora Nacional De Discos, PO Box 8535, Caracas. Tel: 42-20-19. Cable: Disnadisco. Gen. Mgr.: Jose Pages; A&R: Porfirio Jimenez; Sales: Gumersindo Miranda; Int'l: Gumersindo Miranda. Label: Velvet.

This company represents: Audio Fidelity (USA), Kubaney (USA), Lyrta (Colombia), Gema (USA), Dorado (Colombia).

Int'l representatives: Mexico, Colombia, Peru (Velvet), Spain (Cubalegre), USA (Kubaney).

Fabrica Venezolana (Favedica), PO Box 3402, Caracas. Tel: 49-23-18. Cable: FAVEDICA. Pres.: Cesar Roldan; Prod'n: Benito Vieitez; Sales: Enrique Barros; A&R: Carlos Guerra; Int'l: Stanley Steinhaus.

Labels: Discomoda, Impacto (Budget).

This company represents: Areito (Spain), Carisch (Italy), Cisne (Mexico), Deutsche Vogue (Germany), Durium (Italy), GTA (Italy), Ideal (USA), Lisboa (Portugal), Musidisc (Brazil), Onix (Ecuador), Palma (Spain), Saar (Italy), Sidet (Italy), Style (Italy), Teledisc (Italy), Toshiba (Japan).

(All products appear under the Orbe label.)

Int'l representatives: Austria (Deutsche Vogue), Benelux (Saar), Central America (Indica), Colombia (Fuentes), Ecuador (Onix), Germany (Deutsche Vogue), Italy (Saar), Mexico (Cisne), Peru (Odeon), Portugal (Valentim de Carvalho), Scandinavia (Deutsche Vogue), Switzerland (Saar), USA (Panart, Seeco).

Fonograma, Ave. Paez Qta. Arib, El Paraiso, Cable: Fonograma. Tel: 49-36-13 & 49-38-57. Gen. Mgr.: C. Esparragosa; A&R: Billo Frometa; Sales: Luis Barrois; Int'l: Gloria Baez. Labels: Fonograma-Billo.

This company represents: Kapp (USA), Tropical (Colombia), Nilser (Brazil).

Int'l representatives: Colombia (Tropical), Costa Rica (Indica), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami).

Fuentes, Miranda a Maderero Ed., Local 8, Caracas. Cable: Robogomer. Tel: 41-52-91. Gen. Mgr.: R. Gomez; A&R: A. Segura. Int'l: Roberto Gomez.

This company represents: Fuentes (Colombia), Carrizal (Colombia).

Int'l representatives: Colombia (Fuentes), USA (Fuentes).

Orbe (see Fabrica Venezolana)

Palacio de la Musica, Apartado Postal 3637, Caracas. Cable: Pamusica. Tel: 42-88-26. Gen. Mgr.: Ernesto Aue; A&R: Miguel Angel Pina; Sales: Arlindo Silva; Int'l: Ernesto Aue. Label: Palacio.

This company represents: Imperial (USA), Seeco (USA), UA (USA), Ricovox (Puerto Rico), Falcon (USA), Peerless (Mexico), London Int'l (England), Daro (Colombia), Copacabana (Brazil),

Ariola (Germany), Rapsodia (Portugal), Tico (USA).

Int'l representatives: Mexico (Peerless), USA (Ricovox); all other world markets (Polydor).

Panart de Venezuela, PO Box 9258, Caracas. Cable: Recave. Gen. Mgr.: Ramon Sabat; A&R: Rene Castro Vega; Sales: Hilario Velis; Int'l: Ramon Sabat.

Label: Panart.

This company represents: Calesita (Argentina), Mag (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA).

Int'l representatives: Argentina (Music Hall), Colombia (Fuentes), Peru (Mag), USA (Panart).

R C A, Apartado del Este 11275, Caracas. Tel: 33-97-21. Cable: Radiointer. Gen. Mgr.: Clifford W. Slaybaugh; Rec. Sales: Oswaldo Gonzales.

Label: RCA.

This company represents (and is represented by): RCA International.

Ronde de Venezuela, PO Box 4766, Caracas. Cable: Rondesa. Tel: 41-25-78. A&R: Anibal Abreu; Sales: E. Fajardo.

Labels: Ronde, Mara, Encore.

This company represents: Reprise (USA), Everest (USA), Pickwick Int'l (USA), Marper (Uruguay), Discofonia (Argentina), Belart (Mexico), Oriole-Embassy (England), Carvalho-Lisboa (Portugal), Fonopolis (Spain), Clan (Italy), RiFi (Italy), Pathe Marconi (France), Bel Air (France), Le Chant du Monde (France), Teledisc-Dalara (Italy).

Int'l representatives: USA (Panart), Colombia (Fuentes), Brazil (Sonus), Mexico (Belart), Italy (Ri-Fi), France (Le Chant du Monde), England (Oriole).

Siemens, PO Box 3616, Caracas. Cable: Siemens, Tel: 34-85-31. Gen. Mgr.: Henry Alex; A&R: Claudio Behrens; Sales: C. Behrens; Int'l: Henry Alex.

Label: Polydor.

This company represents: Archive (Germany), Deutsche Grammophon (Germany), Philips int'l, MGM-Verve (USA), ABC (USA), Mercury (USA).

Venevox (Industria Nacional del Sonido), PO Box 5141, Caracas. Cable: Electronica. Tel: 34-82-72. Gen. Mgr.: Charles Biederman; A&R: G. Pocovi; Sales: Pierre Casanova; Int'l: Guillermo Pocovi.

Label: Venevox-Diversion.

This company represents: Montilla (USA), Columbia Espanola (Spain), Barclay (France), Ducretet-Thomson (France), Ricordi (Italy), CGD (Italy), Sonoradio (Peru), Alvorada (Portugal), Supraphon (Czechoslovakia), Vox (USA).

● music publishers

Ediciones Cynett, Ave. 200, Edif. Oyon, Aptdo de Correos 8520, Caracas. Tel: 42.71.13. Cable: CYNETT. Contact: Juan Lucas.

Ediciones Musicales Venezolanas, (EDMUVECA), PO Box 8561, Caracas. Cable: Edmuveca. Tel: 41-08-00.

Editora de musica Venezolana Internacional (EVMI), PO Box 8542, Caracas. Cable: Edivemus. Tel: 41-78-19.

Peer Int'l, Ave. Andres Bello, Edificio "Vam," Aptdo. 941, 9 Piso, Caracas. Tel: 54-67-86. Cable: IDROCIIR.

● record distributor

Discos, Este 2, 203 El Conde, Caracas. Contact: Antonio Cortez.

● supplies & services

LABEL AND JACKET MANUFACTURER

Favedica, PO Box 3402, Caracas. Mgr.: Luis Calderon.

PRESSING PLANTS

Favedica, PO Box 3402, Caracas. Mgrs.: Manuel Garcia & Gonzalo Londono.

Grabaciones Antor, Calle Baruta 60, El Valee, Caracas.

Grabaciones de America, (GRAMSA), PO Box 6813, Caracas.

Venevox, PO Box 5141, Caracas. Cable: Electronica.

Venezolana de Grabaciones, PO Box 8569, Rio a Pte. Soublette 7, Caracas. Cable: Cavega.

RECORDING STUDIOS

Favedica, PO Box 3402, Caracas. Mgr.: Cesar Tena.

Fidelis, Calle Branger 12, Los Rosales, Caracas. Cable: Branger.

Vega, PO Box 8569, Caracas. Cable: Cavega.

VIRGIN ISLANDS (U. S.)

Population: 42,000 (St. Thomas, St. Croix & St. John).

Official rate of exchange: Same as US.

Records imported from US: 1965-30,000 units.

Radio Stations: WBNB & WSTA, St. Thomas; WIVI AM/FM, St. Croix.

Television Station: WBNB, St. Thomas.

● record manufacturers

Tony's Rec. Shop, 1 Regjerings Gade, Charlotte Amalie, St. Thomas. Prop.: Antonio J. Benvenuti.

Label: Savan.

Westindy, PO Box 2896, 5 Wimmelskaft Gade, Charlotte Amalie, St. Thomas. Tel: 774-1174.

Mgr.: Bill La Motta.

Label: Westindy.

● music publishers

Westindy (ASCAP), P.O. Box 2896, Charlotte Amalie, St. Thomas. Mgr.: Bill La Motta.

● record wholesalers

Conrad, Main St., St. Thomas.

YUGOSLAVIA

Population: 19,294,000 (1964).

Official rate of exchange: \$1 (US) = 750 dinars.

Records imported from US (factory value): 1964 - \$29,414.

Records exported to US (factory value): 1964 - \$4,281.

Number of homes with record players: 1 million.

Records sold: 7 million (approx.—1964)—LP's—20%; EP's—60%; Sing'es—20%.

Average retail price: LP's—\$3; EP's—\$1.50; Singles —65 cents.

Important regulations: All industry and commerce is state-controlled.

● record manufacturers

Jugoton, PO Box 4, Pokupska Str. Dubrava, Zagreb. Tel: 644-343/729/522. Exec. Dir.: Slavko Kopun; Export Mgr.: Mrgic Stanko.

Label: Jugoton.

This company represents: Amadeo (Austria), Brunswick (USA via DGG, Germany), Broadway (USA via Italdisc, Italy), Coral (USA via DGG, Germany, Cameo-Parkway USA via CGD, Italy), Carisch (via Exportrama, Italy), Clan (via Durium, Italy), Copacabana (via Sabrina, Italy), Decca (England), DGG (Germany), Durium (Italy), Elite (via Turicaphon AG, Switzerland) Fonit (via Exportrama, Italy), Italdisc (Italy), Juke Box (via CGD, Italy), London (via Decca, England), Polydor (via DGG, Germany), Phonorama (via Sabrina, Italy), Primary (via Exportrama, Italy), RCA (via Teldec, Germany), Ronnex (Belgium), Ri-Fi (via Exportrama, Italy), Ricordi (Italy), Sabrina (Italy), Telefunken (via Teldec, Germany) Triola (via Turicaphon AG, Switzerland), 20th Century-Fox (via CGD, Italy), United Artists (via CGD, Italy), Verve (via MGM USA), MGM (USA), Moonglow (USA), Vogue (France).

Int'l representatives: Canada (Comet), France (Vogue), Germany (Internationale Bucher & Zeitschriften), Italy (Durium, Sabrina), Spain (Tempo-Discos), Sweden (Metronome), Switzerland (Turicaphon).

Record Production RTB, Makedonska Str. 21, Belgrade. Tel: 20-277. Cable: PRODUKCIJA PLOGA. Dir.: Slobodan Markovic.

● music publishers

Metronome, Ruzveltova 19, Belgrade. Tel: 342.962. Contact: M. Ristic.

Zabavne Melodie, Optika 10, Belgrade. Contact: M. Kinel.

● importer & exporter

Record Production RTB, Makedonska Str. 21, Belgrade. Tel: 20-277. Cable: PRODUKCIJA PLOGA. Dir.: Slobodan Markovic.

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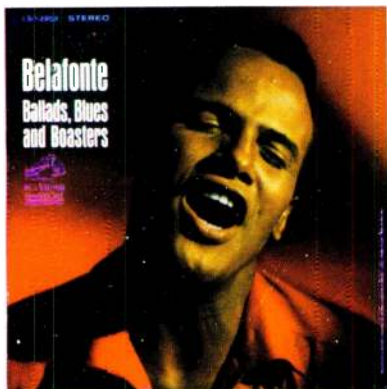
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A guide to valuable sources of music, record and related services and products around the world. This index is provided as an additional service to readers. The publisher does not assume liability for errors or omissions.

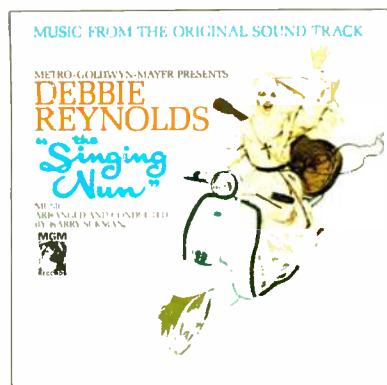
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CAPITOL INT'L	37	GREYER INT'L	228	PRIVILEGE DIST.	80	UNIVERSAL AUDIO SALES	147
CAPITOL RECORDS OF CANADA	187	G.T.A. MUSIC	211	PROMOTIONS LTD.	143	UNIVERSAL DIST.	100
CAPITOL RECORDS OF MEXICO	227	JAMIE GUYDEN RECORDS	39	KEITH PROWSE MUSIC	260	UNIVERSAL TAPE DEX CORP.	158
CARAVAN REC. SALES	182	HANS GERIG MUSIKVERLAGE	205	PYE REC. LTD.	250	VEDETTE REC.	216
CARDINAL EXPORT	122	HARBOR EXPORT	122	QUALITY REC. LTD.	184	VICTORIA MUSIKUERLAG	206
CARNIVAL RECORDS	52	HERMITAGE MUSIC	119	QUEEN CITY ALBUM	140	VIRREY INDUSTRIES	237
CARUSELLO	209	HUFFINE DIST.	80	RAINBOW REC.	150	W & G RECORDS LTD.	172
CBS INT'L	7	INDEPENDENT MUSIC SALES	77	RCA OF CANADA LTD.	179, 188	WALCO-LINCK	164
CBS REC. LTD.	254	INT'L CONSOLIDATED	79	RCA ITALIANA	213	WARNER BROS./REPRISE	8-9
CGD INTERNATIONALE	212	INT'L TAPE CARTRIDGE CORP.	153	RCA MEXICANA	223	MORTY WAX	141
CHARTER INDUSTRIES	165	ISLAND RECORD	259	RECORDING INC.	137	WENDY DIST.	92
CHIPS REC. DIST.	100	IVY HILL LITHO	3rd Cover	RECORD MERCHANDISING	78	WESTERN MERCHANDISERS	80
CLEVELAND RECORDING	149	J & J CORP.	92	RECOTON	166	EDWARD R. WHITE	127
CNR	230	DICK JAMES MUSIC	253	REDISCO	25	WHITNEY RECORDING STUDIO	148
COLUMBIA RECORDS OF CANADA	783	JOBETE MUSIC	59	REQUEST RECORDS	34	WIN RECORDS	116
COLUMBIA RECORD PRODUCTIONS	129			TONY RICHLAND	143	WORLD EXPORT	134
COMMANDER PUBLICATIONS	47			RICORDI	215	WORLD MUSIC	175
COMPO OF CANADA	185			RI FI RECORDS	214	Y.R.S. DIST.	92
CONSOLIDATED ONE STOP	113					VINCENT YOUNGANS, INC.	51

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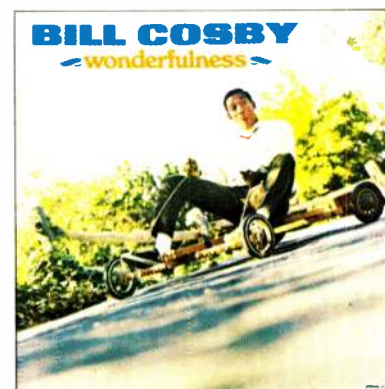
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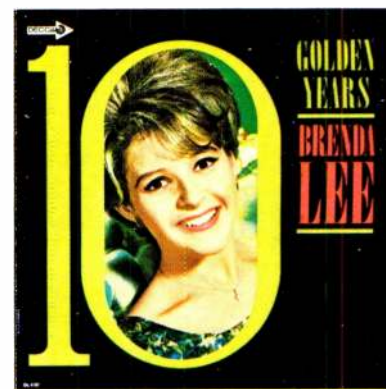
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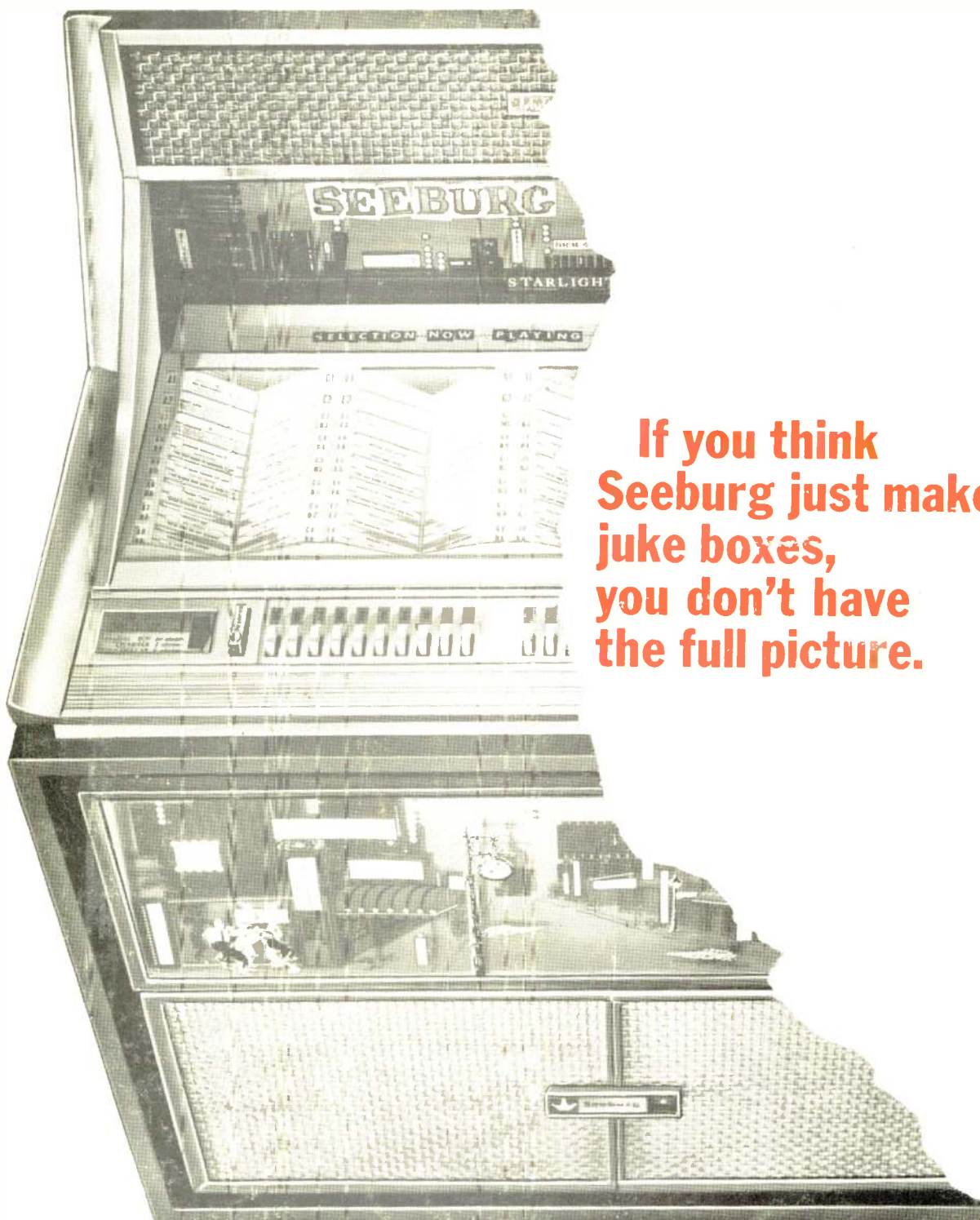


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